

WILLIAM CULLEN BRYANT



March

The stormy March is come at last,
With wind, and cloud, and changing skies;
I hear the rushing of the blast
That through the snowy valley flies.
Ah, passing few are they who speak,
Wild, stormy month! in praise of thee;
Yet though thy winds are loud and bleak,
Thou art a welcome month to me.
For thou, to northern lands, again,
The glad and glorious sun dost bring,
And thou hast joined the gentle train
And wear'st the gentle name of Spring.
And, in thy reign of blast and storm
Smiles many a long, bright sunny day,
When the changed winds are soft and warm,
And heaven puts on the blue of May.
Then sing aloud the gushing rills
In joy again that they are free,
And, brightly leaping down the hills,
Renew their journey to the sea.
The year's departing beauty hides
Of wintry storms, the sullen threat;
But in thy sternest frown abides
A look of kindly promise yet.
Thou bring'st the hope of those calm skies,
And that soft time of many showers,
When the wide bloom, on earth that lies,
Seems of a brighter world than ours.

William Cullen Bryant.

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo

WHEN YOU SEE

THE SIGN OF  GOOD CANDY

“DOUBLE A”

Remember it came from

The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.

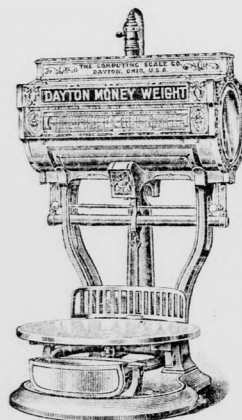
WHITE HOUSE COFFEE



Stands SOLELY on its INTRINSIC MERIT—no premiums—no gifts—no “funny business.” Never so popular as now, it SELLS in the face of all sorts of competitive propositions; and, best of all, it SUITS—KEEPS ON selling—KEEPS ON suiting.

JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS



Let the Other Fellow Experiment

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

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

Moneyweight Scale Company

165 North State Street Chicago, Illinois

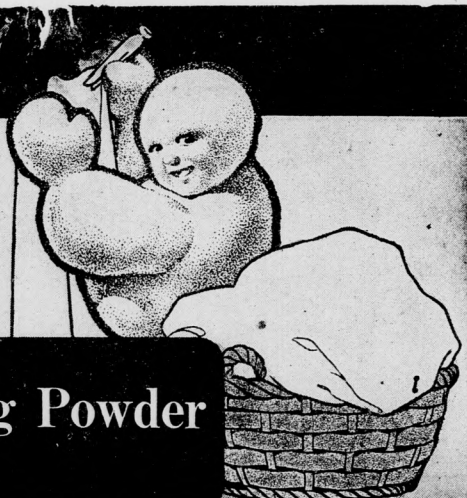
Have you had our booklet of Store Systems. “The Bigness of Little Things?” It's free, ask for it.

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 26, 1913

Number 1540

SPECIAL FEATURES.

Page.	
2.	Cloverland.
3.	Bankruptcy Matters.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	Common Cause.
12.	Butter, Eggs and Provisions.
14.	Clothing.
16.	Dry Goods.
18.	Shoes.
20.	Woman's World.
22.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Wholesale Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

TIME TO CLEAN UP.

Cleaning up time is at hand. The passing of St. Patrick's day and of Easter and the approach of April Fool's day are as suggestive as the coming of robins that spring is here, and in civilized communities the first duty of spring is to get rid of the winter's accumulation of dirt and rubbish. Clean up. During the winter it has been easier to dump the ashes in the alley than to cart them away. The pile of ashes is not a thing of beauty. Take it away. The sooner it is taken away the sooner will an unpleasant duty be out of the way. During the winter it is easy to toss the discards of life into the back yard and the snow charitably covers them from view. Spring reveals them and strewn around they are not joys to the orderly soul nor sources of happiness. Clean them up early and have them out of the way. During the winter rubbish gathers in the corners and in the cellars, under the counters and in the gutters of the street outside. Get after it with broom and mop and hoe, if necessary, and put it from view as early as possible. The windows may have been neglected during the cold weather and dust may have gathered on the shelves—the earliest spring is the time to clean up. Cleanliness and neatness are business assets. It is easier for a customer to buy in a well kept and well ordered store than in one that is dirty and shows the evidence of shiftlessness. The merchant will also find satisfaction in having his premises presentable. It is worth all it costs him to feel that his place will stand inspection. Therefore, clean up, and do it as early in the spring as possible. It will be a good example and one that will be good for the town.

LIVING UP TO THE LIMIT.

In the hearing before the arbitration board of the demands of the Eastern railroad firemen for increased pay, one of the firemen testified that he was getting \$100 a month and that he had no more money at the end of the month than when his pay was \$75. This fireman cannot regard himself in a class alone. There are many of us who, if we would honest-

ly confess, would give testimony of the same character. The increased cost of living may have something to do with eating up the income, but most of us have a wonderful faculty of raising our standards of living as our condition improves, and every increase in income means a further uplift in style. It isn't what we earn that makes the difference in the bank account at the end of the year, but it all rests with what we spend. If we live up to the limit of the pay envelope, making no provision for the future, saving nothing, practicing neither economy, self denial nor prudence, the result will be the same, whether the income be \$75 or \$500 a month. The high cost of living may make it more difficult to save, but it is the cost of high living and the unwillingness to sacrifice appetite or inclination that makes the money go. Many of us can remember that we saved more when we were earning \$10 a week than we have found it possible to save in later years when the income has been increased several fold. It has not been altogether the cost of the necessities of life which makes the difference, but the great factor is in the loss of early simplicity and the acquired tastes which have come with having more money to spend. The flat in a back street is no longer good enough, but we want a house on the avenue. We ride in the street cars when we used to walk. And so it goes all along the line. We spend no more for the necessities, but for the trimmings, and then wonder why an increase in the pay means so little at the end of the year.

STILL LEARNING.

A prominent business man was recently asked how long he had been in this work, and his reply was "Almost forty years and I am still learning." It is in this very fact that he is growing that his success lies. Nature assures us that where the line of growth ceases, that of decay commences. There is no standing still. No matter what the occupation, there is still much to learn. The electrician of thirty years ago thought he knew a great deal—enough to satisfy the average man. But it would not satisfy an Edison. And through the study of one man the science has added so much to its text that the wise man of three decades ago can scarcely be said to understand its primer.

The tradesman must needs to be a student and a close one continually. There are new conditions to be investigated and proved desirable or the reverse. The same reasonings which served five years ago will not all of them apply with equal force to-day. Transporta-

tion and the laws of supply and demand have changed conditions in many places. There are substitutions to be made. Improvements come into each of the walks of life. The horticulturist who persisted in growing the wrinkled tomato of years ago would soon be frozen out of the business. "Keep up with the procession" is the call heard on every side. There are good and bad ways of presenting a subject and the man who thinks he knows all about selling goods has but to read any up-to-date trade periodical for only a few issues to prove the fallacy of his premises. The story may be in part old, but it is ever worth repeating. Yet some of it is ever new to some one. Human life is too short to master all of any subject. The best that we can do is to apply ourselves—specialize, if you please—and then keep on growing, remembering that when there are no growing plants in water it soon becomes stagnant.

That the parcel post system is increasing in popularity and usefulness to the public is indicated by the report of Postmaster General Burleson. This shows that approximately 50,000,000 packages were handled during February, an increase over the previous month of about 10,000,000. The business at the fifty largest offices increased 25.98 per cent. during February but because of the few days in February this increase should be put at about 30 per cent. Chicago leads all offices with 5,167,540 packages handled; following are New York, with 4,102,010; Boston, 1,920,228; Cleveland, 1,296,025; St. Louis, 1,069,305; Philadelphia, 1,046,045. Up-to-date retail merchants are everywhere preparing to extend their business to new fields as they become more familiar with the facilities of the parcel post. The business in farm products is not great at present, but it is increasing and there is every indication that this will become an important factor in the future.

Inventors are informed that the United States Navy wants a potato peeler. An electric device in use is good only for the spherical tubers, but when the potatoes are of irregular form the peeler machine will not work. There must be some one with sufficient inventive genius to devise a peeler that will remove the skin from potatoes of all shapes.

If one gave voice only to one's thoughts one wouldn't talk so much.

There isn't much good in the man who can see no good in others.

It is pleasanter to admit that you have been sold than bought.

FILLING THE BILL.

St. Patrick's Day was at hand and the little Greek who kept flowers and candy well knew that if he could add green carnations to his collection of red and pink and white, he could sell them in quantity. He knew that they were sometimes obtained, but how, he knew not. Then came the thought, they dye Easter eggs; and why not flowers? He went to work with a will, but in the end only his own hands had gained any color from the dye crock, while the carnations upon which his experiments had been tried looked like game roosters that had more than met their match.

All this happened a year ago, but the Greek was persistent and determined to be ready in another year. He called upon a prominent chemist on the phone and asked if he could tell him "how to change the color of flowers." The latter, supposing his plans to secure red from yellow or some similar change, replied that only a Burbank could perform the evolution, and that it was the work of years. And so, because he had not learned the simple art of asking a question properly, the candy man was forced to work out for himself a problem which this same chemist was reaching to the pupils of his freshman class.

Finally, the Greek, noticing that his carnations drank up a large amount of water, experimented by placing the stems of the cut flowers in a crock of green dye. The desired result was obtained, and this year he could advertise with confidence green carnations when the day came for the "wearing of the green." He will not soon forget that it pays to look ahead and be able to meet the requirements of the public—a little more than fill in. His "green carnations" proved a splendid hit, even though he was a whole year in perfecting the idea. A little more knowledge would have saved him a lot of work, but he is happy and we can but admire his persistence.

Shellac is food, according to the United States Government, which has brought suit against a Boston company for violation of the pure food law. The shellac, which was shipped to a Tennessee candy firm, is alleged by Federal officials to have contained arsenic. The Boston concern contends that shellac is not food, but the Government experts claim that it is food, whether anyone desires to eat it or not, and that the confectioners intended to use it to give gloss to cheap candies. Whether the shellac was eaten or not is declared by the Government to be immaterial.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, March 24—Upper Peninsula Council, No. 186, held its annual meeting Saturday evening, March 22. It was the largest and most enthusiastic meeting of the year, barring only the meeting at which the Grand Council officers were entertained. The following officers were elected and installed:

Senior Counselor—Thomas F. Follis.

Junior Counselor—O. D. Lyons.

Conductor—Fred Edlund.

Page—A. T. Sheldon.

Sentinel—Clifford Lafare.

Secretary - Treasurer — Chas. A. Wheeler.

Past Counselor—John E. Krafft.

Delegates to the Grand Council meeting at Grand Rapids—John E. Krafft, C. C. Carlisle; alternates—Robert Richard, Ed. Farnham.

Members of the Executive Committee—C. C. Carlisle (two years), Ed. Farnham (one year).

These officers are a bunch of live wires and much can be expected of U. P. Council during the coming year.

Owing to the lateness of the hour at which the installation of officers was completed—it being 10:30—and to the fact that Brother Wheeler had an important business engagement at the Clifton Hotel before 11 p. m., the inaugural speeches were postponed until the next meeting.

The new faces in the chairs are O. D. Lyons, Fred Edlund, A. F. Sheldon and Clifford Lafare. The Council has long enjoyed the membership of Brothers Lyon and Sheldon and it is to be congratulated upon their selection, as they will add both energy and dignity to our working force. Brothers Edlund and Lafare are recent additions to our membership and both take hold of the U. C. T. cause in the right spirit. They are both workers and are both "comers."

Senior Counselor Follis has not yet announced his plans for the year, but will do so at the next meeting and by means of a circular letter. It is understood that he proposes that there will be something doing every minute.

Charlie Wheeler to his friend Will Pohlman:

Of all the friends for good or ill
There's no friend like my old friend Will
I'm never sad when Will's along
Why, life is just one glad sweet song
With Will. He satisfies one so
And what he'll do you'll always know.
I tell you, it's a lonesome day
For me, with my friend Will away.
He's popular, too, and hard to hold
And good—he's just as good as gold.
And such a generous hearted cuss!
He takes you 'round and makes no fuss,
But what you like or want, just say
And Will, old sport is there to pay.
Of all my friends for good or ill
There is no friend like good old Will.
(Apologies to W. B. Callaway, who is a good fellow himself.)

The writer would like to take a poke at the fellow who sent him a marked copy of the Menace last week. It was consigned quickly to the flames in the cook stove before we took the pains to read the marked article exposing the obligation of the Knights of Columbus. We have no time for such narrow minded trash.

As a rule, we are very modest and shrink from publicity and prefer, if possible, to remain in the background, rather than be in the limelight, but our little chest stuck out last week enough to stand a salvation army flag pole on it when we read in the Munising News, as follows: "Big Booster Laird here." "Ura Donald Laird, of Marquette, who is doing such splendid work in the Michigan Tradesman, boosting Cloverland, was in the city Wednesday. No man in the Upper Peninsula is doing to-day more to give her the advertising she needs than Mr. Laird." Wouldn't that frizzle you? Oh, you Editor Holden!

We beg to apologize for the lack of quality and quantity, both in the subject matter this week, as we are in the throes of a political campaign and are working hard to further our interests as a traveling salesman and also building our political fences.

"Did he run?" Who? Frank Barnhardt, of Escanaba, with the Milwaukee Drug Co. When you meet him ask him, "Did he run?"

Many of the traveling men will miss the familiar and kindly face of William Norvall, who, up to the first of the present month for many years has been buyer and manager of the Freeman Lumber Co., at Engadine. He has resigned and has been replaced by another good fellow, Jas. Blaney, Jr., of Escanaba, the oldest son of the well-known and popular Captain Blaney, of that city. William's future plans are not stated, other than that he continues as postmaster at Engadine.

The following excerpts from a personal letter from E. W. McPherran, Land Commissioner of the D., S. S. & A. Railway, who is at the head of all the colonization work of the road in Minnesota, Wisconsin and the Upper Michigan, will prove interesting reading and will convey an idea of the magnitude of the opportunity the Lower Michigan prospective farmer has lying within the boundaries of his own State: "We are bending every effort toward the betterment and encouragement of things agricultural in this north country, feeling that agriculture is the very foundation of business, and delighting in the tremendously good prospect of developing what proves to be vast areas of fine agricultural land in the Cloverland country. Here, again, I find your traveling fraternity in most cases very helpful to us. They cheerfully spread the gospel of farm improvement, management and success and I am hoping that the future may see a yet stronger influx of Lower Michigan people into the north country, there to become permanent residents, amidst a soil and surroundings not unfamiliar and all for the greater glory and development of the grand old State of Michigan. Truly Michigan has grand opportunities in this Cloverland to offer to her people who need not seek the much-advertised Canadian west to reap the gain of wealth they can easily secure within the borders of their own State."

Watch Cloverland grow!

Truly the way of the newspaper man is hard. Last week, out of the goodness of our heart, we wrote up an Easter advertising display of a certain wholesale concern which we noticed in two towns we made last week, naming the two stores which took our eye. On Saturday last we met the local manager and expected a hearty handshake and had fond dreams of a fine Havana cigar. Instead, he gave us the very devil because we didn't write up other stores in other parts of the territory which had good displays, also, but which we didn't see at all! What Nell dye know about that?

Ura Donald Laird.

Chirpings From the Crickets.

Battle Creek, March 24—Guy Ramsdell and family have returned from a five weeks' trip through the South.

John Quincy Adams spent Saturday night in Battle Creek. This is the first Saturday in a good many weeks that John has not been away on U. C. T. business.

Big preparations are under way for Battle Creek's big home coming next summer. It has been suggested that one day be set apart for commercial travelers. The local Council U. C. T., no doubt, will be called upon to assist with the programme that day. We have a bunch of congenial fellows who will be only too glad to assist the committees to entertain on travelers' day. They may want us to play ball. Bill Masters has proven himself a capable fielder and John Adams is a cracker jack short stop. John plays foot ball mostly and tackles the base runners between second and third.

The Ann Arbor R. R. has taken possession of its new depot at Owosso. The new structure is modern in all respects and surely was needed.

Bert Beedon, a member of our Council, who has sold autos and tires in the past, is now advertising manager of the Lansing Press. We all wish you the best of success in your new line, Bert, and hope you can line all of the Lansing merchants up on big space contracts. The newspaper business is a strenuous one and Mr. Beedon's former road training will, no doubt, assist him in his new field.

Wm. Sturman, a local young man, has charge of the circulation of the same paper Mr. Beedon is on. Funny how Battle Creek has to furnish men for our neighboring cities to do business. But, believe me, we have the boys and are not ashamed of a single one of them.

My time or space will not permit a lengthy talk about our city and our fellows, but Chas. Dye in his "Hub & Spokes" speech, hits the nail on the head.

Battle Creek Council wishes to take this opportunity to extend to J. N. Riste our combined thanks for his untiring efforts as Senior Counselor for the year just passed. Brother Riste did not miss a Council meeting and his work from the chair was all that could be desired. He conducted the business of his office in a scholarly manner and was ever ready to assist his brother officers.

We also wish to compliment Broth-

er Ed. Guild on his advance to the Senior Counselorship and want him to know we are all with him to a man. There is no reason why Senior Counselor Guild's administration can not go as smooth as Past Senior Counselor Riste's and we all shall assist Ed. in all the ways we can. Ed. is capable and we are all with him to the last ditch.

We want to see J. N. Riste in the Grand Council.

Did you hear about the accident? An insurance sign blew down and hurt a man. He didn't have a policy in the company where the sign hit him. If he had, the sign would not have blown down.

Brother Roy Walt is now located so that he is at home more than he has been in the past. Let us see more of you up to Council meetings, Roy, than we have in the past.

Mrs. O. J. Wright is spending a few days with her parents on the farm. During her absence Orin is sitting in Masonic meetings and entertaining some of his trade in the city evenings.

Be sure and get the last car home, Mayor!

M. L. Blakeslee was in Chicago on business last week.

W. W. Whitney, of this city, is still in Wheeling, W. Va., on business.

Chas. R. Foster was home over Sunday.

Guy Pfander.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, March 24—Next Saturday, March 29, the travelers will give a dancing party at Herald hall. A large attendance is expected. The party following this one will be the last in this season's series.

Last Friday the G. R. & I. had a wreck north of Cadillac. Several traveling men who had to wait at Big Rapids five hours played rum at the hotel. The hotel is managed by a woman who did not want them to play, but who felt timid about asking them not to; so she telephoned the sheriff. He soon made his appearance and put a stop to the game. Every one paid his own fare to Grand Rapids.

The Executive Committee of Grand Rapids Council met last Sunday at Hotel Pantlind to pass on the claim of H. P. Damon. Brother Damon had the misfortune to injure his hand, which caused him to take a lay off. We are glad that he had U. C. T. protection. We wish to commend this brother on the able manner in which his final papers were made out.

Later: Brother H. P. Damon is reported ill again. He has been sick since last week, but is somewhat better now. Call on Mr. Damon if you can, U. C. T.'s. Wm. D. Bosman.

He is a wise man who keeps his good opinion of himself to himself.

Some of the charity that begins at home isn't worth making a fuss about.

After all, there are worse things than the friend who tells you about your faults. He does it to your face; your enemy keeps pecking at you behind your back.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

March 19—In the matter of American Carving & Manufacturing Co., bankrupt, of Grand Rapids, the trustee, Francis D. Campau, filed a report showing that he has received an offer of \$24,000 for the purchase of the entire assets of the bankrupt, free and clear from all incumbrances and charges, including all property of every kind and nature, accounts and bills receivable and cash on hand at the time the sale is consummated, the property to be sold and transferred as a going concern, and recommending that such offer be accepted and the sale authorized. An order was made by the referee directing creditors to show cause at a hearing to be held at his office on March 21 why such offer or any further offer which in the meantime may be received by the trustee, should not be accepted and the sale confirmed.

March 21—In the matter of Rebecca A. Grove, bankrupt, of Lyons, the final report and account of Gerrit J. Wissink, trustee, was filed, and shows total receipts of \$1,857.27; disbursed for preferred claims, bankrupt's exemptions, and administration expenses, \$1,584.83, and a balance on hand of \$272.44. An order was made by the trustee calling a final meeting of creditors to be held at his office on April 8 to consider such final report and allowance of claims, etc. Creditors are also directed to show cause at such time, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Lucas Brothers, bankrupt, of Lucas, a petition and report was filed by the trustee, Walter R. Ardis, of Cadillac, showing that he has received an offer of \$700 from Romke Prince for the assets in this matter, which are of the appraised valuation of \$1,164.27, and an order was made by the referee directing creditors to show cause at his office on April 4 why such offer or any further offer which may in the meantime be received, should not be accepted and the sale authorized and confirmed.

March 22—In the matter of the Lathrop Co., bankrupt, formerly of Grand Rapids, the first meeting of creditors was held. The election of trustee was postponed. Each of the bankrupts was sworn and examined and the first meeting then adjourned to March 29.

March 24—In the matter of Engene D. Tangney, bankrupt, of Ludington, a report was filed by the trustee, Frank A. Foster, showing sale of the assets to Harold Goldstrum, of Bay City, for the sum of \$3,415. Unless cause is shown within five days, this sale will be confirmed.

March 25—In the matter of Charles D. Hubbard, bankrupt, of Allendale, the supplemental final report and account of Clare J. Hall, trustee, was filed showing compliance with the final order for distribution, and an order was made closing the estate and discharging the trustee. No cause

to the contrary having been shown by creditors a certificate was made by the referee recommending the bankrupt's discharge.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 24—When it is realized that men who must sell coffee at this time stand to lose about \$2 on every bag, it is easy to see why there is gloom on the exchange. The Easter holiday may have given them some spiritual strength and they surely need it. As many of them as could get away—and that was almost all—closed up shop.

The spot coffee market moves simply from day to day in the usual channel. Crop news at the moment seems to favor a stronger tone, but most dealers profess a belief that the outturn will be an amount of coffee larger than is needed and that lower prices will prevail. At the close Rio No. 7 is worth, in an invoice way, 11½¢. The holiday prevailing from Friday to Monday prevents figures as to stocks afloat, etc. Mild grades show little if any change in any respect, good Cucuta being quoted at 13½¢.

Teas are absolutely unchanged. Buyers are purchasing only enough for every-day requirements and this state of affairs will prevail, it seems likely for some time.

The sugar trade took a holiday from Friday to Monday and there is little doing even to-day, as some important points like Havana will not recover from Easter until to-morrow. Prevailing rate for granulated is 4.25 @ 4.30 and some advance is confidently looked for.

The holders of rice in the South are holding on with a most tenacious grip for full rates and, as a consequence, the market remains practically unchanged. It looks as though they would be compelled to modify their views somewhat, as buyers are not inclined at all to meet them. A big acreage is reported as being put in and this will not help to keep prices up. Prime to choice domestic, 5½¢ @ 5½¢.

Spices are unchanged as to demand, which has been of a very moderate character. The holiday has stopped cables and quotations may be just as named last week.

Molasses shows no change. The demand is moderate. Stocks are not especially large, but large enough and quotations are absolutely unchanged. Good to, prime domestic, 35 @ 40¢.

Canned goods are dull. Retailers seem to be well stocked up in anticipation of Canned Foods Week and they are taking only enough to carry them over. It is sincerely hoped that the "week" will make the market hum, but no one seems especially optimistic. Packers of 3 pound standard tomatoes are insistent upon 80¢ and there they seem to hang. Standard corn at 50¢ delivered is meeting with some sale. Peas seem inclined to drop slightly and other goods are without variation.

Butter is steady. Creamery specials, 35½ @ 36¢; firsts, 34½ @ 35¢; held

stock, 33 @ 34 @ 35¢; imitation creamery, 26 @ 27¢; factory, 23½ @ 24½¢.

Cheese is unchanged. Whole milk extras, 17½¢.

Eggs are firm as the Easter trade has pretty well cleaned up the market. But finest near-by stock can not be quoted at over 24¢ and rates for Western are from 22 @ 24¢. With increasing supplies almost in sight, owing to warmer weather, it seems quite likely that lower level will prevail.

Seepings From Sault Ste. Marie.

Sault Ste. Marie, March 24—The Rosedale Creamery, at Rosedale, was sold at public auction and bought by James Thompson, proprietor of the Brimley Cheese Co., who expects to operate the creamery to its fullest capacity this summer. Prospects are bright for a successful season.

The Northern Navigation Co., in the Canadian Soo, has let the contract for extensive docks to handle the increasing business there.

Ed. Atchison, formerly of Helen Mine, Ont., has purchased the Central meat market, on Ashmun street, from C. Albon. Mr. Albon has been operating two markets, the above mentioned and another on the South side of the city. Mr. Albon will still continue operating the South side market.

The Bartlett Lumber Co., of Shell-drake, contemplate building a large new hotel in connection with its various enterprises.

Wm. Kirkbride, the popular Pickford butcher, purchased a large iron safe at the Soo last week, but had the

misfortune to drop it with the door open and wrenched it in such a manner so as to spoil it, so that Mr. Kirkbride is in the market for a trade or a new safe.

The Soo merchants enjoyed a good Easter trade. The windows were attractively decorated with displays from the various packers. The high price of smoked meats did not seem to interfere with the usual large amount sold for the Easter trade.

Prof. R. Norton, principal of the high school here, returned last week with his bride, one of Grand Rapids' fairest daughters. The happy young couple have gone to house-keeping and expect to make the Soo their future home. They were given a jolly reception upon their arrival and the groom, being very popular, enjoyed the hearty welcome as well as the bride. They have the best wishes of the community for a long and happy career.

W. G. Tapert.

Why?

He (nervously)—Margaret, there's been something trembling on my lips for months and months.

She—Yes, so I see; why don't you shave it off?

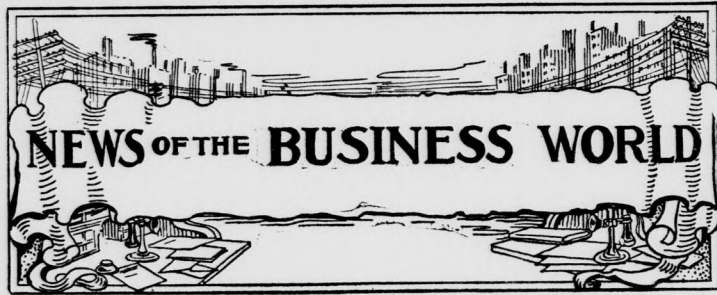
Did it ever occur to you that nearly all of your mistakes are self-made?

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.

Ionia—Arthur West will open a cigar store here April 1.

Burt—Harris & Slaughter have engaged in general trade here.

Paw Paw—J. H. Charles has engaged in the shoe business here.

Vermontville—Mrs. Mabel Purchis has opened a millinery store here.

Belding—A. H. Charles succeeds Thomas Welch in the shoe business.

Sparta—Purdy & Burgett have opened an electrical supply store here.

Holland—Nick Schmidt succeeds E. T. Bertsch in the fuel and junk business.

Portland—Roy Snyder has closed out his stock of meats and retired from business.

Kalamazoo—Streng & Zinn succeed J. Weicknegant & Reid in the dry goods business.

Twelve Corners—H. C. Palmer, recently of Benton Harbor, has engaged in the grocery business here.

Howell—E. A. Bowman will close out his stock of groceries and dry goods and remove to Detroit.

Battle Creek—D. M. Clevenger has opened a men's furnishing and shoe store in the Bromberg block.

Conklin—Mrs. William Boosenbark succeeds James Couran in the restaurant and grocery business.

Stanton—Beck & Coote, who conduct the City Bakery, have installed a power bread mixer at their plant.

Evart—William Batson, recently of Big Rapids, succeeds W. D. Porter in the marble and granite business.

Mancelona—Fred Beechstein has closed out his grocery and meat stock and removed to Fife Lake.

Charlotte—Sherman Hotchkiss, meat dealer, is erecting a two-story brick business block on Main street.

Greenville—H. Bannen has purchased the Rae & Trude meat stock and will consolidate it with his own.

Laingsburg—Mrs. E. N. Stevens has opened a millinery store here under the management of Miss Mayme Andrews.

Marquette—Peter Adolph has opened a grocery, confectionery and baked goods store at the corner of Third and Park streets.

Baraga—William C. Bird, commission merchant, has filed a voluntary petition in bankruptcy. Liabilities, \$2,000; assets, \$300.

Harbor Springs—Miller & Miller, implement dealers, have sold their stock to Frank Voorheis, who will take possession April 1.

Stambaugh—Peter Dandondou and Joseph B. McKenna have formed a copartnership and engaged in the hardware business here.

Fremont—Sidney Sayles and Geo. Powers have formed a copartnership and engaged in the clothing and men's furnishing business here.

Marquette—A. J. Fleury has purchased the bazaar stock of H. Orchard and will continue the business, adding lines of confectionery and cigars.

Mendon—Hickmott & Dukette, dealers in general merchandise, celebrated the twenty-fifth anniversary of the opening of their store March 22.

Harbor Springs—G. W. Melson has sold his grocery stock to J. T. Starr & Co., who will continue the business in connection with their meat market.

Reed City—Lightning struck the Babcock Grain Co., March 23 and the fire which followed damaged the building to the extent of about \$1,700.

Howell—Fred C. Schnackenberg, dealer in wall paper and furniture, has sold his stock of wall paper to Emery Garlock who will continue the business.

Allegan—G. W. Morgan and C. L. Finney, recently of Kalamazoo, have formed a copartnership and will open a paint and wall paper store here April 1.

Holland—R. A. Vos, recently of East Saugatuck, has opened an automobile supply store here under the style of the Holland Automobile Specialty Co.

Kalamazoo—Miles Dawson, who conducts a grocery store at 711 Portage street, has sold his stock to B. E. Townsend, who will continue the business.

Mackinaw—Lamain & McLaughlin have sold their grocery stock to M. M. Hunt, who conducts a similar store at Carp Lake. Both stores will be continued.

Webberville—A. I. Butterfield has purchased the Stroebel store building and will occupy it April 1 with a stock of clothing, shoes and men's furnishing goods.

Saline—Walter Gross has sold his interest in the Muir & Gross hardware stock to Fred Gross and the business will be continued under the same style.

Freeport—Roy E. Nagler will retire from the butter, egg and poultry firm of Geo. J. Nagler & Co., having entered the employ of a Detroit produce house.

Howard City—Glenn Van Denberg has resigned his position with the banking house of O'Donald & Scott to take a more lucrative position with the Cadillac State Bank.

St. Joseph—Mrs. Bertha Walters has sold a half interest in her grocery stock to Fred Wesner and the business will be continued under the style of Walters & Wesner.

New Era—John M. Vander Veen has sold a half interest in his meat stock to John Tenbrink and the business will be continued under the style of Vander Veen & Tenbrink.

Charlotte—The J. D. McLaren Co. lost its grain elevator and stock by fire March 22. Loss, fully \$20,000, partially covered by insurance. The plant will be rebuilt at once.

Pontiac—John Jewell has purchased the Theodore W. Chaffee grocery stock of the Chaffee estate and will continue the business at the same location, 18 East Huron street.

St. Johns—Robert Merrill has purchased the interest of his late partner, Norman Kuhns, in the clothing stock of Kuhns & Merrill and will continue the business under his own name.

Saline—Sumner Cotton has purchased the interest of his partner in the Cotton & Hammond stock of general merchandise and will continue the business under his own name.

L'Anse—W. J. Reece and Harold Nilson have formed a copartnership under the style of Reece & Nilson and engaged in the wholesale and retail flour, feed and produce business here.

Grand Ledge—W. K. Bair has sold his interest in the hay, feed and cement stock of Bair Bros. to William Watkins and the business will be continued under the style of Bair & Watkins.

Jonesville—The business men and farmers of this vicinity have presented Slesman & Son, of Clyde, Ohio, the site on which they will build a sauer kraut and vinegar factory.

Ishpeming—Herbert and Emil Swanson have leased the Nolan building and will occupy it May 1 with a stock of furniture and undertaking goods under the style of Swanson Bros.

Mayville—The Mayville Grain & Produce Co. has been organized with an authorized capital stock of \$8,000, of which \$5,000 has been subscribed, \$2,250 paid in in cash and \$1,500 in property.

Bay City—A new company has been organized under the style of the Beck Furniture Co., with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and paid in in cash.

Pontiac—A. W. Manuel and R. Booth have formed a copartnership and engaged in the grocery business at the corner of Johnson and Oakland avenues, under the style of the Cash Basket Grocery.

Port Huron—The Holden, Shier & Co. has engaged in the retail grocery, produce and meat business, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Lansing—The Ingham Land Co. has been organized with an authorized capitalization of \$100,000, of which \$50,000 has been subscribed, \$2,000 being paid in in cash and \$48,000 in property.

St. Joseph—The McAllister Co., operating a chain of sixteen dry goods stores in Illinois, Wisconsin and Michigan, will open a similar store here April 1 under the management of T. H. McAllister.

Benton Harbor—William Chapman will remove his jewelry stock from his store on Pipestone street to 142 East Main street and consolidate it with the Pauley Jewelry Co. stock which he recently purchased.

Kalamazoo—Miss Katherine Meadimber has sold her stock of confectionery and ice cream parlor to J. B. Ritchie and B. P. DeBolt, who will take possession April 1, and continue the business at the same location.

Iron Mountain—G. P. Fugere and brother Frank, have leased the Cameron store building and will occupy it with a stock of shoes and men's furnishing goods, April 15, the business to be conducted under the style of Fugere Bros.

Reed City—W. E. Carrow has purchased the interest of W. J. Cornell in the furniture and undertaking stock of Cornell & Carrow and will continue the business at the same location under the style of Carrow's Complete Home Furnishing Store.

Eckford—George Foreman has traded his store building, stock of general merchandise and residence property to John and Vern Ackett, recently of Nashville, for the John Ackett 60 acre farm, and the business will be continued at the same location.

Kalamazoo—P. B. Appeldoorn's Sons, dealers in boots and shoes, have merged their business into a stock company under the style of J. B. Appeldoorn Sons Co., with an authorized capital stock of \$28,000, all of which has been subscribed and paid in in property.

Kalamazoo—Fred Glass has sold his interest in the grocery and meat stock of Glass & Ailes to William D. Wilson, recently of Harbor Springs, and the business will be continued at the same location, 324 South Burdick street. Mr. Glass will spend the summer in Germany.

Elk Rapids—Joseph Butler, grocer, has merged his business into a stock company under the style of Butler & Co., to carry on a general mercantile business, with an authorized capital stock of \$5,000, of which \$4,000 has been subscribed, \$20 being paid in in cash and \$3,980 in property.

Kalamazoo—M. Livingston & Co. have made no change in their firm name here or at Battle Creek, but the new store recently opened at Flint will be conducted under the style of the Livingston Clothing Co., with an authorized capital stock of \$5,000, of which \$4,000 has been subscribed and paid in in cash.

Kalamazoo—Morris Kent & Co. will give five cash prizes of one dollar each to the Kalamazoo county lads who display the five best exhibits of yellow dent corn at the end of the season. It is believed that by this method the boys of the county will become interested in corn growing and that in the future the seed stock will be bettered by their activities. The exhibits are to be presented to the company at the close of the season and they will be carefully judged.



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 \$3.25 per 100 lbs.

Butter—Prices are about unchanged. Storage butter is about exhausted, and the trade are looking mostly to fresh receipts. No relief from the present scarcity can be expected for a few weeks. Fancy creamery commands 36c in tubs and 37c in cartons. Local dealers pay 27c for No. 1 dairy and 20c for packing stock.

Cabbage—\$1.75 per bbl.

Carrots—60c per bu.

Celery—\$1.90 per box for California; \$3 per crate for Florida.

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

Eggs—Receipts of fresh continue fairly liberal and the market is steady at unchanged prices. The quality arriving is very fancy, and everything that comes in is being absorbed by the active consumptive demand. Prices on fresh eggs are lower than for some years, but if the outlook for continued good production pans out, there may be even further declines in the course of a week or two. Storage eggs have gotten to where they practically don't figure. The fact also that meat prices are so high has caused a great many to substitute eggs. Local jobbers pay 18c and hold at 20c.

Grape Fruit—\$3 for 36s, \$3.25 for 46s, \$3.50 for 54s and \$3.75 for 64s.

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

Green Onions—50c per dozen for Southern.

Hogs—10c for dressed.

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

Lemons—\$6.25 per box for fancy Messinas. Californias are entirely out of market.

Lettuce—New Orleans head, \$2 per bu.; hot house leaf 10c per lb.

Onions—Spanish are in fair demand at \$1.25 per crate. Home grown, 25c per bu.

Oranges—\$4.25 per box for either Florida or Californias.

Parsley—30c per doz.

Potatoes—Country buyers are paying 30c at outside buying points. Local dealers quote 40@50c in small lots.

Poultry—Local dealers pay 13@14c for springs and fowls over 4 pounds in weight and 12c for less. 7c for old roosters, 9c for geese; 11c for ducks; 15c for turkeys. These prices are liveweight. Dressed are 2c higher.

Radishes—25c per doz.

Strawberries—The supply was very short for the Easter trade, due to a frost in Louisiana, which it is stated will delay shopping at least ten days to two weeks. Berries from Florida have been a little soft and not of as good quality as they were during the previous week. Louisiana fetch \$3.25 for 24 pints; Florida's command 40c per qt.

Sweet Potatoes—Kiln dried Jerseys, \$1.75 per hamper; Delawares in hampers, \$1.50.

Tomatoes—\$3 per crate of 6 baskets—Florida.

Veal—Buyers pay 8@12½c, according to quality.

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

Buffalo, March 24—Creamery butter fresh, 33@36½c; dairy, 22@30c; poor to good, all kinds, 20@25c.

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

Eggs—Choice, fresh candled, 19½@20c, at mark, 18½@19c.

Poultry (live)—Turkeys, 18@23c, cox, 12@13c; fowls, 18@19c; springs, 18@19c; ducks, 18@20c; geese, 15@16c. Poultry dressed, turkeys, 20@25c; ducks, 18@20c; chicks, 18@20c; fowls, 17@19c.

Beans—Red Kidney, \$2@2.25, white kidney, new \$3.25@3.35; medium, new \$2.20@2.25; narrow, new, \$3.25; pea, new, \$2.20@2.25.

Potatoes—45@50c per bu.

Rea & Witzig.

The Tradesman is in receipt of a telegram from the National Canned Foods Week Committee, stating that it has shipped this office thirty poster sets by express for distribution among the retail grocers of Grand Rapids. These sets will be distributed to the grocers as fast as they apply for them until the supply is exhausted.

Last week one of the hens working in the international egg-laying competition at Storrs, Conn., laid an egg weighing a little over five ounces and measuring eight inches around lengthwise and seven inches the other way. This egg holds the record as the largest during the eighteen weeks of this or the previous competition.

Indiana has appropriated \$90,000 for representation at the Panama-Pacific exposition in San Francisco in 1915.

The detective may be an earnest seeker, but he doesn't always find.

One way to go broke in a hurry is by attempting to get rich quick.

The Grocery Market.

Sugar—All the Eastern refiners are now on the same basis—\$4.25 f. o. b. New York for granulated. The market and what prices may do, is just as much of a guess as it has been for some time past. Both raw and refined sugar shows considerable strength, but not enough to cause quotations to raise. Stocks are of good size in most markets, and supplies from Cuba are coming freely. The demand is fairly good, but no speculating is being done as there may be a change in the tariff. Some of the largest sugar men of the country are asking the wholesale retailer's support in urging that any reduction in sugar duties be made effective either before June 1, or not until after October 15, to avert a probable extreme scarcity of sugar during the fruit season.

Coffee—Rio and Santos grades have bobbed up and down and nobody seems to have much confidence that even lower prices are not coming. The only strong feature of the present situation is that primary markets in Brazil have not weakened. The demand for Rio and Santos coffee is light. Mild grades are also weak in sympathy with the general situation; demand fair. Mocha and Java are unchanged and quiet, but private estate Javas are getting scarce.

Canned Fruits—There has been no change in prices during the week, but most varieties of fruits are quoted at prices which are considered very reasonable. Gallon apples were never cheaper, but on account of the heavy supply of green apples, gallon goods have been moving slowly. California goods are dull in first hands and unchanged.

Canned Vegetables—There has been no change in quotations during the week and present prices are quite reasonable. Stocks are of fair size for the month of March. Peas are meeting with a good demand and supplies are not nearly as short as expected at the close of the canning season last year. There are a great many cheap peas on the market, however, that are selling at any old price, but are dear whatever is paid for them. The outlook for the coming pea pack is heavy. The sellers of seed have delivered 100 per cent. for the first time in several seasons, and if acreage is provided for all this, and it grows and is packed, there will probably be a smashing pack. All future peas have been sold so far at a high price. Tomatoes are quiet, but prices are rather remarkably maintained. No change has occurred either future or spot. Corn shows no change and the demand is dull. Small Eastern staple canned goods are also in seasonable demand and unchanged with the exception of spinach, the spring pack of which is being quoted at 90c in a large way, instead of \$1 a year ago.

Canned Fish—Imported sardines are scarce, particular the French, and high. Domestic sardines are quiet and unchanged. Medium red salmon on spot is very weak and some holders have offered it at as much as 35c per dozen loss. There is no par-

ticular demand at the moment and the situation is generally dull and easy. Prices of red Alaska salmon are also in buyers' favor. Some packers of sockeye salmon are trying to interest the trade in future goods at somewhat less than last year, but the larger packers have made no effort to name prices as yet.

Dried Fruits—The quotations of dried fruits are much below prices a year ago. Raisins and evaporated apples are very cheap, as well as evaporated raspberries. The peculiar thing about dried fruits this year is the fact that prices show but little advance since opening prices were announced last fall. Prunes and apricots are meeting with better success than the remainder of the line, but every item has been in satisfactory demand for some time.

Cheese—Prices are still very high, which no doubt causes the poor demand. Under grades are more plentiful and are selling considerably below the price of fancy cheese. If any change occurs it is likely to be a slight decline.

Syrups and Molasses—Corn syrup is the same as a week ago. Compound syrup is dull on account of the warm weather and the advent of some of the spring fruits; prices unchanged. Sugar syrup is dull and unchanged. Molasses quiet and dull.

Rice—Business in all varieties is only fair for the time of year. Reports from primary points in the South are to the effect that trade is dull.

Salt Fish—Codfish is steady, but in light demand. The market for mackerel has stiffened up slightly during the week and some holders are asking possibly 50c per barrel more. The demand is very moderate.

Provisions—Smoked meats are firm at ½c advance. Stocks are reported only moderate, and the extra Easter demand has caused the shortage. The consumptive demand after the Easter holidays is likely to fall off and this may stop further advances. Pure lard is steady and unchanged, with a good consumptive demand. Compound lard is barely steady and with only a moderate demand. Prices are unchanged. Canned meats, dried beef and barrelled pork are all unchanged.

J. Frank Gaskell, grocer at 259 Michigan street, has invented a small device for holding price tickets, which he has arranged to put on the market, together with an assortment of price tickets, at a very moderate price. The device appeals to retail grocers because of its availability and adaptability.

Henry Ostlund, formerly associated with Mr. Johnson in the firm of Johnson & Ostlund, of Manistee, has opened a shoe store on his own account in that city, buying his stock of Hirth-Krause Co.

Benton Harbor—W. H. Seitz has sold his interest in the produce and fruit stock of the Seitz-Schaus Co. to James O'Connell and the business will be continued under the style of the Schaus-O'Connell Co.



Personnel of the New Trust Company.

The new trust company will be the Grand Rapids Trust, capitalized at \$300,000, with \$150,000 paid in surplus. The officers will be as follows:

President—Wm. E. Elliott, a director in the Grand Rapids Savings.

Vice-Presidents—Robert D. Graham, President of the Commercial and director in the Fourth National; Lee M. Hutchins, director in the Grand Rapids National City, and Joseph H. Brewer, director in the Grand Rapids Savings.

Secretary—Hugh E. Wilson.

Treasurer—Adolph H. Brandt, Vice-President of the Grand Rapids Savings.

Directors—The officers and H. C. Cornelius, director in the Grand Rapids Savings, and M. R. Bissell.

The directorate will be enlarged when the organization has been completed and business actually begun. Hugh E. Wilson will withdraw from the active practice of the law to give his entire attention to the business and, with Mr. Brandt, will have the active management. The company will begin business as soon as the necessary formalities can be observed, in temporary quarters, and for permanent quarters two plans are under consideration. One plan is to join on some basis with the Grand Rapids Savings in building at Monroe avenue and Ionia where the latter is now located under a long-term ground rent of the real estate from Chas. B. Judd and the White estate, and the other is to enter into some arrangement with the Commercial Savings for the corner of Monroe avenue and Lyon. The Presidency of Wm. E. Elliott is regarded as temporary. The original plan was to secure Thos. J. O'Brein for this office, but Mr. O'Brien declined to accept without a closer personal knowledge of the situation. He has resigned as Ambassador at Rome and will probably be home before many months and then the permanent filling of the office will be taken up. The new company has many ideas for the development of new business in the management of small estates, the loaning of money on real estate mortgages and the guaranteeing of real estate titles, but it will take time to work them out.

The Michigan Trust Company has been developing a large business in real estate mortgage bonds and these bonds are becoming a considerable factor in Grand Rapids investment circles. The company specializes in loans or improved city real estate and then issues bonds against the mort-

gages taken to the full amount of the loan, in denominations of \$100, \$500 and \$1,000, with semi-annual interest coupons attached. The bonds run from five to twenty years, according to the terms of the mortgage, and while they are not guaranteed any more than are railroad, gas company or other bonds, the loans are made on so conservative a basis that they may be regarded as gilt edged. The company is not obliged to take back the bonds if the buyer wants the money, but usually does so without question. The Michigan Trust Company, it is stated, has made loans on Kalamazoo business property in the past year to the amount of \$1,000,000, and some of the local loans are \$40,000 on the Furniture Temple building, \$90,000 on the Corl, Knott & Co. building and \$140,000 on the building that Philo C. Fuller is erecting. The company has already subscribed for the \$150,000 loan which the Peninsular Club will negotiate for the building of its new club house and this loan will be put out in the form of real estate bonds for local investors. The real estate mortgage bonds for the most part bear 5 per cent. interest. The company is also doing large business in timber bonds at 6 per cent. These are issued in assorted sizes from \$100 up, with two to five years' duration. These bonds, too, are proving very attractive to local investors and the company is doing much to advertise them, and in effective ways. The local banks are advertising certificates of deposit to draw 3 and 3½ per cent., with redeemability at any time and security of principle and interest at all times, and occupying adjoining space the Michigan Trust announces "\$100 bonds; 6 per cent. is twice as much as 3 per cent; think in over." It is said that many of these bonds have been taken by small investors. These

UNITED LIGHT AND RAILWAYS COMPANY

CHICAGO, ILLINOIS
PORTLAND, MAINE GRAND RAPIDS, MICH.

Preferred Stock Dividend No. 10

The Board of Directors of the United Light and Railways Company has declared a dividend of One and One-half Per Cent on the First Preferred Stock, and Three-quarters of One Per Cent on the Second Preferred Stock of the Company outstanding and of record March 21st, 1913, payable April 1st, 1913.

Common Stock Dividends

The Board of Directors has also declared a Four Per Cent Dividend on the Common Stock of the Company, payable in quarterly installments. The first installment of One Per Cent to be paid on April 1st, 1913, on Common Stock of record March 21st, 1913.

Transfer books close March 21st, 1913, and reopen April 1st, 1913.

BENJAMIN C. ROBINSON,
Secretary.

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

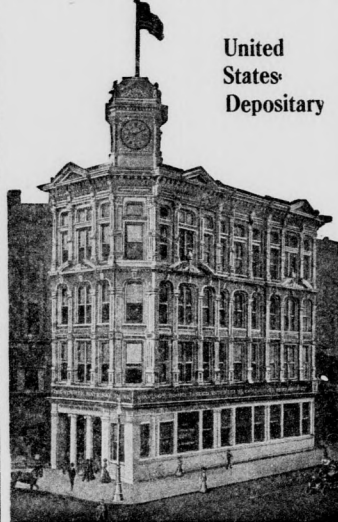
Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

Savings Deposits 3 Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually Capital Stock \$300,000	United States Depository 	Commercial Deposits 3½ Per Cent Interest Paid on Certificates of Deposit Left One Year Surplus and Undivided Profits \$250,000
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We recommend

Public Utility Preferred Stocks

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

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building
Grand Rapids, Mich

Bell M 229

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

are mostly timber bonds and are sold at par with accrued interest.

An improvement association has been formed at Charlevoix, with D. S. Payton, of Charlevoix, as President; Frank Bricker, of Evangeline, and H. L. Olney, of South Arm, as Vice-Presidents; Glenn M. DuBois, Charlevoix, Secretary and R. W. Paddock, Charlevoix, Treasurer. This is not one of the so-called "popular" organizations with everybody willing to pay the membership fee belonging, but it is almost entirely an organization of bankers and its purposes are to boost the agricultural, industrial and resort resources of Charlevoix county. The Association will be well financed and everything possible will be done to attract settlers, capitalists and resorters to that district. This organization suggests that the bankers of Northern Michigan are among the most active and progressive in the State and are doing their full share in the development movement for their section of the State. The bankers take a personal interest and pride in their home towns, are always ready with the helping hand for any good work and have probably done more than any other agency for the promotion of Northern Michigan prosperity, not merely by loaning money, but more important still by showing their own faith in the country. They own farms and operate them successfully, they promote exhibits of farm products, they encourage industries, and in many other ways they exercise the uplift influence, and at the same time they are good bankers. They look upon what they give to development and publicity undertakings not as donations but as investments, sure to bring returns with the increase in population and wealth. This, by the way, is a very sensible as well as patriotic view to take of it.

The Grand Rapids Savings Bank is equipping its vaults with a new triplicate time clock as a safe guard against the old clock getting out of order. The old clock is a duplicate and was installed about thirty years ago and an expert examination shows that it has become worn in some of its parts. It is still serviceable, but is not regarded as strictly reliable. With a duplicate clock if the clock operating the mechanism goes wrong the second clock will still do the business. The new triplicate has three clocks and all three must fail to put the works out of commission.

Wm. McCfodden, of Dutton, farmer, stock raiser, business man and capitalist, says that business in the Grand Rapids banks is conducted differently than in the old days. In 1890 he was administrator of an estate and had \$1,000 in hand which he wanted to deposit in some bank with the privilege of checking against it. He went to the Old National Bank with the money and it was refused on the ground that the account was not large enough to bother with. The banks now are not so particular. They like large accounts, but are not turning away the little fellow.

The Grand Rapids Savings is negotiating for a ninety-nine year lease of its corner at Monroe avenue and Ionia, and if the deal goes through the Bank will undertake the improvement of the property, but whether with a sky scraper office building or an exclusively banking building has not yet been determined. The property has 88 feet frontage on Monroe avenue, extending back to the alley and is owned by Chas. B. Judd and the White estate. The present owners have been urged to make the improvement, but do not care to undertake it. Whether the building is a skyscraper or a banking institution the new Grand Rapids Trust Company will have its quarters on the second floor above the Bank.

By expenditures and changes at its Grand Rapids plant, the American Seating Co. has increased the capacity very considerably. Until a few years ago, 33 1/3 per cent. of the total output of the American Seating Co. was made in Grand Rapids. Last year a little over 50 per cent. was manufactured at this market. The average number of men employed per annum has been increased from 403 to 925. At one time last year 1,200 men were on the payroll. The increase in the payroll during the past three years has been from \$250,000 to \$600,000 per annum.

Quotations on Local Stocks and Bonds.	
	Bid. Asked.
Am. Gas & Elec. Co., Com.	80 83
Am. Gas & Elec. Co., Pfd.	44 46
Am. Light & Trac. Co., Com.	340 346
Am. Light & Trac. Co., Pfd.	106 107
*Am. Public Utilities, Com.	61 63
*Am. Public Utilities, Pfd.	75 76
Can. Puget Sound Lbr.	3 3
Cities Service Co., Com.	114 118
Cities Service Co., Pfd.	85 1/2 86 1/2
Citizens' Telephone	92 93
Commercial Savings Bank	215
Com'wth Pr. Ry. & Lt., Com.	67 68
Com'wth Pr. Ry. & Lt., Pfd.	89 91
Elec. Bond Deposit, Bid.	74 77
Fourth National Bank	212
Furniture City Brewing Co.	50
Globe Knitting Works, Com.	125 135
Globe Knitting Works, Pfd.	100 100
G. R. Brewing Co.	155
G. R. Nat'l City Bank	180 181
G. R. Savings Bank	216
Kent State Bank	266
Macey Co., Com.	200
Macey Company, Pfd.	97 100
Lincoln Gas & Elec. Co.	28 33
Michigan Sugar Co., Com.	55
Michigan State Tele. Co., Pfd.	100 101 1/2
National Grocer Co., Pfd.	90 91
Old National Bank	207
Pacific Gas & Elec. Co., Com.	56 1/2 57 1/2
Peoples Savings Bank	250
Tennessee Ry. Lt. & Pr., Com.	29
Tennessee Ry. Lt. & Pr., Pfd.	75 77
*United Light & Ry. Com.	77 78
*United Light & Ry., 1st Pfd.	80 81 1/2
*United Light & Ry., 2nd Pfd. (old)	76 77
*United Light & Ry., 2nd Pfd. (new)	73 74
Bonds.	
Chattanooga Gas Co.	1927 95 97
Denver Gas & Elec. Co.	1949 95 1/2 96 1/2
Flint Gas Co.	1924 96 97 1/2
G. R. Edison Co.	1916 98 1/2 100
G. R. Gas Light Co.	1915 100 1/2 100 1/2
G. R. Railway Co.	1916 100 101
Kalamazoo Gas Co.	1920 95 100
Saginaw City Gas Co.	1916 99

*Ex-dividend.
March 26, 1913.

Appreciate Your Blessings.

Don't kick because you have to button your wife's waist. Be glad your wife has a waist, and doubly glad you have a wife to button a waist for. Some men's wives' waists have no buttons on to button. Some men's wives' waists who have buttons on to button don't care a continental whether they are buttoned or not. Some men don't have any wives with waists with buttons on to button.

If you have dyspepsia try a continuous treatment of hand made labor.

Best Investment He Has.

Detroit, March 24—I have taken the Tradesman for over twenty years and do not know what I would do without it. It surely is the best investment I have.
M. J. Rogan.

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Grand Rapids, Michigan

Wm. A. Watts, Secretary and General Manager



(Unlike any other paper.)

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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

March 26, 1913.

THE HEROES OF DAYTON.

The old saying to the effect that people are not so black as they are sometimes painted finds an excellent illustration in the attitude of the officers of the National Cash Register Co. toward the people of Dayton in the fearful calamity which now confronts them. As soon as the disaster showed its fearful face the noble buildings of the company were immediately opened to receive the unfortunates who were deprived of home by the rushing waters and every facility of the enormous institution, including the superb and wonderfully equipped culinary department, was placed at the disposal of the water victims. The master mind of John Patterson was seen in every effort made to alleviate the sufferings of the people. His ably trained lieutenants loyally seconded his efforts, clearly demonstrating the power of concentration and the efficiency of the wonderful organization Mr. Patterson has built up with so much effort and maintained with such remarkable steadfastness.

Having saved the lives of thousands by heroic self sacrifice and superhuman effort, it hardly seems possible that the Federal Court at Cincinnati could make a mockery of the cause of common humanity by consigning such men to filthy and insanitary jails for technical violations of a much-misunderstood law.

A LOSING GAME.

The Association of Commerce does not seem to be having much better luck than did the old Board of Trade in the promotion of industries which come here in response to "encouragements" of a financial nature. The old Board of Trade lost out on the Great Smith automobile works, the Malleable Iron Works in its original form and various other enterprises, to all of which public spirited citizens subscribed liberally of their means in the hope that thereby they would establish new and desirable industries for the city. The Association of Commerce has had its misfortune with the Grand Rapids Motor Truck Co. The company, brought here about a year ago from Decatur, Ind., and given a backing of \$100,000 of local capital by means of a whirlwind

campaign conducted by President Sweet and his associates, who overawed the ordinarily conservative investor by visiting him in droves and insisting on making his contribution to the cause a test of his public spiritedness, is not by any means a wreck, but it has been so far from being a success that additional capital is urgently needed to save it from calamity. As the easiest and best way to secure the additional capital a merger has been arranged with the Michigan Hearse & Carriage Co., and through this combination a double good may be accomplished. The Hearse & Carriage Co. will be enabled to go forward with the enlargement of its scope that has been under consideration for sometime past and the Motor Truck stockholders will have a chance to save a portion of what they put in.

This is another instance of the bad policy of "encouraging" industries to move from some other town by offering them financial inducements to come. Almost invariably the concern that asks for such aid or needs is open to suspicion. Local committees may investigate and may find everything apparently favorable, but repeated experiences, not only in this city but elsewhere, demonstrates that there are weak spots that only time will develop, and these weak spots have a sad way of being fatal to success. It is the ambition of every town to have more industries and the hope of every commercial organization to secure new enterprises that will employ labor. This is entirely laudable and the town without such an ambition and the commercial organization without such a hope would hardly be worthy the name; but in the light of many experiences, here and elsewhere, it should be apparent that the "encouragement" plan is not one that brings satisfactory results. If a town or commercial organization will ensure good transportation facilities, reasonable rent, low taxes, favorable insurance rates, satisfactory banking facilities, accessibility of raw materials, suitable labor that is not impaired by union demonation—experience having demonstrated that no institution except a brewery and distillery can succeed under union auspices—and an easily reached market for the finished product, that is all that should be asked, and the concern that asks for more should be told to make its own arrangements, instead of being given aid. It is very rarely that an established industry can be transplanted bodily from one town to another with any degree of success and, as a general proposition, the attempting of such operations should be avoided. If a town wants industrial growth the easiest, surest and best way to accomplish it is through encouragement of industries already established—industries which have started small and grown and which can be made still larger and more successful with a little additional capital. A failure with an imported industry that has been financially "encouraged" by local capital is a double calamity. It represents a loss of capital, but the greatest loss is in the suspicion it

creates against all local industrial investments. The business man who puts money into an undertaking which he knows nothing about solely with a view to helping the town, and loses it, is quite apt to remember the experience for a long time and pass up opportunities to help along local industries that may be entirely worthy of aid.

PLAIN THIEVERY.

It is not considered good form to refer to a respectable firm of commission merchants as thieves, although this is sometimes done by indignant shippers as well as buyers who feel that they have been gouged. A New York newspaper has not only shown that some of the big firms in New York are stealing from their patrons, but they have made a good enough case so that indictments have been returned against them.

The swindling dealers were trapped in a rather ingenious way. A merchant in Pennsylvania was induced to send eggs, marked so they could be identified, to commission houses in New York, where they were bought by a reporter. The price, for instance, might be 25 cents a dozen and \$7.50 for the case. It was then shown that the commission man returned to the shipper a statement of sale at 21 cents a dozen, or \$6.30. Then deducting 45 cents express and 32 cents commission, the merchant received \$5.35 for his eggs. The agent stole almost four times as much as he made from his commission, by rendering a false statement of the price he got for the eggs.

Selling produce on commission gives a dishonest dealer opportunity for just this sort of trickery and it is doubtless done too often. Of course, there are honest commission merchants but they have to share in the criticisms of their dishonest associates, unless they help punish and put out of business those who profit by stealing.

The Tradesman refuses more advertising from commission merchants than it accepts, because it will not publish the cards of any house against which there has ever been well-defined proof of unfair practice.

VIOLATING THE LAW.

A valued patron of the Tradesman enquires why the Tradesman does not publish a list of peregrinating poor payers, the same as some trade papers have undertaken to do of late. The enquiry is a pertinent one and the Tradesman is pleased to place itself on record on the subject.

The only inference to be drawn from these publications is that the people thus listed are indebted to merchant in the towns from which they have emigrated. Unless such indebtedness actually exists, the merchants furnishing the names would have no excuse for making the enquiries. The Supreme Court of Michigan has held that such publications are libelous and that both the person who furnishes the information and the publisher who exploits it are liable to criminal prosecution and also civil action in satisfaction of damages

Thirty years ago the Tradesman conducted a department of this kind for several months, but on being informed that it was not only violating the law itself, but also placing its contributors to that department in jeopardy, the practice was promptly discontinued. Under the law, the debtor can elect whether to prosecute the publisher or the merchant who furnished the information or both. He can also recover in civil action from both. The only right way to handle such matters is to put the claims into judgments and then advertise the judgments for sale, without any accompanying remarks involving reflection or innuendo. Where the advertisement embodies these prohibited features it is held to be actionable on account of malice being apparent.

The Tradesman has never understandingly placed any of its patrons in jeopardy. It has endeavored all these years to keep them out of trouble, instead of dragging them into the mire, and this will be the policy of the Tradesman so long as it is published under the present management. There are plenty of ways by which adequate information of this character can be secured along thoroughly safe and reputable lines without resorting to claptrap and illegitimate and illegal methods.

ELIMINATE THE SLANG.

The new State Dairy and Food Commissioner, James W. Helme, is apparently modifying his views somewhat as to the duties of his office. While it is true that he is sending out weekly bulletins, forcefully calling attention to certain abuses in the dairy, food and drug line, yet he is by no means so radical as it was thought he would be, judging by the preliminary statements he uttered when he was appointed head of the department at the beginning of the year. Like other men similarly situated, responsibility serves to steady him and make him much more conservative than he would be if he were not the executive head of an important department. Mr. Helme is a man of rugged character and has many strong parts. He evidently cherishes a bitter hatred for cheats and shams and believes it to be his duty to expose every fraud which undertakes to masquerade under false colors. What he says in his weekly bulletins to the press carries weight, because of the strong language in which he couches his statements. In one respect, however, Mr. Helme could effect a great improvement and that is in the omission of slang words from his weekly publications. The head of a State department ought to carry into his work as much dignity as surrounds the office of the Governor itself and the occasional elimination of an objectionable word from his weekly warnings could be accomplished without any impairment of their pungency or force.

Many a man stands in front of a bar and swallows his pride.

No, Alonzo, a spellbinder seldom shines at a spelling bee.



Chicago, March 17, 1913.

This is St. Patrick's Day, and an enthusiastic Irishman once claimed that St. Patrick was a bigger man than the Fourth of July. We will not discuss that question here for National Canned Foods Week begins to look to us like one of the biggest things that was ever "Pulled off" since John Hancock, signed the Declaration of Independence.

We have orders entered that will exhaust all our literature except some leaflets called "The Low Cost of Good Living" and some "Bulletins" in newspaper form, containing articles by experts for the information of consumers. Orders are still pouring in by mail and wire.

We can buy more silk badges and large posters and pennants from the printers and ship them immediately at 2 1-2c each for silk badges, and 5c for set of one 42x28 poster, blue and white, and two 40x10 pennants, one red and white and one green and white.

We cannot send any more posters or silk badges except to purchasers as our contributed subscription fund is all appropriated and we cannot order any more literature for distribution on our own account.

If you got your order in too late it is not our fault as we did everything we knew how to get it in early.

"WHAT TO DO NOW!"

Induce every hotel, restaurant and club in your town or vicinity to print "National Canned Foods Week" on their bills of fare during the first week in April. Thousands have agreed to do this and it is very important.

Try to get your local newspaper to run some of the reading articles we have sent you as news matter during the National Canned Foods Week, and put your own advertisement in the papers at that time.

Tell your retail grocers to make nice displays of canned foods during the first week in April. We will have advertisements in two hundred and sixteen daily papers and six thousand and eleven weekly papers during that week, and there ought to be something doing in the way of sales.

NATIONAL CANNED FOODS WEEK COMMITTEE.

By J. A. LEE, Managing Director.

COMMON CAUSE.

Best Methods of Developing the Community Spirit.*

Every man in business—be he farmer, banker, lawyer, clergyman, teacher, scientist, merchant, doctor, manufacturer or artisan—owes it first to himself and next to others to contribute his pro rata share toward the elevation and advancement of the public welfare. And each man, no matter what may be his mental or material condition, may—if he is able to follow any of the callings named—give of his resources to such progress and betterment.

To make such an effort yield its full measure of success three essentials must be observed—sincerity, patience and persistence.

For example, take the very genesis of co-operative effort—the ordinary family relations. To begin with, a family is not a thing to be developed in a day, a month or a year. And even after the days of courtship, the splendid marriage function and the coming of the first two or three babies, the family is not perfected to its best condition until after years of joint joys, sorrows, successes and failures, triumphs and disappointments.

How, then, can any community of 500, 5,000, or 50,000 souls hope to develop an efficient system and condition of co-operative effort and ambition within a year or two?

But I find I am talking "all around Robin Hood's barn"—that I am not getting to the point—the climax you are all interested in—how may men of business, by pulling together, do more for their home town than they can accomplish otherwise?

That problem is very strikingly and very seriously up for solution before every community in America, and the most interesting fact in this connection is that its answer is just as vital to the village of a few hundred inhabitants as it is to the metropolis of 100,000 or more citizens. Never before in the history of civilization has there existed a more widespread and earnest desire to accomplish things in behalf of the general welfare than that which is in evidence all over the world to-day.

It is just as important to the progress of Fennville that her citizens should get together in earnest and in a spirit of harmony and loyalty to her interests as that the millions in Greater New York or Chicago should strive in unison for those wonderful centers of American citizenship.

What are the limitations of Fennville and what are her possibilities?

They are just exactly what you choose, in a spirit of local pride and patriotism, backed by an accurate knowledge of your location, your resources and your appreciation of your own individual value, to make them.

With a good agricultural territory surrounding you it is up to you to adjust your town and yourselves to developing that territory and to a utilization of your railway facilities,

*Paper prepared by E. A. Stowe to be read before Fennville Business Men's Association, March 21, 1913.

your nearness to Grand Rapids and your relation to and participation in the affairs of all Michigan; and to do this in a spirit of improving your own condition first and so bettering the welfare of our entire commonwealth.

I mean by this that your plans, your ambitions and your efforts shall not be based wholly upon selfishness. There are many ways of exhibiting personal characteristics such as selfishness, improvidence, and all that.

Don't offer a cash bonus or free sites to prospective industries unless they demonstrate clearly and conclusively that they can, in return, give value received. Beware of the glib talker with large ideas whose chief asset is pretense and nerve.

Bear in mind always that no really valuable industry having a high grade product that has a ready market seeks a change except for good practical

the front door or entrance to your town.

It is there that 99 per cent. of the first impressions as to your town are formed. Do all you can and as quickly as you can to guarantee that those first impressions shall be favorable. The stranger who is pleasantly and attractively greeted as he steps from the train is sure to prove a permanent and valuable advertiser of your town and, as it has frequently happened, it is such a stranger thus greeted, that is on the lookout for an investment—either as merchant or manufacturer or in the line of real estate; and because he likes the picture that greets him he locates where he has been favorably received.

Keep your streets and sidewalks in good condition, make your vacant lots and commons look neat, alive and well kept; don't let old buildings,

nothing in it for you. On the contrary, it is absolutely certain to hurt the one who indulges in such foolishness.

Look out broadly and fairly into your own county, Ottawa county and Kent county and know that you will find good fellows and good friends in all directions; know that you are, as the business men of Fennville, equally good fellows, equally as good friends.

Of course, you are in business primarily to achieve a reliable reputation as successful business men; men who are good providers for those dependent upon you; men who treat others fairly and squarely; men who achieve a competence. Keep these facts in mind always and you will, perforce, awaken to the naturally developed fact that you are also in business that you may be able to contribute your pro rata share toward the promotion of the general welfare and that you do this gladly, proudly. This happy condition can be created in any community where its citizens forget about avarice, penuriousness, envy and pretense and, putting their faith in square dealing, confidence in each other and a determination to make their town popular, attractive and progressive.

This does not mean that you citizens of Fennville are to embarrass your business or your families by devoting large sums of money to the development of your town. It means, instead, that you shall get together in consultation upon specific propositions; to consider these matters sincerely and with only the general welfare of the community in mind. It means that every man of you shall push and shall not knock. There will be, necessarily, leaders in such an effort and those leaders must have the fair and vigorous support of all citizens. Don't surmise, question or suspect the motives of any man; don't become impatient or discouraged because of disappointments which are sure to come.

Have faith in your neighbors and in yourselves and realize at the outset that every community, large or little, which has won success in the development of civic righteousness has done so only after two, five or ten years of constant, energetic and perfectly harmonious co-operation on the part of the majority of its men of business.

A lawsuit was recently in full swing, and during its progress a witness was cross-examined as to the habits and character of the defendant.

"Has Mr. M—a reputation for being abnormally lazy?" asked counsel briskly.

"Well, sir it's this way—"

"Will you kindly answer the question asked?" struck in the irascible lawyer.

"Well, sir, I was going to say it's this way. I don't want to do the gentleman in question any injustice. And I won't go so far as to say, sir, that he's lazy exactly; but if it required any voluntary work on his part to digest his food—why, he'd die from lack of nourishment, sir!"

PARODY ON THE PERFECT HOUSE.

(With apologies to Douglas Malloch.)

There is a store, a perfect store, that stands in a live town,
Patronized by both the working class and people of renown.
Built right upon a corner, where all must pass each day,
Convenient to all classes who daily go that way.

There is a store, a perfect store, upon a busy street,
With all the fixtures up-to-date and architecture neat.
Where all the clerks keep busy, a hustling round the place,
And even the delivery boys tote round a smiling face.

There is a store, a perfect store, no matter who you are
Where you will be entertained while waiting for your car.
You'll be given courteous treatment if you never spend a cent,
For in my dream, I own the store and don't pay any rent.

There is a store, a perfect store, where all who buy pay cash,
No charges to dispute about, there never is a clash.
When settling up on pay day or when the crops are sold
And partial payments are in style and bills keep getting old.

What makes this store a perfect store is that we get the pelf,
For if you ask for credit, the goods stay on the shelf.
So we can promptly pay our bills and save the discount, too
And not beg of the credit man an extra week or two.

Alas, my dream is ended! I awake in the store.
One of my regular customers has just entered the door.
"A dollar's worth of sugar, to-day that will be all,
"Pa says for you to charge it, he'll pay for it next fall."

C. A. Brubaker.

reasons. Either a better location as to shipping facilities and freight rates is desired, or else a cheaper rental, larger grounds and a better labor market are required.

Think these facts over and I feel sure that you will conclude that, for a beginning, you of Fennville would better direct your wisdom, your energy and your contribution of good citizenship toward bettering local conditions, toward improving opportunities already at your doors.

What can you do in this respect?

Get together in an unselfish display of civic activity and co-operate with the railway authorities and owners of buildings and grounds about your railway station in an effort to make your station and adjacent grounds and buildings look more like

shacks, abandoned vehicles, machinery or refuse piles tell the newcomers a story of shiftlessness and neglect. Such exhibits hurt a town's rating beyond measure. Keep your store fronts, your signs, your show windows, your lawns, fences and homes in trim order, so that strangers may know you have genuine local pride and community generosity.

Never let slip an opportunity to win the friendship and admiration of every farmer who comes to your town—go to any extreme of hospitality to show not only individual interest but to impress the fact of community interest upon every regular customer and every occasional customer.

And here I come to the one great stumbling block—jealousy.

Cut it out. There is absolutely



In the Front of Your Store

a candy department like this one will make the easiest sales you ever rang up on your cash register.

And this particular one is doing that very thing right now for merchants who need profits not one whit worse than you need them.

It takes up little space; it increases the good looks of any store; and it brings more business with less investment than anything you ever spent your money for.

You get it all primed with clean, fresh merchandise and trimmings, ready to do business the moment it is unpacked and set up.

This is the so-called "Syndicate Store Gold-Mine," and it works well everywhere.

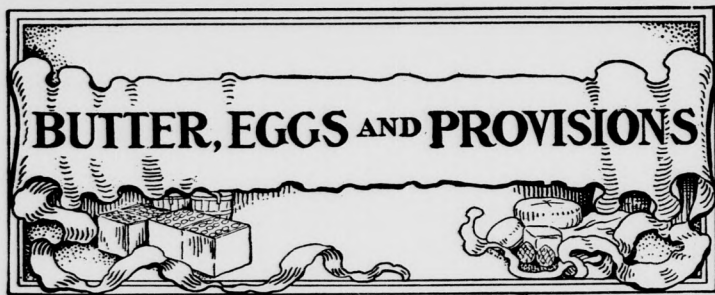
Write to Chicago for fuller information about the goods that come with it, and be sure to mention this journal so they'll know what you're talking about.

BUTLER BROTHERS

EXCLUSIVE WHOLESALEERS OF GENERAL MERCHANDISE

CHICAGO NEW YORK ST. LOUIS MINNEAPOLIS DALLAS

Sample Houses: Cincinnati Kansas City Seattle Milwaukee Omaha
Cleveland Philadelphia Portland



Michigan Poultry, Butter and Egg Association.

President—B. L. Howes, Detroit.
 Vice-President—H. L. Williams, Howell.
 Secretary and Treasurer—J. E. Waggoner, Mason.
 Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Rigid Requirements for Navy Butter.

Washington, D. C., March 24—For a number of years the Dairy Division of the Bureau of Animal Industry, Department of Agriculture, has had general supervision of the butter manufactured under contract for the United States Navy, and for the past five years has carried on experimental work to determine the keeping quality of butter made from sweet pasteurized cream and held in storage, as compared with butter made from ripened cream. The Navy Department requires a grade of butter having good keeping qualities when held in storage for long periods, as it is often necessary to supply battleships with a sufficient quantity of butter to last for a cruise of several months, sometimes in tropical waters.

The specifications governing the manufacture of butter for the Navy for the current year are as follows:

Shall be made during the period of 90 days after May 1, 1913, and before August 20, 1913, as shall be determined by this Bureau, from pasteurized milk or cream, none of which shall contain before pasteurization more acid in 50 c. c. than will be neutralized by 15 c. c. or 13 c. c. of tenth-normal alkali solution, as determined by Mann's acid test, for butter scoring 94 and 95 respectively.

Quality. Shall be strictly of the grade of creamery "extras," and must score not less than 94 and 95 respectively at the time of packing.

Composition. Moisture in the butter must not exceed 13 per cent. for tinned butter and 14 per cent for tub butter. There must be no preservative used other than common salt, and that shall be at a rate giving not less than 2½ per cent. nor more than 3¼ per cent. salt in the butter at time of packing.

Inspection. The ingredients, manufacture, sanitation, packing, boxing, marking and shipping of the butter shall be subject to inspection by Government inspectors, who shall have full authority to reject any package, lot of milk, cream or finished butter, and to enforce compliance with the requirements of these specifications, as well as to demand first-class work in every particular.

Navy butter in 1912 was all packed in 5 pound tins, hermetically sealed. These tins are made from prime coke tin plate and lacquered both inside

and outside. The five creameries filling contracts in 1912 were located in the States of California, Minnesota and Pennsylvania. The butter was manufactured during the months of heavy production—May, June, July and August in Minnesota and Pennsylvania, and during April and May in California.

All the butter packed last year (except a few experimental churnings) was made from sweet pasteurized cream clean in flavor. The cream was pasteurized at a temperature of 176 degrees in the creameries having the flash system of pasteurization, and immediately cooled to 44 to 46 degrees. In the creameries where the pasteurization was done in the ripener, the cream was heated up to 145 degrees and held at that temperature twenty minutes, after which it was cooled down to 46 degrees. After holding overnight the cream was churned at temperatures of 46 to 48 degrees. The time usually required for churning was one hour. The wash water was cooled to the same temperature, or about 48 degrees. There was no difficulty in controlling the salt and moisture content, and the finished product had a good, solid body and a uniform color.

The quantity packed last season was 612,000 pounds. A sample was taken daily at each creamery, making a total of 277 samples. These samples were held in storage at a temperature of zero or below, and were from 7 to 10 months old when scored on February 25, 26 and 27, 1913.

In order to ascertain the commercial value of this butter the services of P. H. Kieffer, a man of large experience in the manufacture and scoring of butter as well as one of the leading dealers in the New York market, was secured. Thomas Corneliuson and C. W. Fryhofer, of the Dairy Division, also acted as judges. Each of the judges scored independently, there being but slight variation in their scores. The average scores were as follows:

Creamery No. 192.47
Creamery No. 292.30
Creamery No. 391.76
Creamery No. 491.12
Creamery No. 591.09

As a score of 91 or over grades "extra," it will be seen how well the butter kept. The principal criticisms of the judges on the samples below the average were, first, "flat," second, "slight storage," and third, "pasteurized flavors." They all agreed, however, that it was a fine lot of storage butter, well made and very uniform.

From the experimental work conducted by the Dairy Division during

the past five years it is evident that butter made from sweet, pasteurized, clean-flavored cream is superior in quality and will keep longer in storage than butter made from ripened cream. The Navy Department in the past five years has used over 3,000,000 pounds of this grade of butter, and it has given splendid satisfaction.

Pepper and Salt.

Josh Billings said that he didn't care how much a man talked so long as he said it in a few words.

A man being asked why he used his opera glass to look at the elephant replied that he was looking for the keyhole of his trunk.

If you want to see a man struggling to do several things at once just watch him trying to put on his overcoat and rubbers and yet keep his head bowed while the minister is pronouncing the benediction.

It is said that some children get on the wrong track because the switch is misplaced.

How much happier we would be to-day if Noah had swatted two flies.

Jumping the bars is cheaper than standing in front of them.

All Kinds of Feeds in Carlots Mixed Cars a Specialty

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



Your customers will like

Mapleine

Recommend it to them with a money back guarantee for a "Flavour" that is dainty and different.
 Or to make table syrup by adding it to white sugar and water.

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

Crescent Mfg. Co., Seattle, Wash.

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.

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 lively at lower 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.

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.

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.

WANT APPLES AND POTATOES

Car load lots or less. Write us what you have.

139-141 So. Huron St. **M. O. BAKER & CO.** Toledo, Ohio

We are now located in our own new building adjoining the new municipal wholesale city market

Apples From Cold Storage Best.

It is always noticeable in scanning market quotations during the winter and spring that quotations from stock from cold storage are invariably higher than stock from common storage.

Last winter's market report quotes the Boston market at \$3 to \$4 for Baldwin apples from cold storage, and \$2.50 and \$3.50 for the same apples from common storage. In addition number 2's from common storage were quotable at \$2.25. Here is a little sermon all in itself on the possibility of cold storage as compared with common storage, and if apples from cold storage will sell for 50 cents per barrel more they are probably worth much more than that in fact, and it will not take very long to pay for a cold storage plant at this difference, especially as the actual cost of carrying apples in cold storage ranges from as low as 10 cents on a comparatively large plant up to not more than 20 cents in small capacity.

Quality of Stored Apples.

Many people think that if an apple does not rot when stored that it is properly kept, but this is not the case. We have seen apples kept in common storage so thoroughly shrunken and dried out that they were not fit to eat, and yet they were not rotten. This shrinkage results from storing in a dry place, and especially if the temperature is allowed to change from time to time. A low and very uniform temperature is necessary for best results, and a temperature of 30 degrees is better than 35 degrees or 40 degrees or a still higher temperature which often results in ordinary storage. It is possible to store such tender varieties as the Fameuse or Snow, and McIntosh Red, which is very similar to the Snow in character and quality, until February or March if they are picked at the right time and placed promptly in a real cold storage room and held at a uniform and low temperature. The Fameuse and McIntosh are both very high quality apples.

Prehistoric Cold Storage.

Stories are being told from time to time about how prehistoric animals have been found in Siberia frozen into solid ice, and there can be no question about the authenticity of these reports, as they come from many sources and at different times. One case is reported where a hairy Mammoth was found in perfect condition, even to the cause of death, and he was found with grass in his mouth. It is supposed that this creature slipped into a crevasse in a glacier, and that he died a violent death, afterwards becoming covered with ice, and thus preserved for ages of time.

The interesting feature of these discoveries from a cold storage standpoint is that the meat of these creatures has been found in a good state of preservation and still fit for food, which has been consumed by animals and men with entire satisfaction and safety. The possibilities of long period storage have thus been demonstrated to an extent which is, of

course, impracticable, commercially, but still it shows how possible it is to store perishable goods for comparatively short periods in a very perfect condition.

Freezing Soft Fruits.

Quite a little is being done in the freezing of fruits used by bakers for pie making and other cookery. Crushed fruits are also frozen for ice cream and soda water purposes. With a better understanding of proper methods of handling we believe that there will be a large development along this line, as soft fruits are not possible of cold storage in the ordinary way for any length of time, and they are properly preserved by freezing solidly, and will hold in their original fresh condition for a long period of time if the fruit is in prime condition when frozen and stored in suitable, cleanly and air-tight packages. A great saving would be accomplished by freezing the surplus soft fruits which are somewhat imperfect and which are now wasted. Accurate information along this line is not available, and anyone having such experience will confer an obligation to the trade by letting us know more about it.

Poor Practice.

The damage to apples from being moved after having been in cold storage, comes not from the fact that they have been in cold storage, but from the fact that they may be "slack" in the barrels and that they may be affected with rot to some extent. Apples which are handled in this condition, especially if they have been in storage for some months, are pretty well matured and ripened and will be damaged by bruising, and if there are many decayed apples these will become smeared over the others. It is very poor practice to move apples after they have been in storage several months or more, until you are ready to repack and ship them out. Of course if they are extra good stock and reasonably tight in the barrels and not affected with rot, you can probably move them if handled carefully, but the practice is to be discouraged for the reasons stated.

What Form of Advertising Pays Best?

The letter as an advertising medium is not generally appreciated. Properly handled the letter can be made to bring in a volume of business that will seem surprisingly large to those who have not credited this medium with the selling force it possesses. Principles that apply to the production of newspaper advertisements, etc., may also apply to the letter—but they must be governed by the fact that the letter is personal. Without question its appeal is next to that made by the personal visit.

The paper being the basis of good stationery, and it is on paper that the effective letter heading must be built. Paper furnishes the business man with an opportunity to do very effective advertising, while supplying one of the needs of business.

Ideas and words are the two elements we have to deal with in letter writing, in ideas the "you" element should be strongly brought to the

front. Never open a letter with "We," nor with a statement about yourself. The idea is that you are much more likely to interest the other fellow by talking about him and his interests than by talking about yourself and your interests. Your problem is to make your printed matter sell goods.

Make the opening paragraph as interesting and strong as possible, any idea or words not fully required tends to divert our readers' attention from the main points of human interest. Write with the knowledge of your goods from your customers' standpoint, and your selling problem coup-

led with an aroused desire will dispose of the goods. Harry Hood.

He Went Up Head.

The teacher wished to give a practical illustration of the difference between "big" and "little," so she wrote on the blackboard, "I see a dog," the word "dog" in very large letters.

All the hands instantly went up and the class cried as with one voice, "I see a big dog!"

Then she wrote the same words, but this time she made "dog" quite small.

Whereupon a boy immediately cried out, "I see a pup!"

FRESH COUNTRY EGGS

We are in the market for Fresh Country Eggs and will pay the highest market price

DETROIT PRODUCE CO. 3030 Woodward Ave. DETROIT

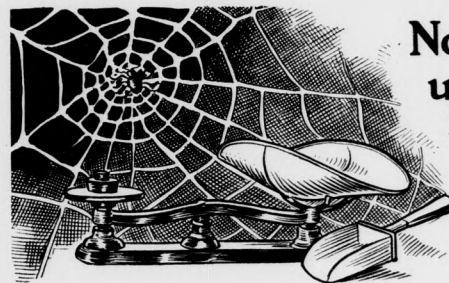
SEEDS Can fill your orders for FIELD SEEDS quickly at right prices.

MOSELEY BROTHERS
Both Phones 1217 Established 1876 GRAND RAPIDS, MICH.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN FRUITS AND PRODUCE

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"



New Publicity Scheme Originated by Brooklyn Clothiers.

One of the most unique and effective schemes probably ever introduced in the retail clothing trade is the boys' Hobby Show recently held by Smith, Gray & Co. in the boys' and children's clothing department of one of their Brooklyn stores. It was given the title of "Boys' Hobby Show" because it was an exhibition of various articles that boys have a hobby for making, and that means almost everything.

The announcement and invitation issued by Smith, Gray & Co. read as follows:

"There is hardly a boy who has not at some time in his early years ridden a hobby for all it was worth, and found both pleasure and profit in it. Nearly every boy has made, or can make, some clever piece of work.

"It is our purpose to gather together at our store the hobbies of several thousand boys—a Boy's Hobby Show. Ten thousand square feet of floor space will be reserved. Without doubt, this show—the like of which has never before been inaugurated—will be the most interesting and educational of any affair devoted to Young America.

"Five hundred dollars in cash prizes will be distributed among the exhibitors. The judging and prize awarding will be done by three prominent men of Brooklyn (names to be announced later)—men well known to everyone, and in no way connected with Smith, Gray & Co. To assure absolute accuracy of judging, experts will be on hand to advise the judges in their decisions. Aeroplane experts will advise the judges about the fine points of model aeroplanes, expert artists will advise about the paintings, and so on.

"To permit of an easy arrangement of exhibits, and a simple, fair method of assignment of prizes, the exhibits will be divided into definite classifications as soon as possible after a sufficient number of entries are in to give us a line on the proper way to do the dividing. But, at first, to give you a suggestion as to the scope of the show, the following preliminary classifications are proposed:

"Model aeroplanes, model yachts, other small models, other small articles, amateur photographs, paintings and water colors, drawings, modeling in clay, woodworking, wireless, electrical apparatus, mechanical apparatus and basket work.

"You chaps who have got some novel hobby that doesn't appear to fit in our proposed classification, just remember that they're only 'propos-

ed' and not settled yet at all, and that we'll try to find entry space for everything we can.

"Fill in the entry blank carefully and legibly with ink, filling all spaces, and have two persons over 21 years of age honor your signature. Exhibits will be divided into two groups: those of boys under 12 years old, and those of boys of 12 to 18 years old, inclusive. Young boys will, therefore, not have the disadvantage of competing against the more experienced older boys, and there will be two sets of prizes—one for the younger group and one for the older.

"A series of prizes—first prize, second prize, and so on—will be assigned to each classification. No boy over 18 can compete. Any boy may exhibit as many articles as he wishes, provided a separate entry blank is used for each entry. All exhibits will be returned the day following the closing of the show. Receipts will be given for each exhibit entered. A force of watchmen will be present day and night to take care of the exhibits. The bigger the show is the more fun and real worth-while good time we'll all have. Send for a wad of entry blanks and get all your friends interested. We are ready to send you all the blanks you can use."

The responses were truly remarkable. There were 2,000 exhibits, all made by boys ranging from 8 to 18 years of age, and some of these things were really wonderful pieces of work for boys so young.

The show was created primarily for the purpose of getting the name of Smith, Gray & Co. well established in the minds of the boys of Brooklyn, so that when they needed clothing of any kind, from head to foot, they would first think of Smith, Gray & Co., and that the show will serve its purpose in this respect there seems to be very little doubt. It extended over a period of two weeks, and gave every boy an opportunity to attend and see what the other boys in the city were doing for amusement and education, and it is estimated that during these few days more than 25,000 people, including men and women as well as boys, came in the store to see the exhibits. It attracted considerable attention not alone in Brooklyn, but in New York and other smaller nearby towns, and on several days the attendance reached 5,000 or more.

The entire boys' and children's clothing department, on the second floor of the store, containing about 10,000 square feet of floor space, was devoted to the exhibition. From the opening hour in the morning to the

closing hour at night, every day of the two weeks, the floor was crowded with young folks, many of whom were accompanied by their mothers or fathers, and it was a pleasure to watch the little fellows' delight in the wonderful things they saw. Several teachers from the various high schools came and brought their classes, particularly those interested in manual training and the like, and each boy that attended was given a button to wear on which was inscribed something about the attractions of the Boy's Hobby Show. The various schools in the city soon discovered that it was a very interesting and educational place for the boys to go for an hour or so, and the boys went, some two or three different times, others nearly every day, to get some

Spring Lines

For 1913

Now Ready



Hats, Caps
Straw Goods

G. H. Gates & Co.
Detroit

Write for Catalogue

We are manufacturers of
**Trimmed and
Untrimmed Hats**

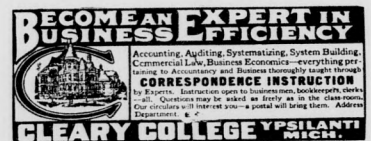
For Ladies, Misses and Children

Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.



G. J. Johnson Cigar Co.

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



Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

Just What You Want!

SIX COMPLETE

ALPHABETS
for BEGINNERS
in CARDWRITING

These are all Reproductions of Pen and Brush Work, by a Competent Cardwriter and Sign Painter, and include several sets of Figures.

Complete Set Mailed to You for \$1.00

Address MAX P. COBB
247 Monroe Ave., Grand Rapids, Mich.

(YOU WON'T WANT YOUR MONEY BACK)

new ideas that they could use another time. The boys of the city had been planning for this event for some time, and the first day of the show drew crowds of them to view the exhibits that had been sent it. And there were so many things to be seen, because there were so many boys who had hobbies of one character or another; in fact the boys agreed that it was more interesting than all the big museums put together, and they talked about it among themselves, and told their friends about it.

There were motorboats, one of which was fitted with a little electric motor and guaranteed to make seven miles an hour on smooth water; ice yachts, among which was one large enough to carry a good-sized boy; sailboats of every conceivable description, including some very fine models of pleasure yachts, schooners and merchant ships; dirigibles and aeroplanes of all kinds, good and bad, some of which were actually equipped with motors and ready to fly; cranes and drawbridges, several of which were really astonishing pieces of work for boys; wireless outfits, some in perfect working order, with batteries installed and wires connected; miniature automobiles; spinning wheels and windmills in operation; drawings and paintings, including works in oil, water colors, charcoal, ink and pencil, a section of the exhibit that proved particularly attractive to visitors interested in art; clay models including the figure of a dead canary by an eight-year-old boy; mechanical drawing, architects' plans, photographs, books, etc.; elaborate models of factories, dwelling houses and shops, all completely furnished; house furnishings, such as tables, chairs, lamps, etc., large and small, and thousands of other things that boys like to make.

Among the commendable exhibits were: A bungalow town, the work of ten-year-old twins. It was of wood and paper, and contained about thirty houses and all the public buildings that usually go with a little village; a two-story factory, completely furnished with furniture and machinery, the engine and machines in which were driven by a little gas engine, and the entire factory was lighted with electricity supplied by batteries—the work of a fourteen-year-old boy; a full-size Morris chair, made of highly polished solid oak and equally as fine in appearance as any to be seen in the big furniture stores.

Five hundred dollars in gold was offered in prizes, the awards being made by three judges selected by Smith, Gray & Co. The names of the winners were kept a secret until after the show had closed, and then, to the winners, came the most impressive feature of the whole show—the announcement and the way it was made. Each winner was notified by a direct telegram to his home, just about bedtime, the object being, as a member of the firm explained it, to so surprise and overjoy him that he would be unable to sleep all night, but think of his prize, the Boys' Hobby Show and Smith, Gray & Co.

From the viewpoint of the boys themselves, whether they entered exhibits or not, probably never was anything more interesting and educational attempted by a retail clothier, and although the exact commercial value of such a project as this to the merchant cannot be readily determined, suffice it to say that the first show has been so very successful that the company will make the exhibit an annual event.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Lansing factories are employing more men than they did a year ago.

The Commercial Club of Kalamazoo is conducting a membership campaign and it is expected the present roll will be increased to the 1,000 mark.

James Couzens is the new President of the Detroit Board of Commerce and a big demonstration in his honor is planned for the night of April 1.

Officers of the Lansing Chamber of Commerce were in Saginaw recently to inspect the auditorium. Saginaw has one of the best convention halls in the State, accommodating 4,000 persons with comfort. On Sundays the building is utilized for illustrated lectures, travel talks and band concerts, which are well patronized by citizens. Lansing hopes to secure a building of this kind, to take care of the many conventions held there.

Coldwater will have a city market, a fine site having been purchased on Marshall street, half a block from Main.

Harry W. Bush, editor of the Dowagiac News, is Secretary of the newly organized Commercial Club of that city.

For the first time in the history of the Ironwood high school the young women graduates will make their own graduating clothes this year.

The express company operating at Coldwater has taken off one of its wagons. Soon after local option went into effect there three years ago the company put on this extra wagon to haul the wet goods shipped in, but the thirsty one grew less and less and now with the parcel post there is no further need of the wagon.

Clio will pave its main business street with concrete, the matter having been decided at a special election.

Battle Creek has voted to publish each week the report of the Sealer of Weights and Measures.

The name of the Holland Merchants' Association has been changed to the Holland Business Men's Association, the object being to enlarge its scope and to include others besides merchants.

Ann Arbor has its first pay-as-you-enter cars in service on the university-depot lines.

Clio's new Board of Trade has secured a new industry for that village. Marshall Smith, of Flint, will establish a basket and veneer plant there.

The Bay City Civic League is urging vacant lot cultivation and the

turning of tin cans into turnips, burdocks into 'bages and useless dumping grounds into pretty gardens. The Tribune of that city is also aiding in this cause of teaching people how to live high at low cost.

Bay City people and others who put thousands of their hard earned dollars into an enchanting, far-away project—this time a banana plantation in Honduras—can see their folly now. The three allied corporations are in a receiver's hands.

Steel rails are arriving for the Watervliet extension of the Benton Harbor-Coloma Railroad and the company is promising to be running cars to Watervliet this summer.

The Ann Arbor Railroad now occupies its handsome new depot at Owosso. The offices of trainmaster, master mechanic, dispatchers, etc. are located on the second floor.

South side business men of Kalamazoo have organized and are planning a number of improvements for that section. Almond Griffen.

Bay Council to Celebrate Silver Anniversary.

Bay City, March 24—At our last meeting the following officers were elected for Bay Council, No. 51:

Senior Counselor—F. J. Fenske,
Junior Counselor—E. B. Timms,
Past Senior Counselor—W. T. Ballamy.

Conductor—J. H. Belknap,
Page—F. Rockwell,
Sentinel—F. G. McClay,
Secretary and Treasurer—W. Simpler.

Executive Committee—Richards, Baker, Wande and Van Tyle.

Representative to Grand Council in Grand Rapids in June—I. N. Baker and R. S. Richards; alternates—M. C. Empey and W. T. Ballamy.

On April 12, Bay Council, No. 51, celebrates its silver anniversary with a banquet. All preparations are being carefully looked after by a worthy committee. It is expected covers will be laid for at least 100. The good ladies will join us, which always helps to make a success of any social undertaking. A cordial invitation is extended to all brothers who happen to be this way at that time.

R. E. Small.

Owner Wanted for Rubber Samples.

Kalamazoo, March 24—I have found a case of samples consisting of Bannigan and Wales-Goodyear rubbers, firsts and seconds, sizes 7 and 8, all for left foot. You may state it in your paper so that the owner will have a change to get it. My address is 230 North Burdick street.

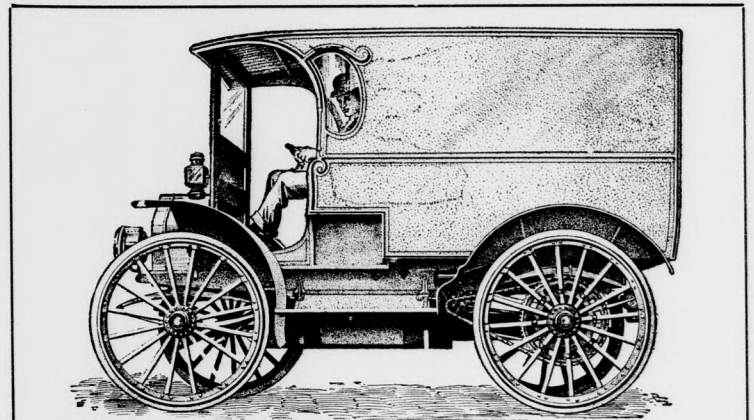
A. M. Epstein.

We know a lot of men who would be more successful if they would stay at home and send their wives.

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

The Tisch-Hine Co.

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



Build a Reputation for Service

Even if it cost you as much to maintain as a horse and wagon equipment of equal capacity, an International Motor Truck would still be a good investment because of the vastly improved service it enables you to give. To be able to satisfy the most exacting customer—to establish a reputation for prompt, obliging service—is worth more to-day than any other business asset. An

INTERNATIONAL MOTOR TRUCK

traveling through the better streets, making deliveries as promptly as the postman delivers the mail, running here, there and everywhere to meet emergencies, is your best helper in building up a reputation for service.

You can have just the body or bodies you want. At a very reasonable cost you can install a modern system of deliveries or light hauling. A responsible company assures you of prompt, courteous attention in case of difficulty or accident. You can depend upon maintaining your schedule in any weather and at all seasons.

Write for a catalogue and full information about this business-developing, business-developed motor truck.

International Harvester Company of America

(Incorporated)

85 Harvester Building

Chicago, U S A



A Point of Honor to Be Considered. Written for the Tradesman.

When we are young we believe there are only two classes of people, rogues and honest folks. Years and experience show us our error. We come to see that human nature presents all possible combinations of honor with dishonor. If we represent absolute knavery by black, and unblemished integrity by white, we may say that we are able to find every shade of gray between, from the palest to the deepest.

Why will a man do one kind of dishonest trick, with apparently no twinges of conscience, when he would scorn some other deflection from probity, no greater but only of a different sort?

Mr. Axtell is a man who sincerely believes himself to be square. He pays his bills. He would sooner lose his right hand than defraud anyone of a nickel or a penny in making change. You would be perfectly safe in leaving your purse with him for one year or ten years without ever counting its contents. Indeed in so large a proportion of his transactions is he entirely upright and blameless that he considers himself thoroughly trustworthy, and he would go right up the flues at an intimation that he had any tendency to be otherwise. And still he thinks it is the smartest thing in the world for him to take a little something out of his wholesale houses occasionally.

He reports all shortages and imperfections. Everything that possibly can be construed as an imperfection he makes a note of and enlarges upon it when he writes in to the house. If six or seven yards in a bolt of goods have been damaged in the loom, he is likely to make claim for ten yards. The same tendency is shown in a dozen different ways as opportunity presents itself. "Longs" occur in invoices as well as shortages. Sometimes a piece of goods gets in that is not charged at all. Counted items overrun as well as underrun. An error in billing may place a given price too low; when there is a mistake of this kind it is just as likely to be too low as too high. But Mr. Axtell never reports "longs." "Let 'em keep things straight. It isn't my business to do their book-keeping for them," is his way of excusing himself. Then he chuckles over his few cents or few dollars "clear gain." Sometimes he is so pleased over some illicit advantage that he has to tell about it, never thinking of the strange sidelight that every such disclosure throws upon his character.

Yet Mr. Axtell is entirely above taking any advantage of a customer in measure or count or quality or price, even when a chance occurs (as often it does in every store) when there would be no possibility that such an act of dishonesty would be detected. And he would feel that a customer of his who failed to report an error of any account made in the customer's favor was wronging him. Just how he manages to justify his own conduct with his wholesalers it would be hard to explain.

I believe that the impression very generally prevails among wholesalers and jobbers that a large proportion of retailers get the better of them somewhat in the way of claims for shortages and errors. They know that the mistakes can not all be one way; yet the reports of some of their patrons would indicate that such is the case. They can not question a customer's word so long as they wish to keep his trade, so it is considered the best policy to submit to the hold-up and give credit for at least a great part of the claims made. If some customer gets to making demands that are altogether too frequent and unreasonable, so that his patronage is not worth the loss and annoyance that are occasioned by restraining it, then the representative of the house stops calling upon him and his trade is no longer solicited. Of course this happens only in extreme cases.

Straws show which way the wind blows and his most trifling act furnishes an indicator of what a man really is—an indicator that does not go unobserved. Undeniably the disposition a retailer manifests regarding errors and shortages has its effect upon his credit. Perhaps it may never be expressed in letters and figures in the rating books, but it has something to do with that intangible feeling for or against a man that seems to pervade the air and is sometimes difficult of analysis or explanation. A man who is perfectly fair and impartial in his reports of errors, who gives in the "longs" just as invariably as the "shorts," and who wants no more than is justly coming to him, soon gains the unshakable respect and trust of the houses that sell to him. On the other hand, the man who is ready to take little mean advantages comes to be looked upon with a trace of suspicion, even though he meets every bill promptly. The question naturally arises in the minds of all who have any dealings with such a one, "If he is unscrupulous where only a small amount is involved, will he not be dishonest on a larger scale

as soon as he has a favorable opportunity?"

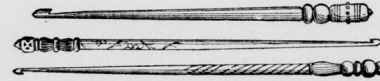
Recently a case that will serve as an illustration came under my notice. A man whom I will call Mr. Lasler sold out a small business located in a suburban town. For the protection of the buyer and the creditors the transaction was advertised for a certain length of time, within which all claims must be presented—a process which in the state in which this occurred corresponds to compliance with the Bulk Sales law in Michigan.







As soon as it became known that Lasler was selling out, the wholesalers rushed in their bills in hot haste, and there was a very noticeable uneasiness until all obligations were settled. While Mr. Lasler sometimes had

been a little slow, still there was no evidence but that he always had paid his bills. Still for some reason or other he had failed to establish as good credit and reputation as he really seemed to deserve. The only explanation was that he had been inclined to be tricky in small matters.

He bought his goods in the near-by large city and settled his accounts about once a month. One of his wholesalers said that Lasler was especially annoying in the matter of claiming shortages, but he never reported any "longs." He did not report the shortages at the time when they were supposed to occur, but would wait until time of settlement, and then say that on such and such bills such and such items fell short in weight or number. Of course by

Do You Ever Have Call For These Items?



Crochet Hooks, Stilettoes, Punch Work Needles, Crewel Needles, Chenille Needles, Embroidery Hoops, Fibre Forms, Embroidery Cottons, Embroidery Silks, Crochet Cottons, Stamped Linens, Embroidery Outfits, Pillow Cords, Pillow Fringe, etc. Nearly every Dry Goods and General store merchant does have call for them and we invite customers to visit this department on the third floor of our building.      



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Mr. Merchant,

We offer a few cases **DREADNOUGHT SERGE 5½ cents**—a twilled fabric, heavier and wider than prints. (Manufacturer's price 7½ cents.) Black, Grey and Cadet Blue grounds figured.

Will mail samples on application, or better still order a few assorted pieces.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

this time it was impossible for him to furnish any verification of his claim other than his own statement, nor could the house establish the absolute accuracy of their invoices although they had gone through the ordinary checking processes. This wholesaler was frank to say that he believed many of Lasler's shortages were purely fictitious.

No merchant can afford to lose his own self-respect and the confidence of the men from whom he is buying, for such paltry gains. Where one's word must be taken without corroborative evidence, it should be a point of honor to make it infallible.

Fabrix.

Why Some Corsets Are Frequently Returned.

A corset manufacturer, annoyed by complaints from a large department store, went quietly in person and watched them being sold.

A short woman, with well developed hips, came up and enquired about the line. The saleswoman, after explaining its special feature, asked her what size she wore. She said "22," and the saleswoman selected from the boxes on the shelves a number 22 model, and after some further argument succeeded in making the sale.

Now when the manufacturer saw the model which the saleswoman sold to that short, heavily built woman, the explanation of bones punched through, torn elastics and steels broken at the waist was perfectly clear. The model in itself was an excellent one, designed with painstaking care, but it was intended for a tall and slender woman. Here is what would happen when the little stocky woman put it on. To begin with, the corset was too high in the bust. The first time she was seated the bones would push up at the top. It was only a question of a few wearings when they would punch through. The very high bust was found to be uncomfortable and the woman, realizing that there was something wrong, would endeavor to draw the garment down on her figure and hold it there by means of the hose-supporters; they being subject to undue strain would give way. By this abnormal adjustment the waistline would be brought out of place and steels and bones would break with bending. There was nothing at all the matter with the corset itself. The entire trouble was with the woman selling it.

Mr. Manufacturer went to the buyer, "How about my line?" he asked. "It is very unsatisfactory," was the reply, "we are continuously having complaints; in fact, I do not see how we can keep on handling it." The manufacturer said, "I am going to ask you to do me a favor, Miss So-and-So. Will you change the saleswoman handling my corsets? I have been watching her for the last half hour, and while she seems to be quite intelligent she is not a corset woman and never will be to the best of my belief. She has been selling this line for more than six weeks and she does not understand the models yet." The buyer, after some argument, finally acceded to the request of the manu-

facturer and substituted another saleswoman, with the result that there was not a single complaint received thereafter. The store in question kept right on handling the goods, and made money with them.

Why is it that so many buyers seem blind to the importance of an efficient selling force? Surely a little consideration will convince any buyer that the people to whom she entrusts the distribution of her stocks are the prime factors in her success. Educating the selling force is a problem which every buyer must solve, and after all the solution is simple.

A careful selection of the rough timber brought into the department, and a practical course of instruction delivered at slack moments, will produce in surprisingly short time an exceptionally capable selling force.

Let us begin with the question of lacing the corset. Some of the more progressive stores have adopted a rule that every corset which goes out of the department must be laced—and properly laced. Every store should adopt this rule. Buyers will tell you that they cannot afford the time which the proper lacing of a corset requires. This obstacle is easily removed. To have \$18 and \$20 women spend their time lacing corsets does indeed materially add to the expense of the department, but why do it? Obtain a bright little girl for \$4 or \$5 a week and have her do nothing but lace corsets. Be very careful in the selection of this youthful assistant. Choose a well formed girl, and when she has been some time at corset-lacing, promote her to stock-girl and then to saleswoman, and perhaps model. By the time she is ready to enter the selling force, she is a thoroughly trained corset woman; one who can do justice to your merchandise and your store. Competence in the sales force of the corset department is perfectly consistent with small selling expense. All that is necessary is good judgment, good management, and a little extra work on the part of the buyer or department head.

This extra effort will be repaid many times over by the satisfaction and the sales resultant.

Embroidered Table Pieces.

There is a generally increasing vogue among women of refinement for embroidered doilies, centerpieces, luncheon cloths, etc. They are constantly gaining in favor, especially for use at breakfast and luncheon, in place of tablecloths. They lessen the formality, permit of more display of the varied tastes of the hostess, and in the event of one piece being incidentally soiled, it is only necessary to replace it, and not an unwieldy tablecloth.

A Farm Problem.

A farmer lad asks this question: If a field of forty rods long and thirty rods wide and a lane at each end without a gate how long will it take for one barefoot boy to catch a month-old calf and get it back into a stable located in the middle of the field?

"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.

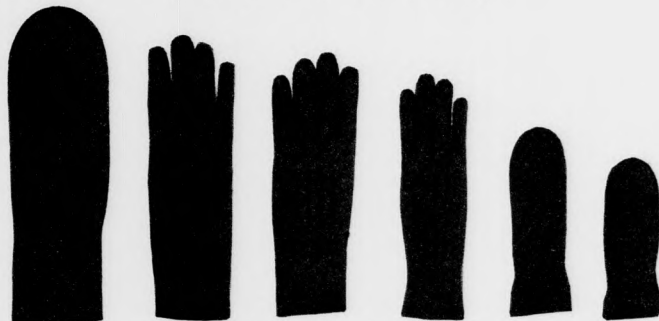
The C. E. CONOVER COMPANY

Manufacturers

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

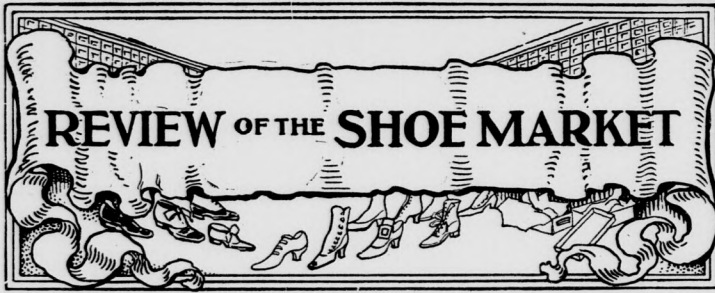
Ha-Ka-Rac

The Line You Will Want to See Before You Buy



Out salesmen are out and will call during the season
Wait for them

The Perry Glove and Mitten Co.
PERRY, MICH.



Weaknesses to Be Corrected in Many Stores.

There has been so much said along the lines of better profits that it seems to be in the air and I really believe that the shoe dealers are waking up to the fact that there is no way to make money except to get a profit. There have been many fictitious ways, magic wands, that have been in evidence at times, by which people tried to tell us how we can make money; but I am a great believer in good common sense. I know that my dad used to trade horses and he never thought he got anything out of it unless he got some "money to boot." What we want in the shoe business is, we want "something to boot,"—we want our expenses and something to boot. When we get that I think we will be on the right track.

Six months ago I gathered some statistics on profits. I took up about a dozen lines and was mis-quoted more or less in regard to profits.

I know of one clothing man in Boston who when he buys his clothing that he has to put on sale just doubles the price on the garment. For instance, if that garment is sold to him at \$16.50, he sells it at \$33, and when he wants to close out all the stock that he has on hand, he takes that same stock and says in his advertisement that he has a "great sale, all his wonderful \$33 suits reduced to \$25"—and still he is making one-third on that!

We have heard a great deal about higher prices and so forth in the past few days and I have tried to get this down to a percentage basis.

The last time I spoke of the question I had gathered some statistics on some different lines of business which served to show that the shoe business was at the bottom rung of the ladder, as far as percentages and profits were concerned, as well as what is known in merchandising as "turnover."

It is well known that a business that turns its capital often can afford to do so at a lower rate of percentage and the slower the turnover the more profit must be had. But in investigating the shoe trade, we found out that the opposite was the case. It has been pointed out that should the retail shoe business as a whole be accurately reported, it could be shown that a larger percentage would be placed in the insolvent column. Now contrast this with the following picture:

All over the country there is a clamor to-day for lower prices. The "high cost of living" is the pervading subject. Investigations are being made by the Legislatures as well as

our National Government which shows that the big combinations that deal in simple things like meat, eggs and produce have been able to reap such a large harvest of profits that the public has termed them "Robber Trusts." They have gone so far as to capitalize their profits for years to come, so that legislation is proposed to regulate them and hold them in bounds.

On the other hand, the shoe business is at such a low ebb in profit-making that there would seem to be a necessity to call the Legislature together to enact laws and make regulations which would ensure their profits, so that an honorable industry might be saved from degeneracy!

Is it not strange that men wilfully put their money in a business and then conduct it in such a way that it will not make profits? That they will not face the facts that exist and persist in charging a conditional percentage on the shoes which does not cover the cost of retailing, by this method gradually degrading the business instead of uplifting it.

Some of us who realize this condition have gathered together to exchange views, and though fully realizing this fact, have not the courage or independence to charge a price that is necessary for fear that our neighbor, who is still in the dark, will get the customer.

Systematize Your Business.

A Biblical quotation reads, "To him who hath shall be given, and from him who hath not shall be taken away. This is profound philosophy and holds good in the shoe business. It is the merchant who gets the appetite whetted by real results who becomes keen; but the man who never succeeds in getting his head above water is always a prey to the elements, loses confidence in himself and his business and adopts such method which is known among the European farmers as "intensified culture."

In making the assertion that first, last and always a question resolves itself around too little profit, I do not ignore or forget the possibilities that lie in scientific management, or good horse sense. You will find if you go in the laboratory of the shoe business that the more prosperous the merchant the more scientific becomes his management, which I think is largely stimulated by his profit.

In the large cities to-day, high rents, advertising, deliveries and taxes are a great expense. A store is doing well to retail goods on a basis of 25 per cent on the selling price—and, mind you, that is on the selling price. If you have a shoe that



The Pure Shoe Law

In all its evil workings, would in no way affect ROUGE REX SHOES. They contain no substitutes. They are made for the hardest service, and leather of extra quality is used in uppers, soles, counters and heels.

You'll get the business and hold it if you stock merchandise of this character.

Let us send you samples.

HIRTH-KRAUSE CO.

Hide to Shoe
Tanners and Shoe Manufacturers
GRAND RAPIDS, MICH.



This is Our Rikalog Crusier

Has all the old fashioned goodness of genuine full stock calf skin and all the comfort, ease and strength of modern shoe construction.

A little more money perhaps—but.



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

you sell at \$4, 25 per cent., or \$1 goes for expenses; so if you pay \$3 for that shoe to the wholesaler and charge but \$4, you do not make a cent. The greater number run in excess of these figures, and many of them reach 30 per cent and go above it. This being the case, how in the name of common sense can a merchant succeed unless he makes 10 per cent. better, or 40 per cent. on the selling price?

Know the Cost of Doing Business.

The average man does not realize the cost of doing business, but simply goes at the proposition in a traditional way, buying shoes as his grandfather did, who in the simple times of the past, on low leases and low expenses, could make money by selling \$2.25 shoes at \$3 or \$3 shoes at \$4.

The message I want to leave with everyone is this: We should come to the conclusion that a store of the first class in a metropolitan city cannot afford to retail shoes for less than 40 per cent. on the selling price. While this might be startling to many. I have given it careful consideration, and I guarantee if the whole trade were to be a unit in this proposition they would not grow too rich to be good citizens, provided they confined their investments to the shoe business.

I will exempt second and third and fourth class stores, where the quality is not so exacting, where conditions are more favorable as to expense, and where shoes can be retailed for 5 or 10 per cent. less than above quoted, and perhaps be better off than a store of the first class that retails on a basis of 40 per cent.

Now suppose that by influence of the magic wand we could touch the brain of every shoe retailer in the United States, electrify him into this new thought, energize him with the spirit and nerve to put into execution, would we be doing an injustice to the public? Would it be a hardship on it? My answer is "No."

The Need and Value of Store Service.

The shoe business should be considered in the line of semi-professional business, service is such a great element in it. Millions of dollars are now going to waste, due to poor merchandising.

The increased price would eventually produce better store organizations. It would attract more brains to the business. The retailers, touched by prosperity and inspired by success, would have better stores and the customer would be more favorably advised, and I believe it is not rash to say that the total expense of the country, to the masses, of this influence, would be rather decreased than enhanced. And this is entirely aside from the proposition that every man is worth his hire.

Figuring Cost and the Selling Price.

And here is one more thought; there are many men in the business to-day that think they are making 25 per cent. on the selling price while they are only making 25 per cent. on the cost, which perhaps only just covers their expenses. Usually, in business affairs, we always quote percentages

on the selling price, therefore I prefer to use that form, but I want to say in closing that the 40 per cent. of the selling price of the shoe means 66 2/3 per cent. on the cost, aside from the discount. In other words, a \$5 shoe retailed with 40 per cent, means a \$2 profit to you, and it means that the shoe must cost you \$3. If you do that you will come out whole. As I said before, there are people, all of you that are in smaller towns where the rents are not high and where the service is a little more simple, where you don't have to deliver goods, where the question of charges and exchanges do not enter into your business, there is no reason why you should retail shoes for any more than you are entitled to get. I think you are entitled to 10 per cent. net, and the impression I want to leave with you to-day is find out, get busy and know what it costs you to do business at the end of the year, and then see whether you are not doing it at a loss. If you are, jack up your percentages!

A. H. Geuting.

People Do Not Want Lace Styles at Present.

Ogdenburg, N. Y., March 10—I notice that there is considerable talk about lace styles for women, and various shoe retailers' associations have decreed the lace boot as the proper thing, in their several localities. It is lovely to think that they have the public in their different zones so educated that they can tell the people what they must wear. Is it not a reflection on the intelligence of those communities? Up in this part of the State the people tell the retailer what they want and it is button shoes with ninety-nine out of a hundred.

I have just returned from quite a long business trip and I have made a study of the button and lace shoe question at every point of vantage, and as far as I can see there is nothing to this lace shoe talk, only to those who are anxious to double up their stock again with button and lace shoes. When the shoemen killed a good thing, the lace boot, they did not know it. It will dawn on them though, when they have to double up with all these novelties, as well as staples, with the lace boot.

I am no disciple of the button boot and have no particular reason to "knock" the lace style, but I do claim that when they had one or the other guillotined they should have taken a happy sigh and waited for the freaky public to demand the style again. With all our care and our knowledge, the button shoe was the favorite fifty to one to the lace. We got stung good and hard with the few lace boots we bought.

How hard have the ordinary people fallen for the new receding toe? Of course, I will admit that in a high-class city trade the receding toe has the call, but I am speaking of the masses, and it is they from whom the average retailer gets his bread and butter.

It would be worth knowing what success a certain buyer of national reputation in Philadelphia, and also a

big concern in San Francisco had in bringing back vici kid for a trappy, swell leather. This was talked about a year ago. I have not heard of their having received any medal from the manufacturers of vici kid on the success of its "come back."

The shoe retailer is between two fires on this button and lace question. It is either to put up with moving

the buttons on button boots, or doubling up the stock with lace shoes. In my poor opinion, the less talk about lace shoes until the public demands their return, the better off the retailer will be, so if you do not wish to put the retailer in wrong, do not dwell too heavily on the lace shoe question just at the present time.—G. W. Sherwell in Shoe Retailer.

The MICHIGAN DAIRYMAN'S Shoe

For the Man Who Works



- Full Double Soles
- Genuine Goodyear Welt
- Solid as a Rock
- Full Vamps
- Soft Elk Uppers

This is No. 2210.

The Chocolate is No. 2250.

Price \$2.60 less 10% in ten days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

We have Told in the Past That the "Bertsch" Goodyear Welt is one of the big lines on the market

But Mr. Dealer—

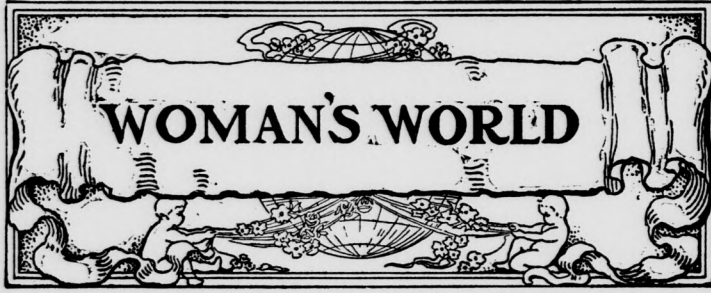
Have you seen our \$2.25, \$2.30, \$2.35 Dress Welts? If not you should investigate this line at once. They are real, live, snappy up-to-date numbers. You are paying \$2.50 and up for them elsewhere.

How can we do it you ask? Partly this—We are after a new selling record and have sacrificed our usual profit on these numbers to get it.

The "Bertsch" value is there all right, so you cannot go wrong on them. Send card for samples, catalogue or salesman.

THEY WEAR LIKE IRON

Herold-Bertsch Shoe Co.
GRAND RAPIDS, MICH.



Know That Your Influence Has Its Limitations.

Written for the Tradesman.

"I want to be everything, just everything to my boy—mother and friend and chum all in one," said a proud young mother a few days ago in my hearing. She was holding her first baby, a bright little son eight months old, on her knee. "I am willing to sacrifice myself, give up society, musical aspirations, all—if only I can be the one great controlling influence in his little life."

Unconsciously to herself she was voicing the feelings of every ambitious young mother. Of course she wants to be everything to her boy, and of course she is willing to sacrifice herself as no one but a mother can or will; and of course she can't be everything to him, and in a great degree the sacrifice that she makes in the attempt will be unavailing. Many influences besides her own, some mighty for good or evil, must come into that little life. The sooner she can learn this, the better it will be both for herself and for the darling.

Much wisdom, expressed with almost brutal directness, often is summed up in popular slang phrases. It would be an unpardonable rudeness as well as a cruel wound to maternal vanity to tell this young woman that she wants to be the whole show, or that she isn't the only pebble on the beach, or that there are others, but just these are the lessons that time has in store for her.

One does not need to go far to find examples of the folly of a mother's attempting to monopolize her child's affections or to maintain an imperious control over his likings and desire. Mrs. Carlton, my neighbor, is a woman who has tried to be everything to her son Jack, her only child. Just now she is bewailing his marriage which is very soon to take place.

"It nearly kills me to see that it is so," she confided to me last evening, "but Amy can wrap Jack around her good-for-nothing finger, while he pays no attention to my wishes. I have tried to be all to him that a mother could possibly be, and still he always has been so willful and headstrong and obstinate. And to see that he's just like wax in her hands!" Mrs. Carlton broke down and cried.

"There is nothing to be said really against Amy," she went on, "but she is undoing the work of my life. How can she be so unkind and thoughtless? It has been the very goal of my ambition that Jack should have an excellent education and then take a professional course—law or medicine

probably. The moment he met Amy was fatal to my hopes. He is only half through college, but they want to marry this summer, so Jack is going to leave school and go to work. Mr. Carlton says he can take his choice; if he marries he must shift for himself—he will not support two families. To think that my boy, the very pride of my heart, should be content to settle down to being a book-keeper in an office, when I have held up to him a professional career since before he really could understand what I was talking about."

Her disappointment and grief are genuine and deep. A woman of good mind and great force of character, it indeed seems strange that her ideas and teachings have made so little impression on the mind of her only son.

After she was gone I thought of another woman I know, Mrs. Jennings, whose children, two sons and two daughters, seem living and breathing embodiments of their mother's ideals and ambitions. They all have married well and are filling places in life that reflect great credit on their home training.

One day I asked Mrs. Jennings her secret. "I have no secret," she said, "only that, very fortunately for both my children and myself, I learned when they were little that there were many things that others could do for them better than I could do. I came to realize that the essential matter was that the ideal be implanted, the ambition be awakened, the failing or weakness reinforced, the evil eradicated—not that I in distinction from every one else should do it. It is a part of the mother's sacrifice to learn this, for naturally a mother likes to think of her own influence as paramount."

"I sought to enlist all the helpful influences possible to aid me and cooperate with me. I never for a moment let Mr. Jennings think that I alone was bringing up those children—we were doing it, his responsibility being as great as mine."

"In the government and training of our sons his firmer will and calmer nature were invaluable. A mother may like to feel that her boy is a 'mother's boy,' but association with manly men will give certain elements to his character that she can not impart. I always tried to have our home open to Mr. Jennings' personal friends, all of whom were men of integrity and several of them of distinction as well. I can scarcely overestimate the good effect of their acquaintance upon our boys. I should rather a boy would know one honorable man whom he admires, than to hear his mother

harping on honor every day for ten years.

"I found that where my teachings or pleadings would be likely to fail, some one else might be able to speak the effectual word. For instance, my daughter Clara when she was about 17 was inclined to be a little slack and careless regarding personal appearance. She was greatly interested in her school work and didn't care enough about how she looked. I suppose I might have gone to dinning on neatness and taste in dress, probably with very little effect, for I often have noticed that a mother who always is dinning about this or that rarely succeeds in instilling her pet principles. So I took another way. I invited my friend Helen Marshall to come to us for an extended visit. Miss Marshall is an artist in dress herself and has a peculiar power of making every one about her want to look their best. A few hints and a little tactful help from her and Clara straightened out of the kinks at once, and has used great care and good taste in dress ever since."

"When I saw that some fault in one or another of my children must be corrected, I came often to ask myself, 'Can some one else say it better?' Knowing that I could not be the only influence or the only great influence that would sway in their lives, I aimed to exercise some selection and control of other influence."

I have a friend, a very level-headed and clever little woman, who made the perilous matrimonial venture of trying to reform a man by marrying him. Her husband never had been a heavy drinker, but, being of a convivial temperament, when he got out with the boys sometimes he took too much. He promised to quit and for a whole year after they were married he kept his word. Then came a partial return of his old ways. The tears and remonstrances of his charming and dearly loved little wife seemed unavailing.

"One day" she told me, "when matters were looking pretty blue, I sat down and thought. A man's habits are determined not so much by what his wife is as by the influence of his men friends. When Dick gave up his old chums he did not form any new acquaintances to take their places. I had not realized that he needed any. I fondly supposed that I could be

everything to him. Now I saw that he really had suffered for lack of companionship.

"What could I do? Dick had a cousin who had lately come to our town, of whom he was extremely fond. This cousin, while of a genial and social nature, very magnetic and agreeable, was austere temperate in his personal habits and never associated with drinking men."

"Well, I tried a little experiment. I invited Cousin Tom and two or three of his cronies to come to our house for an evening, and afterward I made it pleasant for them to drop in often informally. I quit coaxing Dick to stay with me every minute he was away from business, but by all the unobtrusive means in my power I sought to get him to going with Tom and Tom's friends instead of the old set."

"I never would advise any girl to marry a man who is not perfectly steady in his habits," she continued. "It's too risky. But if I can take any credit to myself for Dick's keeping straight, it's because I had sense enough to enlist the aid of an influence that proved more compelling than my own." Quillo.

Of course, we all feel sorry for people who don't like us.

IMPORTANT

Retail Grocers



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

Baker's Cocoa and Chocolate

Registered U. S. Pat. off

with the trade-mark on the packages.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1870

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

Mayer Honorbilt Work Shoes



Work Shoes with the sterling Mayer quality mean something to you, Mr. Dealer, for there is an opportunity in every locality to secure a most profitable trade on Work Shoes, and this trade is the sort that will continue to patronize you so long as you give good, substantial values. Right here is where the

Mayer Honorbilt Line of Work Shoes

is of the greatest help, for it places you in a position to offer the very best the market affords in this line of footwear and at prices that make them most attractive to your trade and most profitable to you.

Write us for information on Resisto Veal, the premier work shoe leather.

F. Mayer Boot & Shoe Co.
MILWAUKEE

*Largest Manufacturers
of Full Vamp Shoes
in the World*



No. 609—Men's Smoked Elkskin Blucher, Stay Tip, Unlined, Bellows Tongue, Medium Wide Toe, White Fair Stitched, 1-in. Square Heel, S. Oak Sole, Welt, EE, 6-11. Price, \$2.50.

No. 658—Men's Black Resisto Veal Blucher, Tip, Grain Bellows Tongue, 1½-in. Heel, two Full Oak Soles, Indestructible Outer Sole, Heavy Stitched, Nailed Shank, EE, 6-11. Price, \$3.00.
No. 659—Brown, same as No. 658.

No. 656—Men's Black Resisto Veal Blucher, Tip, Grain Bellows Tongue, 1½-in. Heel, two Full Oak Soles; Heavy Stitched, Nailed Shank, EE, 6-11. Price, \$2.85.
No. 657—Brown, same as No. 656.



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

Making His Patrons His Partners.

Wamego, Kas., March 25—Customers who have given their support in building up the hardware business of L. B. Leach in the last forty-four years will have now a chance to share in the profits of the concern. A few days ago the owner, who is advanced in age, compiled a list of every person in this vicinity who has been a customer at the Iron Clad store. He incorporated the business for \$40,000 and offered the larger part of the stock in small blocks to the men and women included in the list of customers. Mr. Leach has gone even farther, assuring the prospective stockholders that the business will pay as high return as a good farm mortgage in addition to providing a surplus to be used eventually in erecting a big modern hardware store.

"I feel that my good customers—the men who helped me when I needed it most—should be given an opportunity to benefit from the business they have helped build up," explains Mr. Leach.

Although on the market less than a week the stock is all subscribed in blocks varying from one to five shares.

Forty-four years ago L. B. Leach and George Trout were Wamego lads with no other earthly possession than ambition and a keen eye to the needs of a small and growing town. Young Leach was subcontractor for the Union Pacific, furnishing wood for the early type of locomotive. Trout had just completed service in the Civil War and was a tinner by trade. A little hardware store with a tinshop in a small room at the rear was the first business venture of the two men who joined to labor as partners. They called it the Iron Clad store.

Industry, perseverance and almost physical necessity was the programme on which the business thrived. While George Trout plied his trade in the little back room shop, Lou Leach went out on the street and "pulled" in the trade. From Keg of Nails to Big Business.

From a few kegs of nails, a small stock of tin goods and an agency for farm implements the business grew to such proportions that the partners built a big storeroom and later added a warehouse. Then George Trout came in from the tinshop and worked with Leach as a salesman. They

hired tanners and clerks. The business kept growing and the partners built and addition in which they opened a private bank, capitalized from their savings.

That was in 1881, and both soon after gave up the active management of the hardware and implement business to become bankers. Still the hardware business expanded and other storerooms and additions were built.

A year ago George Trout died. In the settlement of the estate L. B. Leach became sole owner of the Iron Clad store. He is also President of the Wamego State Bank, an institution which grew out of the privately owned bank of Trout & Leach. The hardware business is now bigger than ever. Mr. Leach also has other interests which make him independently rich.

How Staples May Be Successfully Featured.

It is becoming a very important question with the up-to-date hardware retailer as to, what lines or what class of goods it pays best to "push." Too much time, space and energy is often spent in featuring insignificant goods simply because they are new and novel. In our opinion, you will serve your customers best and at the same time be the gainer in the end, by pushing goods with real merit. This can be done without selling at ruinous prices which, of course, is always demoralizing. We have followed up the "Weekly Special Sale" scheme, for several years and find it a success. We make it a point to change materially every week and to represent as many departments as is possible each week.

Seasonable "Special Sales" Weekly.

During the spring we have cuts of and prices on mowers, garden hose, garden tools, lawn sprinklers, paints, and other spring sellers. During summer we call attention to the usual line of "hot weather goods" including refrigerators, freezers, gas ranges. Before Christmas we most certainly feature goods suitable for the holiday trade. We follow up these "weekly sales" by having extensive window displays of the articles on sale for the week in a conspicuous place in the front part of the store. Attention is called weekly to the items on sale, in all of our local daily papers. Some lines of "staples," we find, bear repetition much better than others. Among those to be preferred are the following: hatchets, chisels, auger-bits in sets, wrenches, braces, drawing instruments, small vises, combination pliers, hack saws, hand drills, yankee drills, yankee screw drivers, zig-zag

Foster, Stevens & Co.

Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.

Some of Our Factory Brands

Diamond Steel Goods
 Wood, Wilson & Piqua Shovels
 and Spades

Revero Garden Hose
 F. & N. Lawn Mowers
 Atkin Saws

Atha Hammers and Hatchets

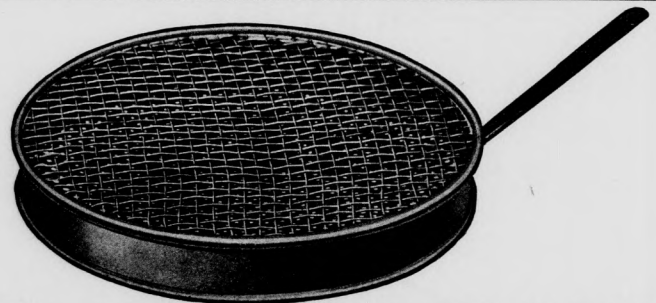
Factory Brand Goods are backed by us
 and the manufacturers

Michigan Hardware Company

Exclusively Wholesale

Ionia Ave. and Island St.

GRAND RAPIDS, MICH.



The APEX BREAD TOASTER

THE BEST TOASTER MADE

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

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

rules, calipers and dividers, cobbler's outfits, pipe wrenches, small bench planes, tool grinders, machinists' hammers, nail hammers, hand and panel saws, pocket levels. A few weeks ago we made an extensive display of tool chests, cabinets and carpenter work benches.

Taking Advantage of "Repair Time."

During the quiet time of year many have more leisure in which to do the work at home in way of repairing, etc. This could well be taken advantage of by having a "special sale" of such tools and materials as are used for the above purposes. Make a good display in a prominent place in your store of the following items—having a few only of each item, and replace as sold. Medium priced nail hammers and tack hammers, 22 or 24 inches. Panel saws, shingling hatchets, small block planes, combination pliers, 10 inches. Wrench, ratchet brace and set of six or eight auger-bits, gimlets, screw drivers, scratch awls, tinner's snips, 1 foot or 2 feet. Boxwood rules, carpenters' pencils, oil stones, soldering outfits, glass cutters, oil cans filled with light machine oil, 10 cent and 25 cent assortment of nails, brads, screws, screw hooks, screw eyes, etc., chair seats and some No. 42 brass upholstery nails, short samples of weather strips, 5 cent coils of stove pipe wire, 10 cent bottle of liquid glue, brass and iron repairing plates, 5 cent assortment of sand paper in half-size sheets,—and if you have room, add a few cans of inside paints, varnishes enamels, etc., and a small line of paint and varnish brushes.

Have one of your clerks at this display all the time, and show a large card calling attention to the display. This card should carry timely hints and suggestions in line with the articles on sale. You will find this feature a winner.

Much can also be accomplished by doing your own demonstrating occasionally. I have noticed frequently when we've had an extensive window display and demonstration by some manufacturer's representative, that during the demonstrations more goods of the lines shown have been sold in a week than are usually sold in the same lines in two or three months. Why can't you select some good salesman from your own selling force and do your own demonstrating?

"Quality" the Keynote.

We talk quality on all goods and confine our purchases to makers of best goods of each kind, in that way keeping up our reputation which we have been a quarter of a century in building. Our trade mark, "If it's from Gross it's good," has now become a household phrase in this section. From time to time, we have demonstrations in our store windows but always confine them to the displaying and selling of goods of real merit even though the percentage of profit may be less than on some "Jim Crow" article that will never come into general use. These "sales" and demonstrations always bring customers into our store for other goods and thus help out general sales.

This is an age of advertising. Judicious advertising is a winner. It's surely an investment that yields profits. Confine yourself, however, to goods that are here to stay and that are in general use. Don't spend your time and money on trifles. An "eagle doesn't catch flies"—he's in bigger business. Your success depends upon your building up a steady and a lasting business. Have the real goods and tell the plain truth about them.

Of course, location has a good deal to do with the lines to be pushed, and what would go well in a medium sized town in the farming district could not be pushed advantageously in a large city, by a firm that is in the "down town" district where few farmers are seen. Each dealer must judge for himself on which lines to "throw his weight." But follow the above text, and show alertness, resourcefulness and the art of convincing—and you will win out.

The Danger of Postponement.

The great trouble is that we postpone these matters awaiting a favorable time to get at them. We are like the young lady who was handed an autograph album in which she was asked to write a short sentence over her name and address. There was no hurry about it. "Any old time" would do. Well, the "old girl" kept the album twenty-seven years and then returned it without writing anything, saying she "never had time."

The hardware man who keeps putting off is in danger of being in the "same boat."—Henry M. Gay in Philadelphia-Made Hardware.

Doings in the Hoosier State.

Written for the Tradesman.

The Terre Haute Commercial Club has appointed a transportation committee to handle freight rates and shipping problems.

E. W. Vance, of Fort Wayne, has signed a contract with the Business Men's Association of Columbia City for the removal of his canning plant to that city. The cannery has been operating at Fort Wayne for the past three years.

High school graduates this year at Evansville adopted economy measures. Commencement dresses must not exceed \$5 in cost and there must be no flowers. The expense of programmes has also been cut out and the exercises will be as democratic as possible. Heretofore the commencement exercises have been a heavy burden on many families.

Work in construction of the Lake Shore's \$3,000,000 shops at Elkhart will be resumed in April.

Samuel T. Murdock, general manager of the Indiana Lighting Co., has acquired a controlling interest in the Merchants' Electric Light Association, which has the lighting and heating contract at Lafayette.

Machinery is being installed in the new plant of the Bash Fertilizer and Chemical Co., at Fort Wayne. The factory will be one of the largest of its kind in the country.

Marion Maston, of South Whitley, has bought an interest in the Jones Hardware Co., at Columbia City.

The South Bend Chamber of Commerce is undertaking to organize the State in the interests of a trans-continental highway from San Francisco to New York.

Carpenters and painters of Terre Haute plan to strike April 1, provided their demands for increased pay are refused. Carpenters are now getting 40 cents an hour and are asking for an increase to 50 cents for an eight-hour day, while the painters and decorators ask for a raise from 40

cents to 47½ cents per hour. At a general meeting of contractors it was voted unanimously that present conditions do not warrant an increase in wages.

"On the Banks of the Wabash" has been chosen as the State song, and the carnation as the State flower.

The Wabash Railway is preparing to build a new passenger station at Ft. Wayne, to be built on the site of the old freight station.

Almond Griffen.

H. Eikenhout & Sons
Jobbers of Roofing Material

GRAND RAPIDS, MICH.

- Red Ring Sand Coat Roofing
- Weatherproof Sand Coat Roofing
- India Sand Coat Roofing
- Grit Coat Roofing

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.

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed



Wood Shingles After Five Years Wear

Beware of Imitations. For Particulars Ask for Sample and Booklet.

Write us for Agency Proposition. Distributing Agents at

- Saginaw Kalamazoo Toledo Columbus Rochester Boston Chicago
- Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
- Milwaukee Battle Creek Dayton Youngstown Syracuse Scranton

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.



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

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

Michigan Division, T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

Wafted Down From Grand Traverse Bay.

Traverse City, March 24—Traverse City Council No. 361, held its regular meeting last Saturday afternoon, with a goodly portion of its members present and a class was initiated. After the regular routine of business election of officers followed, which resulted as follows:

Senior Counselor—Wm. F. Murphy.
 Junior Counselor—R. E. Weaver.
 Past Counselor—Adrian Oole.
 Secretary-Treasurer—Harry Hurley.
 Conductor—Frank W. Wilson.
 Page—Herman C. Hoffman.
 Sentinel—Wm. E. Bennett.
 Executive Committee—A. B. Jourdan, J. C. Young, L. D. Miller and A. E. Ford.

Representatives to the Grand Council—Wm. F. Murphy and Harry Hurley and alternates to same Ray Thacker and Wm. M. Chapman.

The Senior Counselor appointed E. C. Knowlton to act as chaplain for the ensuing year. After election of officers we were tendered a surprise by being escorted into the banquet chambers, where a good old fashioned Easter supper greeted our eyes and was very much enjoyed by all. About 125 partook of same and all felt that the ladies' committee certainly did themselves proud again. After luncheon, the Council again convened in secret session and an invitation from the pastor of the Congregational church was read extending to us a most cordial invitation to meet with them on Memorial day,

which will be observed on April 6.

At this point the Senior Counselor declared open session and the newly elected officers were installed in due form by Past Counselor Ray Thacker, the ladies being present. The title of Past Senior Counselor was conferred upon Harry Hurley and Wm. S. Godfrey with an eloquent speech consisting of fitting words by our new Senior Counselor, W. F. Murphy. The ladies were at this time requested to retire from the Council chambers and regular business was again taken up. Talks from our Past Counselor, Adrian Oole, and Senior Counselor, W. F. Murphy, were listened to and their words were well received. The newly elected Senior Counselor asked that all the members boost for Traverse City Council in the future as well as they have in the past and aid him in whatever manner they could. At this point Traverse City Council adjourned, feeling that we had been favored with a most successful and pleasant year with the feeling of harmony prevailing under the guidance of Senior Counselor Adrian Oole. Now as we are about ready to leave another surprise was sprung when the ladies had arranged a short musical programme and once more the committee demonstrated that they were on the job and the Council expressed its gratitude by a hearty vote of thanks. Past Counselor Adrian Oole thanked the several committees for the assistance they have given him and also the members at large.

Hurrah for Traverse City, the all-time boosters!

D. H. Brown and Harry Regan attended the good roads convention which was held in our city and from all reports they are very enthusiastic members and are certainly in favor of good roads.

We received a telegram from Past Counselor, W. F. Godfrey, from Grand Rapids, that it would be impossible for him to attend our meeting. Sorry you could not be with us, Bill.

Mrs. Boylan, mother of J. T. Boylan, of Boyne City, passed away in Detroit and we take this opportunity to extend words of sympathy. The boys all feel for you, Ted.

Walter Frost could not attend our meeting, as he was entertaining friends from out of city. We missed you, Brother Frost.

H. V. Wilcox is requested to stop into one of the Grand Rapids restaurants and settle for a breakfast which he enjoyed last Monday morning.

T. J. Bailey of Petoskey received the sad news from Bakersfield, Cali., that his mother had passed to the

Great Beyond. We all extend heartfelt sympathy, Tom.

Ed. McCrea, of Boyne City, now thinks he is a full pledged traveling salesman since the Boyne City News states that Ed. is now on the road selling oil. Ed. says he would have sold more oil if there were not so many oil men on the job. Do not get discouraged, for we all started in a small way. Best of wishes, Ed.

Traverse City Council closed its series of dancing parties with a very successful party, in fact the largest attendance we have had, and all felt that our parties for the winter were second to none. Come again. Let us have more of them.

A collection was taken up at our last meeting for the purpose of raising funds to enable Prof. Herman C. Hoffman to get a haircut.

W. G. Wyman and his mustache attended our meeting.

Bill Bennett has again moved. Well, it is a little cheaper.

B. J. Reynolds is taking up a special course in setting up manure spreaders.

By request of the members of Traverse City Council the committee has arranged another dancing party, which will be held next Friday evening the twenty-eighth. Come and have a good time.

A. F. Churchill, formerly in the mercantile business at Harlan, has purchased the Toland livery, at Tustin, and will endeavor to favor the boys with the best of service. Auto in connection. Alf. is a good fellow and has a host of friends among the traveling boys.

We might suggest that J. B. Slaughnessy, of Grand Rapids present his bill to the city of Manistee to pay the repair charges on an overcoat which was torn by a barbed wire fence in the above city.

Remember that one fly destroyed in May means potentially five million less in August, so get busy and join the Swatter Club.

With due respects to our friends we take the liberty of withholding the names, but will only use the initials in the following which we are pleased to present:

Sing a song of sixpence

A bottle full of rye

Found by S. B. & G.

In a county that was dry.

When the flask was empty,

They all began to hum

What's the use of going to bed?

Let's have a game of rum!

Fred C. Richter.

Away Too Much.

Miss Mary Garden, who has reduced her figure to the perfect proportions of a Venus, was asked the other day in Philadelphia if she thought outdoor exercise was good for women.

"Yes, I do," Miss Garden answered, "provided a golden mean is maintained. Under-exercise has wrecked countless women's digestions. Over-exercise has wrecked countless women's homes."

Truth is stranger than fiction and equally dangerous.

Supposing To-night FIRE

Destroys Your Store

and with it your day book, journal and ledger, or credit account system.

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

FIREPROOF

We back this statement with a

\$500

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:

- 1—You know every cent you pay out or take in.
- 2—You can instantly tell what every person owes.
- 3—You save all bookkeeping
- 4—Your accounts are always "up to the minute."
- 5—You know how much each clerk sells.
- 6—You prevent disputed accounts, rebates and forgotten charges.
- 7—You have your finger constantly on the pulse of your business.



Closed—A Substantial, Fire-proof Safe.

Champion Register Company

403-412 Society Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

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

Name

Address

Business

No. Accts.....

Cogent Criticism From Sunny Jim.
Ludington, March 24—In an editorial last week the Tradesman spoke of the peddling wagons brought into use by many country merchants in glowing terms. We always thought it is a splendid idea also. Pay rent in town for a large store, then send out wagons to keep the people away from it.

You cannot judge a traveling man's salary by the noise he makes when he loses 30 cents in a rum game.

We are under the impression that the editor of the Bull-tin owes Grand Rapids Council, No. 131, an apology for the letter he wrote to F. C. Richter.

Trains and their schedules soon parted.

Fine feathers make fine birds, but chickens keep on laying the high-priced eggs.

The Cricket Chirper says: "People who are in a position to know, say that Jackson county will go wet." Let us pray!

Dedicated to our friend F. C. Richter, of Traverse City, the foe of the roller towel:

Lives of great men all remind us,
When we hear the traveler howl,
Men grew great and travelers succeeded
Even though they used the roller towel.

Of course, there are other things that Fred Richter is the foe of—but we should worry.

One disadvantage of the roller towel is that it is rather unhandy to pack on the grip to take home.

He who hesitates is liable to leave the order for the other fellow.

The Lord in His infinite wisdom always knows best, but we can't help thinking why it is that the Lord allows Fred Richter to live.

The editor of the Cloverland page must have missed his calling, unless, possibly, someone is doing the writing for him. At any rate, it's mighty interesting dope. The other day we think someone mistook us for the U. P. correspondent. This is what they called us: "Ura Darnold Liar."

They say seeing is believing. Not so. Often we see Harry Hydorn, but we don't believe him.

The other day the P. M. train was passing the large pig farm near White Cloud. One of the passengers, a Grand Rapids traveling man, noting the great mass of hogs in the piggery factitiously remarked: "Looks like a U. C. T. convention." A lady sitting in an opposite seat, thinking he said W. C. T. U. instead of U. C. T., waxed very wroth and sputtered. "Yes, and there are many others represented there, too." And, judging by the pointed look she gave the travelingman present, there was no doubt who she referred to.

"Wafted Down From Grand Traverse Bay" failed to waft last week.

Commercial Traveler's page of last week reminded us of a drug store. In a drug store nowadays you find everything but drugs.

Better to have loved and lost than to have won out and moved to Reno.

Should prove rather embarrassing to 131 Council, U. C. T., to think that the smaller councils can gather together such a large amount of live news and the boys of Grand Rapids

are doing practically nothing. It is up to each individual member to get an item and Bill Bosman will do the assembling act. Wake up, 131.

Buy your tickets at the city ticket office or stand in line this week.

J. M. Goldstein.

Bracing Breezes From Muskegon.

Muskegon, March 24.—At the regular meeting of Muskegon Council, No. 404, held Saturday night, March 15, the following officers were elected for the coming year:

Senior Counselor—Herman Anderson.

Past Counselor—Wm. Engle.

Junior Counselor—J. H. Lee.

Conductor—E. C. Welton.

Page—E. P. Monroe.

Sentinel—T. W. Hoskins.

Secretary-Treasurer—H. F. Foote.

Executive Committee (two years)

—Frank Anderson, Fred Castenholz.

Chaplain—A. W. Stevenson.

This was one of the best meetings held by our Council during the year. Nearly all of our entire membership were present and those who had not been with us lately had the pleasure of seeing our officers confer the initiatory work. We initiated two candidates. We do not expect to get the banner for having initiated the largest percentage of new members during the year, but we have grown some and we have some timber left with which to build stronger.

Muskegon Council has given \$100 to the booster fund of the Muskegon Chamber of Commerce, which will help some toward the \$56,000 which is being raised for the proposed new electric road between this city and Manistee. About \$40,000 of this has been raised and a few more days will, no doubt, see the whole amount raised and then the new road will be a sure thing.

T. W. Hoskins has severed his connection with the Fred Brundage Drug Co. and has taken a position with W. P. Canaan & Co., of Grand Rapids. We wish Brother Hoskins success in his new field. We understand Brother Hoskins expects to still make his home in Muskegon.

At our last meeting it was decided we would have a banquet and entertainment the first Saturday night in April, at which time the ladies will be present with us. Be sure and keep this date open. Men, bring your wives; boys, bring your girls.

Brother A. W. Stevenson says he would like to have a man by the name of Foote return his fountain pen to him. We don't blame Brother Foote, because the fountain pen is a beauty. We saw Brother Foote register his name with it at the Livingston Hotel, in Grand Rapids, the other night. We understand Brother Stevenson is using his pencil now.

Herman Anderson, our new Senior Counselor, is certainly the "candy man," when it comes to taking care of babies. He had an opportunity recently to show his ability along this line when the Grand Trunk train was stuck in the snow all night at Harrisburg. For full particulars write Mr. Anderson, care Walker Candy Co. J. H. Lee.

Angels Can Do No More.

News of the traveling men will be found on several pages besides 24 and 25 this week. Page 2 is exclusively given over to news of the boys and shorter letters will be found on several other pages. If the Tradesman could make any advance estimate of the amount of contributed matter it would receive each week, it could plan to run the matter on consecutive pages, but under existing conditions, this arrangement is next to impossible. For instance, the Tradesman received letters last week from ten contributors representing

Grand Rapids

Detroit

Battle Creek

Lansing

Ludington

Marquette

Port Huron

Ann Arbor

Sault Ste. Marie

Mears

These letters aggregate over four pages—all live matter of vital interest to the fraternity. No trade journal has ever given the traveling fraternity one-quarter the recognition the Tradesman has for the past thirty years, but so long as our correspondents are a little irregular in sending in their letters, the Tradesman will have to locate them in such portions of the paper as best suits its convenience, much as it would prefer to group the matter the same as it departmentizes other features made prominent from week to week.

No Extenuation for a Liar.

Chicago, March 24—While some salesmen are born liars, with many clerks it is a cultivated sin. They are regularly graduated liars. Men believe that lies can make them rich, that lies will enable them to get on in the world, and believe with the little fellow who got his scripture mixed that lie is a "present help in time of trouble." They see lies doing certain things for many men and they think for this world at least, honesty is not always the best policy—hence we are all more or less tempted to speak and advertise untruthfully.

Acting untruthfully is one of the meanest and most debasing forms of deceit. For instance, the girl who gives her parent the impression that she is going on an errand or to visit a girl friend when in reality she meets a young man of whose attention her parents do not approve is false to truth and honor. Every violation of truth is a sort of moral suicide, killing one's better nature and eventually one's business.

In discussing lying, we should divide lies into a few of their most popular forms. I speak first of agricultural lies, because farmers are popularly supposed to be, as a class, more honest than anybody else, but this sort of a man is not always sent to the city markets. When the top of a farmer's barrel of apples is an indication of what may be found further down, when all the scales are of the same weight, all the bushels the same size and all the milk cans are honest,

then you may look for the millennium.

There are lies commercial. Some merchants excuse their advertising lying on the ground of what they call commercial custom, but custom, however ancient and widely recognized, can never justify or extenuate

C. A. Dickens.

Died on a Freight Train.

O. M. McLaughlin, of Trout Lake, and a former resident of Manistique, died on a freight train between Trout Lake and Rexton Wednesday. It appears that he ran some distance to catch the train as it was leaving Trout Lake, and the exertion taxed his heart to such an extent that death ensued before medical aid could be summoned.

The deceased was traveling representative for a Milwaukee clothing firm in this section of the Peninsula, and for some time made Manistique his headquarters, having his office in the Rian building. About a year ago he moved to Trout Lake, as he deemed that town more central.

The writer met and conversed with Mr. McLaughlin on a South Shore train two days previous to his death, and at that time he appeared to enjoy his usual good health.

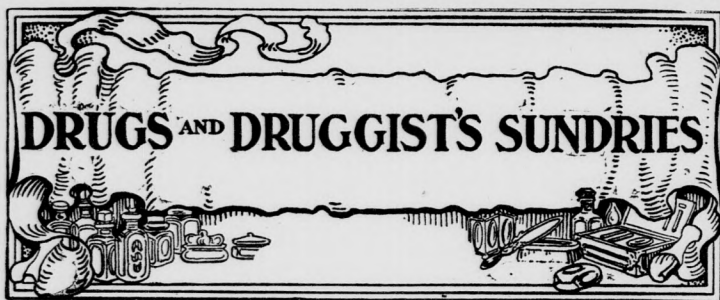
The remains were prepared for shipment to Ionia, by a Soo undertaker. His parents and relatives reside there and that was his home prior to coming to the Upper Peninsula.—Manistique Pioneer Tribune.

The position taken by Governor Ferris on the proposed repeal of the 2 cent passenger law is both sane and sensible. It shows that his head is too clear and his perception too keen to be led into any intrigue or fooled by any mirage which the wily representatives of J. P. Morgan & Co. undertake to create. Testimony offered at the hearing now on at Detroit shows that there are many millions of water in the Pere Marquette system. When this water is all squeezed out, then it will be time enough to talk about going back to medieval railroad rates. Until that time, Governor Ferris is correct in his conclusion that the law should remain as it is.

Lansing—Julian W. Bullock, who conducted a drug store at Fenwick for a number of years, was on trial in the Circuit Court last week from Monday until Friday. Bullock was charged with selling liquors as a beverage. The jury rendered a verdict of not guilty. The other cases pending against Bullock for violation of the liquor law have been dismissed by the court.

Lansing Journal: So great has become the practice of passengers paying cash fares, the Grand Trunk Railway is posting in all stations over the ticket windows, an appeal to travelers to purchase tickets before boarding the trains. Cash fares are said to be overworking the conductors who cannot collect the fares between stations and make change.

When a man develops into a growler it's time to rush him.



Michigan Board of Pharmacy.
 President—John J. Campbell, Pigeon.
 Secretary—W. E. Collins, Owosso.
 Treasurer—Edwin T. Boden, Bay City.
 Other Members—E. E. Faulkner, Delton; Charles S. Koon, Muskegon.
 March meeting—Grand Rapids.

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

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

Grand Rapids Drug Club.

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

Opening Day for the New Soda Fountain.

In the first place, I gave myself plenty of time for the installation of the new apparatus, by buying the latter part of last year and having it shipped in January, during the dull season, and at a time when the manufacturers are not so much rushed with orders. I think this matter of early buying is very important, as it gives the factory more time to get the fountain assembled properly, and it gives the buyer plenty of time to make the installation and allow for the length of time taken up by the plumbers, electricians, etc., as they are notoriously slow in such matters.

Without undue delay my new fountain was installed, plumbing and electrical connections all made, and ready for business early in the season. At this time the weather man was on his good behavior, and with the favorable weather he handed out, business was good from the time the first glass was drawn and continued good until the cold snap in the fall. Of course, those of us who have had experience with a fountain know that the first part of the cold soda season is always the best.

On May 4th I gave a soda-fountain reception which was quite the most pretentious thing of the kind that was ever "pulled off" in this "neck of woods." I advertised the event by distributing 3,000 circulars, 1,500 at a time, the first lot going out two weeks before the date of the reception and the others one week before, and in addition to the circulars that were distributed, I mailed 500 invitations three days before the event.

The day of the reception broke clear and fair, and I had the store and

fountain decorated with cut flowers and potted plants, and was told by a great number of my customers that the work was very tastefully and attractively done. The entire store force waited eagerly for the "show" to begin, it having been set for 2 o'clock. I had a band of music from 2 until 11 o'clock, and promptly on the former hour the music struck up a lively air and from then until late at night the store was packed. I gave a very pretty souvenir to each lady who visited the store, and in addition I had a number of samples, including candy, face powder, talcum powder, toilet water, perfume, etc., placed in a two-pound paper bag and fastened with a clip, which was given to each lady; I also put in the bag a two-dram vial of extract of vanilla of my own make, which has proved excellent advertising, judging from the increased sale of this product since that time. I also had a contest, the prize being cut-glass bowl, in naming a new perfume. The perfume was a combination odor and the prize was given for the most appropriate name for it. This feature proved quite the best number on the programme, as the counter devoted to it was crowded all during the afternoon and evening. A great number of good names were suggested, and the one which I selected as the most suitable was "areomist." In this connection, I will say, no purchase was required in order to enter the contest. I also had a prize of a box of cigars for the men.

At 2 o'clock I stationed myself at the front door, with the idea of meeting personally every one who entered, and if possible giving him or her a word of welcome, and a hand shake. This I succeeded in doing fairly well, but, of course, was called away occasionally to wait on some particular customer. With the exception of thirty minutes of time for a little luncheon, I was "on the job from 2 until 11 o'clock, and it seems hardly necessary for me to state here that I felt, when bed time came, that I had done a full day's work.

Quite a bit of my general trade is by phone, and I have some customers that rarely come into the store. On this occasion a number of ladies introduced themselves, who, I recalled, were good customers of the store, but did all their shopping by phone.

The reception was a decided success, as before stated; it brought a number of people into the store who possibly had never been in before, and thereby established a closer relationship and a more friendly feeling between them and myself.

The "opening" is still mentioned frequently by my customers. In order that they should not be allowed to forget the new fountain, I had several thousand post cards made bearing its picture in colors, and during the summer months I mailed these, using my mailing list of 500 names, once a month, calling attention to the quality of my ice cream and cold drinks, and to special drinks occasionally, as they were put on. I played service and quality up strong on these cards and have been very particular to see to it that these two features were maintained at the fountain.

The season has been an extremely favorable one so far as the weather is concerned, and to this, combined with the new fountain and the advertising thereof, I attribute the doubling of my soda trade this year. The increased trade at the fountain has helped the general trade to a very gratifying degree.

I want to say right here, that putting on an affair of this kind is not child's play, and anyone contemplating such a thing may expect to do a lot of hard work to make it a success. But the returns are good, and from an advertising standpoint the outlay is very profitable, and my advice to anyone and everyone installing a new fountain is to let his trade know of it with an "opening," but do not stop here; make it an annual affair, as I expect to do, with, of course, some modifications. It will pay and pay in big returns. Ira B. Clark.

Selling Candy in the Drug Store.

As a matter of fact, whether confectionery is or is not a profitable side line for the druggist to handle depends very largely on his location and his class of customers. The best results are usually obtained in stores that have fairly good soda or cigar business. We have found in our own experience that a large part of the candy-buying public are also patrons of either the cigar or soda department, and a candy display in either of these departments brings excellent results.

As to the profits of the line, the gross profits cannot be figured at more than 30 per cent. They are usually much nearer 25 per cent., and as it costs the druggist ordinarily from 20 to 25 per cent. to do business, it is very evident that the question of profit on the candy line depends upon the number of times he is able

to turn over the amount of his investment in this line.

In our own experience we have one store in which the turnover or sales are over twenty times the amount invested. This is, perhaps, exceptional, but the average turnover ought to be at least six times, or, in other words, to every \$100 invested in this line the druggist ought to do \$600 worth of business.

It has been our observation that the successful drug stores, with few exceptions, are the stores that make the greatest push on their staple side lines, such as cigars, soda and candy, for the following reasons: The average gross profits in the drug department are about 35 per cent., and the average turnover is from two to three times a year. On cigars and candy the gross profits will average from 25 to 30 per cent., and the turnover should be at least six a year. The soda department, if properly taken care of, will show a gross profit from 40 to 50 per cent., and the actual amount invested in merchandise, outside of fixtures, can easily be turned over from twenty to forty times during the year.

There are a great many other side lines which are available and which are restricted only by location, such as post cards, popular novels, novelties, jewelry, etc., which show a much better gross profit than any of the ordinary lines.

As a result of experience and observation I am able to say few druggists actually know which of their departments are making money and which are losing it, although knowledge of this matter is the first essential of success in the drug business or any other mercantile line—J. G. Slocum in Druggists' Circular.

The Eternal Feminine.

"In selling coffee," said a well-known coffee broker recently, "you should exercise the same keen discretion which the druggist showed.

"A woman, you know, a woman well on in years, entered a drug store and said:

"Have you got any creams for restoring complexion?"

"Restoring, Miss? You mean preserving!" said the druggist heartily.

"And he then sold the woman \$17 worth of complexion creams."

Yes, Cordelia, there were false prophets centuries before the weather bureau was established.

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.

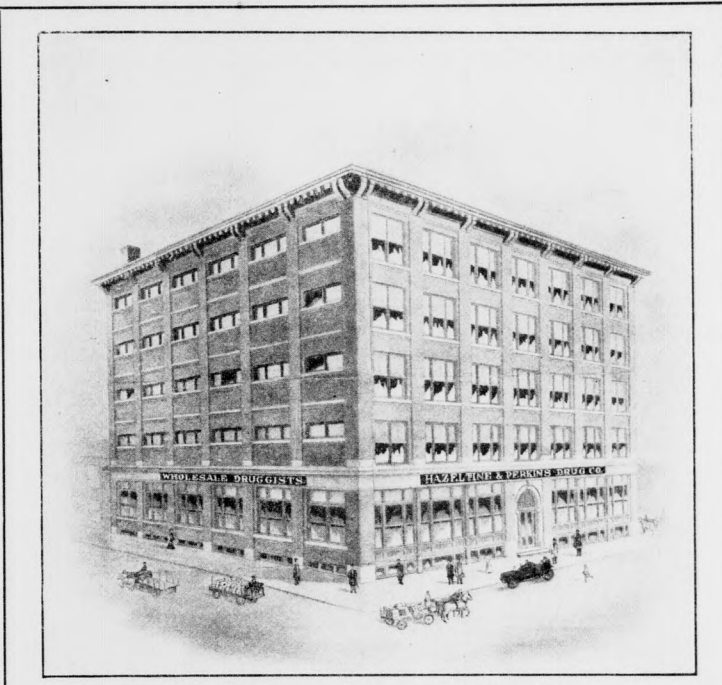
Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Acids	Acids	Acids	Acids
Acetic 6 @ 8	Boric 10 @ 15	Carbolic 22 @ 26	Citric 48 @ 55
Muriatic 1 1/4 @ 5	Nitric 5 1/4 @ 10	Oxalic 13 @ 16	Sulphuric 1 1/4 @ 5
Tartaric 38 @ 42	Ammonia	Water 26 deg. .. 6 1/2 @ 10	Water 18 deg. .. 4 1/2 @ 8
Water 14 deg. .. 3 1/2 @ 6	Carbonate 13 @ 16	Chloride 12 @ 15	Balsams
Copaiba 70 @ 75	Fir (Canada) .. 1 75 @ 2 00	Fir (Oregon) .. 40 @ 50	Peru 2 20 @ 2 40
Tolu 1 25 @ 1 40	Berries	Cubeb 65 @ 75	Fish 15 @ 20
Juniper 6 @ 10	Prickley Ash ... @ 50	Barks	Cassia (ordinary) 25
Cassia (Saiigon) 65 @ 75	Elm (powd. 25c) 25 @ 30	Sassafras (pow. 20c) @ 25	Soap (powd. 25c) @ 15
Extracts	Licorice 24 @ 28	Licorice powdered 25 @ 30	Flowers
Arnica 18 @ 25	Chamomile (Ger.) 25 @ 35	Chamomile (Rom.) 40 @ 50	Gums
Acacia, 1st 40 @ 50	Acacia, 2nd 35 @ 40	Acacia, 3d 30 @ 35	Acacia, Sorts .. @ 20
Acacia, Powdered 35 @ 40	Aloes (Barb. Pow) 22 @ 25	Aloes (Cape Pow) 20 @ 25	Aloes (Soc. Powd.) 40 @ 50
Asafoetida 1 00 @ 1 25	Asafoetida, Powd. Pure @ 1 50	U. S. P. Powd. @ 2 00	Camphor 55 @ 60
Gualac 35 @ 40	Gualac, Powdered 40 @ 50	Kino 4 @ 40	Kino, Powdered.. @ 45
Myrrh @ 40	Myrrh, Powdered @ 50	Opium 7 00 @ 7 25	Opium, Powd. .. 8 50 @ 8 75
Opium, Gran. .. 8 50 @ 8 75	Shellac 25 @ 30	Shellac, Bleached 30 @ 35	Tragacanth 1 00 @ 1 25
Tragacanth, Pow 60 @ 75	Turpentine 10 @ 15	Leaves	Buchu 1 85 @ 2 00
Buchu, Powd. .. 2 00 @ 2 25	Sage, bulk 18 @ 25	Sage, 1/2 Loose 20 @ 25	Sage, Powdered 25 @ 30
Senna, Alex. 25 @ 30	Senna, Tinn. 15 @ 20	Senna, Tinn. Pow. 20 @ 25	Uva Ursi 10 @ 15
Oils	Almonds, Bitter, true 6 00 @ 6 50	Almond, Bitter, artificial ... @ 1 75	Almonds, Sweet, true 90 @ 1 00
Almond, Sweet, imitation .. 40 @ 50	Amber, crude .. 25 @ 30	Amber rectified .. 40 @ 50	Anise 2 25 @ 2 50
Bergamot @ 8 00	Cajeput @ 75	Cassia 1 50 @ 1 75	Castor, bbls. and cans 12 1/2 @ 15
Cedar Leaf @ 85	Citronella @ 60	Cloves 1 75 @ 2 00	Cococanut 18 @ 20
Cod Liver 1 25 @ 1 50	Jotton Seed 70 @ 85	Croton @ 1 80	Cubeb @ 4 50
Erigeron @ 2 50	Eucalyptus 75 @ 85	Hemlock, pure .. @ 1 00	Juniper Berries @ 1 25
Juniper Wood .. @ 1 00	Lard, extra 85 @ 1 00	Lard, No. 1 75 @ 90	Lavender Flowers @ 4 00
Lavender Garden 85 @ 1 00	Lemon 4 00 @ 4 50	Linseed, boiled bbl @ 49	Linseed, boiled less 54 @ 58
Linseed, raw bbls. @ 48	Linseed, raw less 53 @ 57	Mustard, true .. 4 50 @ 6 00	Mustard, artifi'l 2 75 @ 3 00
Neatsfoot 80 @ 85	Olive, pure 2 50 @ 3 50	Olive, Malaga, yellow 1 60 @ 1 75	Olive, Malaga, green 1 50 @ 1 65
Orange, sweet .. 4 00 @ 4 50	Organum, pure .. 1 25 @ 1 50	Organum, com'l 50 @ 75	Pennyroyal 2 25 @ 2 50
Peppermint @ 3 75	Rose, pure 16 00 @ 18 00	Rosemary Flowers 90 @ 1 00	Sandalwood, E. I. 6 25 @ 6 50
Sassafras, true .. 80 @ 90	Sassafras, artifi'l 45 @ 50	Sassafras, true .. 6 00 @ 6 50	Sparmint 90 @ 1 00
Sperm 4 75 @ 5 00	Tansy 25 @ 35	Tar, USP @ 46 1/2	Turpentine, bbls. 50 @ 55
Turpentine, less 75 @ 80	Wintergreen, sweet birch 2 00 @ 2 25	Wintergreen, art'l 50 @ 60	Wormseed @ 6 00
Wormwood @ 8 00	Potassium	Bicarbonate 15 @ 18	Bichromate 18 @ 16
Bromide 40 @ 50	Carbonate 12 @ 15	Chlorate, xtal and powdered 12 @ 16	Chlorate, granular 16 @ 20
Cyanide 30 @ 40	Iodide 2 85 @ 2 90	Permanganate .. 15 @ 30	Prussiate yellow 30 @ 35
Prussiate, red .. 50 @ 60	Sulphate 15 @ 20	Roots	Alkanet 15 @ 20
Blood, powdered 20 @ 25	Calamus 35 @ 40	Elecampane, powd 15 @ 20	Gentian, powd. .. 12 @ 15
Ginger, African, powdered 15 @ 20	Ginger, Jamaica, 20 @ 25	Ginger, Jamaica, powdered 22 @ 28	Goldenseal, powd. @ 6 50
Ipecac, powd. .. 2 75 @ 3 00	Licorice 14 @ 16	Licorice, powd. 12 @ 15	Orris, powdered 25 @ 30
Poke, powdered 20 @ 25	Rhubarb 75 @ 1 00	Rhubarb, powd. 75 @ 1 25	Rosinweed, powd. 25 @ 30
Sarsaparilla, Hond. ground @ 50	Sarsaparilla Mexican, ground 25 @ 30	Squills 20 @ 25	Squills, powdered 40 @ 60
Tumeric, powd. 12 @ 15	Valerian, powd. 25 @ 30	Seeds	Anise 15 @ 20
Anise, powdered 12 @ 25	Bird, 1st 7 @ 8	Canary 7 @ 10	Caraway 12 @ 18
Cardamon 1 60 @ 1 75	Celery 45 @ 50	Coriander 10 @ 15	Dill 18 @ 20
Fennel 4 @ 8	Flax, round 4 @ 8	Foenugreek, pow. 6 @ 10	Hemp 6 @ 7
Lobelia @ 50	Mustard, yellow 9 @ 12	Mustard, black .. 9 @ 12	Mustard, powd. 20 @ 25
Popy 15 @ 20	Quince @ 1 00	Rape 6 @ 10	Sabadilla 25 @ 30
Sabadilla, powd. 35 @ 45	Sunflower 6 @ 8	Worm American 15 @ 20	Worm Levant .. 40 @ 50
Tinctures	Aconite @ 60	Aloes @ 60	Arnica @ 60
Asafoetida @ 1 00	Belladonna @ 60	Benzoin @ 70	Benzoin Compound @ 75
Buchu @ 90	Cantharides @ 75	Capicum @ 75	Cardamon, Comp. @ 75
Catechu @ 60	Cinchona @ 60	Colchicum @ 60	Cubeb @ 75
Digitalis @ 60	Gentian @ 60	Ginger @ 60	Gualac @ 60
Gualac Ammon. @ 60	Iodine @ 1 00	Iodine, Colorless @ 1 25	Ipecac @ 75
Iron, clo @ 60	Kino @ 75	Myrrh @ 60	Nux Vomica @ 50
Opium @ 2 00	Opium Camph. .. @ 15	Opium, Deodor'd @ 2 25	Rhubarb @ 75
Paints	Lead, red, dry 7 1/4 @ 10	Lead, white dry 7 1/4 @ 10	Lead, white oil 7 1/4 @ 10
Ochre, yellow bbl 1 @ 1 1/4	Ochre, yellow less 2 @ 5	Putty 2 1/2 @ 5	Red Venetian bbl 1 @ 1 1/4
Red Venet'n, less 2 @ 5	Shake, Prepared 1 50 @ 1 60	Vermillion, Eng. 90 @ 1 00	Vermillion, Amer. 15 @ 20
Whiting, bbl. 1 @ 1 1/4	Whiting 2 @ 5	Insecticides	Arsenic 6 @ 10
Blue Vitrol, bbl. 6 @ 12	Blue Vitrol less 7 @ 10	Bordeaux Mix Pst 8 @ 15	Hellebore, white powdered 15 @ 20
Insect Powder 20 @ 35	Lead Arsenate .. 8 @ 16	Lime & Sulphur Solution, gal 15 @ 25	Paris Green 15 @ 20
Miscellaneous	Acetanald 30 @ 35	Alum 3 @ 5	Alum, powdered and ground 5 @ 7
Bismuth Subnitrate 2 10 @ 2 25	Borax xtal or powdered 6 @ 12	Cantharides powd. @ 1 25	Calomel 1 25 @ 1 35
Capicum 20 @ 25	Carmine @ 3 50	Cassia Buds @ 40	Cloves 25 @ 30
Chalk Prepared .. 6 @ 8 1/4	Chalk Precipitated 7 @ 10	Chloroform 38 @ 48	Chloral Hydrate 1 25 @ 1 45
Cocaine 3 90 @ 4 10	Cocoa Butter 50 @ 60	Corks, list, less 70% Copperas, less cwt 2 @ 6	Copperas, Powd., 4 @ 6
Corrosive Sublim. 1 25 @ 1 40	Cream Tartar .. 28 @ 35	Cuttlebone 25 @ 35	Dextrine 7 @ 10
Dover's Powder 2 00 @ 2 25	Emery, all Nos. 6 @ 10	Emery, powdered 5 @ 8	Epsom Salts, bbls @ 1 1/2
Ergot 1 50 @ 1 75	Ergot, powdered 1 80 @ 2 00	Flake White 12 @ 15	Formaldehyde lb. 12 @ 15
Gambler 6 @ 10	Gelatine 35 @ 45	Glassware, full cases 80%	Glassware, less 70 & 10%
Glauber Salts bbl. @ 1	Glauber Salts less 2 @ 5	Glue, brown 11 @ 15	Glue, brown grd 10 @ 15
Glue, white 15 @ 25	Glue, white grd 15 @ 20	Glycerine 25 @ 30	Hops 50 @ 80
Indigo 85 @ 1 00	Iodine 3 75 @ 4 00	Iodoform 4 80 @ 5 00	Lead Acetate 12 @ 18
Lycopodium 60 @ 75	Mace 80 @ 90	Mace, powdered 90 @ 1 00	Menthol 13 80 @ 14 00
Mercury 35 @ 40	Morphine, all brd 4 55 @ 4 80	Nux Vomica @ 10	Nux Vomica, pow @ 15
Pepper, black pow 20 @ 25	Pepper, white .. 25 @ 35	Pitch, Burgundy 10 @ 15	Quassia 10 @ 15
Quinine, all brds 2 1/2 @ 3 1/4	Rochelle Salts 30 @ 25	Saccharine 3 00 @ 2 20	Salt Peter 7 1/2 @ 12
Selditz Mixture 20 @ 25	Soap, green 15 @ 20	Soap, mott castle 10 @ 15	Soap, white castle @ 25
Soap, white castle less per bar .. @ 63	Soda Ash 1 1/4 @ 5	Soda Bicarbonate 1 1/4 @ 5	Soda, Sal 1 @ 2
Spirit Camphoe .. @ 75	Spirit Cologne .. 3 75 @ 4 00	Sulphur roll 3 1/4 @ 5	Sulphur Subl. 2 1/4 @ 5
Tamarinds 10 @ 15	Tartar Emetic .. 40 @ 50	Turpentine Venice 40 @ 50	Vanilla Ext. pure 1 00 @ 1 50
Witch Hazel 65 @ 1 00	Zinc Sulphate ... 7 @ 10		

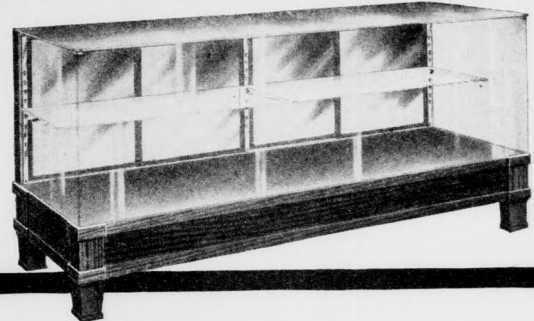


Our Home—Corner Oakes and Commerce

We are distributors of the Walrus soda fountain made at Decatur, Ill. We have five complete fountains on exhibition in our store, and we invite the inspection and consideration of all prospective buyers.

Grand Rapids. 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 FOOTE & JENKS, Jackson, Mich.



"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.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Equipment Plant in the World
Show Rooms and Factories: New York, Grand Rapids, Chicago, Boston, Portland

Four Kinds of Coupon Books
are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.
TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

- Rolled Oats
California Prunes
Cheese
Coffee
Balsam—Fir
Turpentine

Index to Markets

By Columns

Table with columns for market types (A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and various commodity categories like AMMONIA, AXLE GREASE, BAKED BEANS, etc.

CHEESE section listing items like Acme, Bloomingdale, Carson City, etc. with prices.

CHEWING GUM section listing items like Adams Black Jack, Adams Sappo, etc.

CHICORY section listing items like Bulk, Red, Eagle, etc.

CHOCOLATE section listing items like German's Sweet, Premium, etc.

CLOTHES LINE section listing items like No. 40 Twisted Cotton, No. 50 Twisted Cotton, etc.

COCOA section listing items like Baker's, Cleveland, Colonial, etc.

COCOANUT section listing items like Dunham's, 1/4s, 5lb. case, etc.

COFFEES, ROASTED section listing items like Common, Rio, Santos, etc.

NUTS—Whole section listing items like Almonds, Tarragona, Almonds, Drake, etc.

COFFEES, ROASTED (continued) section listing items like Maracaibo, Choice, Mexican, etc.

Mocha section listing items like Short Bean, Long Bean, H. L. O. G., etc.

Bogota section listing items like Fair, Fancy, Exchange Market, etc.

Package section listing items like New York Basis, Arbuckle, etc.

Extract section listing items like Holland, 1/2 gro boxes, Felix, etc.

CONFECTIONS section listing items like Standard, Standard H H, Standard Twist, etc.

Mixed Candy section listing items like Grocers, X L O, Special, etc.

Stick Candy section listing items like Jumbo, 32 lb, Extra H H, Boston Cream, etc.

Fancy-In Pails section listing items like Coco Bon Buns, Fudge Squares, Peanut Squares, etc.

Fancy-In 5lb. Boxes section listing items like Old Fashioned Molasses Kisses, Orange Jellies, etc.

Shelled section listing items like Spanish Peanuts, Pecan Halves, Walnut Halves, etc.

Peanuts section listing items like Fancy H P Suns, Roasted, Choice, raw, etc.

CRACKED WHEAT

Table listing Bulk, 24 2lb. pkgs. with prices.

NATIONAL BISCUIT COMPANY BRANDS

Table listing Butter, Excelsior Butters, N. B. C. Sq. bbl., etc.

Sweet Goods

Large table listing various sweet goods like Animals, Armada Cakes, Atlantics, Avena Fruit Cakes, etc.

6

- Uneeda Biscuit 50
- Uneeda Jinder Wayfarer 1.00
- Vanilla Wafers 1.00
- Zu Zu Ginger Snaps 50
- 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
- In Special Tin Packages.**
- Festino 2.50
- Minaret Wafers 1.00
- Nabisco, 10c 1.00

- CREAM TARTAR**
- Barrels or drums 33
- Boxes 34
- Square Cans 36
- Fancy caddies 41

- DRIED FRUITS**
- Apples**
- Evaporated, Choice bulk 6 1/2
- Evaporated, Fancy pkg. 7 1/2
- Apricots**
- California 12@14
- Citron**
- Corsican 15
- Currants**
- Imp'd 1 lb. pkg. 9
- Imported, bulk 8 1/4
- Peaches**
- Muir's-Choice, 25 lb. b 9
- Muir's-Fancy, 25 lb. b 10
- Fancy, Peeled, 25 lb. 18
- Peel**
- Lemon, American 12 1/2
- Orange, American 12 1/2
- Raisins**
- Cluster, 20 cartons 2.25
- Loose Muscatels 3 Cr 5 1/2
- Loose Muscatels 4 Cr 6
- L. M. Seeded, 1 lb. 7@7 1/2

- California Prunes**
- 90-100 25lb. boxes. @ 4
- 80-90 25lb. boxes. @ 6
- 70-80 25lb. boxes. @ 6 1/2
- 60-70 25lb. boxes. @ 7
- 50-60 25lb. boxes. @ 8
- 40-50 25lb. boxes. @ 9
- Farinaceous Goods**
- Beans**
- California Lima 7 1/2
- Michigan Lima 6
- Med. Hand Picked 2.25
- Brown Holland 1.65
- Farina**
- 25 lb. packages 1.50
- Bulk, per 100 lbs. 4.00
- Original Holland Rusk**
- Packed 12 rolls to container
- 3 containers (36) rolls 2.85
- 5 containers (60) rolls 4.75
- Hominy**
- Pearl, 100 lb. sack 2.00
- Maccaroni and Vermicelli
- Domestic, 10 lb. box 60
- Imported, 25 lb. box 2.50
- Pearl Barley**
- Chester 2.60
- Empire 2.75
- Peas**
- Green, Wisconsin, bu. 2.00
- Green, Scotch, bu. 2.00
- Split, lb. 5
- Sago**
- East India 5
- German, sacks 5
- German, broken pkg. 5

- Wheat**
- Red 1.02
- White 1.02
- Oats**
- Michigan carlots 36
- Less than carlots 38
- Corn**
- Carlots 52
- Less than carlots 56
- Hay**
- Carlots 12 00@14 00
- Less carlots 12 00@14 00
- Feed.**
- Street Car Feed 33
- No. 1 Corn & Oat Feed 33
- Cracked corn 32
- Coarse corn meal 32

- FISHING TACKLE**
- 1/2 to 1 in. 6
- 1 1/2 to 2 in. 7
- 1 1/2 to 2 in. 9
- 1 1/2 to 2 in. 11
- 2 in. 15
- 3 in. 20
- Cotton Lines**
- No. 1, 10 feet 5
- No. 2, 15 feet 7
- No. 3, 15 feet 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
- Linen Lines**
- Small 20
- Medium 26
- Large 34
- Poles**
- Bamboo, 14 ft., per doz. 55
- Bamboo, 16 ft., per doz. 60
- Bamboo, 18 ft., per doz. 60

- FLAVORING EXTRACTS**
- Jennings D C Brand
- Terpeness Extract Lemon
- No. 1 F box, per doz. 75
- No. 2 F box, per doz. 90
- No. 4 F box, per doz. 1.75
- No. 3 Taper, per doz. 1.75
- 2 oz. Flat F M per dz. 2.00
- Extract Mexican Vanilla
- Jennings D C Brand
- No. 1 F Box, per doz. 90
- No. 2 F Box, per doz. 1.25
- No. 4 F Box, per doz. 2.25
- No. 3 Taper, per doz. 2.00
- 2 oz. Flat F M per dz. 2.00

- FLOUR AND FEED**
- Grand Rapids Grain & Milling Co.
- Winter Wheat**
- Purity Patent 5.50
- Jeal of Minnesota 4.75
- Sunburst 4.75
- Wizard Flour 5.20
- Wizard Graham 5.20
- Wizard, Gran. Meal 4.00
- Wizard Buckwheat 6.00
- Rye 4.40
- Valley City Milling Co.
- Lily White 5.60
- Light Leaf 5.30
- Graham 2.30
- Gramena Health 2.40
- Gran. Meal 1.60
- Bolted Med. 1.50
- Voigt Milling Co.
- Graham 4.60
- Voigt's Crescent 5.50
- Voigt's Flouroigt 5.50
- Voigt's Hygienic 4.60
- Voigt's Royal 5.90
- Watson-Higgins Milling Co.
- Perfection Flour 5.50
- Tip Top Flour 5.10
- Golden Sheaf Flour 4.80
- Marshall's Best Flour 4.85
- Worden Grocer Co.
- Quaker, paper 5.30
- Quaker, cloth 5.40
- Quaker Buckwheat bbl 5.40
- Kansas Hard Wheat**
- Worden Grocer Co.
- American Eagle, 1/8 s 5.10
- American Eagle, 1/4 s 5.00
- American Eagle, 1/2 s 4.90
- Spring Wheat.**
- Roy Baker
- Golden Horn, family 4.75
- Golden Horn, bakers 4.65
- Wisconsin Rye 3.75
- Judson Grocer Co.
- Ceresota, 1/2 s 5.20
- Ceresota, 1/4 s 5.30
- Ceresota, 1/8 s 5.40
- Worden Grocer Co.
- Wingold, 1/8 s cloth 5.40
- Wingold, 1/4 s cloth 5.30
- Wingold, 1/2 s cloth 5.20
- Wingold, 1/8 s paper 5.25
- Wingold, 1/4 s paper 5.20
- Bakers' Patent 5.05
- Wykes & Co.
- Sleepy Eye, 1/8 s cloth 5.40
- Sleepy Eye, 1/4 s cloth 5.30
- Sleepy Eye, 1/2 s cloth 5.20
- Sleepy Eye, 1/8 s paper 5.20
- Sleepy Eye, 1/4 s paper 5.20
- Meal**
- Bolted 3.80@4.00
- Golden Granul'd 3.80@4.00
- Wheat**
- Red 1.02
- White 1.02
- Oats**
- Michigan carlots 36
- Less than carlots 38
- Corn**
- Carlots 52
- Less than carlots 56
- Hay**
- Carlots 12 00@14 00
- Less carlots 12 00@14 00
- Feed.**
- Street Car Feed 33
- No. 1 Corn & Oat Feed 33
- Cracked corn 32
- Coarse corn meal 32

- GRAIN BAGS**
- Broad Gauge 18
- Amoskeag 19
- HERBS**
- Sage 15
- Hops 15
- Laurel Leaves 15
- Senna Leaves 25

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- Jennings D C Brand
- Terpeness Extract Lemon
- No. 1 F box, per doz. 75
- No. 2 F box, per doz. 90
- No. 4 F box, per doz. 1.75
- No. 3 Taper, per doz. 1.75
- 2 oz. Flat F M per dz. 2.00
- Extract Mexican Vanilla
- Jennings D C Brand
- No. 1 F Box, per doz. 90
- No. 2 F Box, per doz. 1.25
- No. 4 F Box, per doz. 2.25
- No. 3 Taper, per doz. 2.00
- 2 oz. Flat F M per dz. 2.00

- FLAVORING EXTRACTS**
- Jennings D C Brand
- Terpeness Extract Lemon
- No. 1 F box, per doz. 75
- No. 2 F box, per doz. 90
- No. 4 F box, per doz. 1.75
- No. 3 Taper, per doz. 1.75
- 2 oz. Flat F M per dz. 2.00
- Extract Mexican Vanilla
- Jennings D C Brand
- No. 1 F Box, per doz. 90
- No. 2 F Box, per doz. 1.25
- No. 4 F Box, per doz. 2.25
- No. 3 Taper, per doz. 2.00
- 2 oz. Flat F M per dz. 2.00

- FLAVORING EXTRACTS**
- Jennings D C Brand
- Terpeness Extract Lemon
- No. 1 F box, per doz. 75
- No. 2 F box, per doz. 90
- No. 4 F box, per doz. 1.75
- No. 3 Taper, per doz. 1.75
- 2 oz. Flat F M per dz. 2.00
- Extract Mexican Vanilla
- Jennings D C Brand
- No. 1 F Box, per doz. 90
- No. 2 F Box, per doz. 1.25
- No. 4 F Box, per doz. 2.25
- No. 3 Taper, per doz. 2.00
- 2 oz. Flat F M per dz. 2.00

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- No. 3 Taper, per doz. 2.00
- 2 oz. Flat F M per dz. 2.00

8

- HIDES AND PELTS**
- Hides**
- Green, No. 1 11 1/2
- Green, No. 2 10 1/2
- Cured, No. 1 13
- Cured, No. 2 12
- Calfskin, green, No. 1 15
- Calfskin, green, No. 2 13 1/2
- Calfskin, cured, No. 1 14
- Calfskin, cured, No. 2 14 1/2
- Pelts**
- Old Wool @ 80
- Lambs 50@100
- Shearlings 50@100
- Tallow**
- No. 1 @ 5
- No. 2 @ 4
- Wool**
- Unwashed, med. @18
- Unwashed, fine @13

- HORSE RADISH**
- Per doz. 90
- JELLY**
- 5lb. pails, per doz. 2 20
- 15lb pails, per pail 48
- 30lb pails, per pail 90
- JELLY GLASSES**
- 1/2 pt. in bbls, per doz. 15
- 1/2 pt. in bbls, per doz. 15
- 3/4 oz. capped in bbls, per doz. 18
- MAPLEINE**
- 2 oz. bottles, per doz. 3 00
- MINCE MEAT**
- Per case 2 85
- MOLASSES**
- New Orleans**
- Fancy Open Kettle 42
- Choice 35
- Good 22
- Fair 20
- Half barrels 2c extra
- Red Hen, No. 2 1/2 1.75
- Red Hen, No. 5 1.75
- Red Hen, No. 10 1.65
- MUSTARD**
- 1/2 lb. 6 lb. box 16
- 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. 1.90
- Stuffed, 14 oz. 1.35
- Stuffed, 14 oz. 2.25
- Pitted (not stuffed) 2.25
- 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

- PICKLES**
- Medium
- Barrels, 1,200 count 7.75
- Half bbls., 600 count 4.38
- 5 gallon kegs 2.00
- Small**
- Barrels 9.50
- Half barrels 5.25
- 5 gallon kegs 3.00
- Gherkins**
- Barrels 14.50
- Half barrels 7.75
- 5 gallon kegs 2.75
- Sweet Small**
- Barrels 14.50
- Half barrels 8.00
- 5 gallon kegs 3.25
- PIPES**
- Clay, No. 216, per box 1.75
- Clay, T. D., full count 60
- Cob 90
- PLAYING CARDS**
- No. 90, Steamboat 75
- No. 15, Rival, assorted 1.25
- No. 20, Rover, enam'd 1.50
- No. 572, Special 1.75
- No. 98 Gold, satin fin. 2.00
- No. 808, Bicycle 2.00
- No. 632, Tour'n't whist 2.25
- POTASH**
- Babbitt's 4.00
- PROVISIONS**
- Barreled Pork**
- Clear Back 22 00@23 00
- Short Cut Clear 20 50@21 00
- Bean 19 00@19 50
- Brisket, Clear 24 00@24 50
- Pig 23 00
- Clear Family 26 00
- Dry Salt Meats**
- S P Bellies 13
- Lard**
- Pure in Herces, 11 1/2 @ 12
- Compound Lard 8 1/2 @ 8 1/2
- 80 lb. tubs advance 1/2
- 60 lb. tubs advance 1/2
- 50 lb. tins advance 1/2
- 20 lb. pails advance 1/2
- 10 lb. pails advance 1/2
- 5 lb. pails advance 1/2
- 8 lb. pails advance 1

- Smoked Meats**
- Hams, 12 lb. av. 17 @ 17 1/2
- Hams, 18 lb. av. 16 1/2 @ 17
- Hams, 12 lb. av. 16 @ 16 1/2
- Skinned Hams 18 @ 18 1/2
- Ham, dried beef sets 20 @ 20 1/2
- California Hams 11 1/2 @ 12
- Plenic Botted Hams @ 15
- Botted Hams 25 @ 25 1/2
- Minced Ham 12 1/2 @ 13
- Bacon 17 1/2 @ 25
- Sausages**
- Bologna 9 1/2 @ 10
- Liver 7 1/2 @ 8
- Frankfort 10 @ 10 1/2
- Pork 13 @ 14
- Veal 11
- Tongue 11
- Headcheese 9
- Beef**
- Boneless 18 00@18.50
- Rump, new 19 00
- Pig's Feet**
- 1/4 bbls. 1.05
- 1/2 bbls., 40 lbs. 2.10
- 3/4 bbls. 4.00
- 1 bbl. 8.00
- Tripe**
- Klts, 15 lbs. 90
- 1/4 bbls., 40 lbs. 1.60
- 1/2 bbls., 80 lbs. 3.00
- Casings**
- Hogs, per lb. 35
- Beef, rounds, set 17 @ 18
- Beef, middles, set 90 @ 95
- Sheep, per bundle 80
- Uncolored Butterine**
- Solid Dairy 12 @ 16
- Country Rolls 12 1/2 @ 18
- Canned Meats**
- Corned beef, 2 lb 4.20
- Corned beef, 1 lb 2.20
- Roast beef, 2 lb 4.20
- Roast beef, 1 lb 2.20
- Potted Ham, 1/2 s 50
- Potted Ham, 1/4 s 50
- Deviled Ham, 1/4 s 90
- Deviled Ham, 1/2 s 90
- Potted Tongue, 1/4 s 90
- Potted Tongue, 1/2 s 90
- RICE**
- Fancy 6 @ 6 1/4
- Japan Style 5 @ 5 1/2
- Broken 4 @ 4 1/2
- ROLLED OATS**
- Rolled Avena, bbls. 4.15
- Steel Cut, 100 lb sks. 2.00
- Monarch, bbls. 3.90
- Monarch, 90 lb. sks. 1.80
- Quaker, 18 Regular 1.45
- Quaker, 20 Family 4.00
- SALAD DRESSING**
- Columbia, 1/2 pt 2.25
- Columbia, 1 pint 4.00
- Durkee's, large, 1 doz. 4.50
- Durkee's, small, 2 doz 5.25
- Snider's, large, 1 doz. 2.35
- Snider's, small, 2 doz. 1.35
- SALERATUS**
- Packed 60 lbs. in box.
- Arm and Hammer 3.00
- Wyandotte, 100 1/2 s 3.00
- SAL SODA**
- Granulated, bbls. 80
- Granulated, 100 lbs. cs. 90
- Granulated, 36 pkgs. 1.25
- SALT**
- Common Grades
- 100 3 lb. sacks 2.60
- 70 4 lb. sacks 2.40
- 60 5 lb. sacks 2.40
- 28 10 lb. sacks 2.25
- 55 lb. sacks 4.40
- 28 lb. sacks 2.00
- Warsaw**
- 56 lb. dairy in drill bags 40
- 28 lb. dairy in drill bags 20
- Solar Rock**
- 56 lb. sacks 25
- Common**
- Granulated, Fine 1.05
- Medium, Fine 1.10
- SALT FISH**
- Cod**
- Large, whole @ 7 1/2
- Small, whole @ 7
- Strips or bricks 7 1/2 @ 10 1/2
- Pollock @ 4 1/2
- Halibut**
- Strips 15
- Chunks 16
- Holland Herring**
- Y. M. wh. hoop bbls. 12 00
- Y. M. wh. hoop 1/2 bbl. 6 50
- Y. M. wh. hoop kegs 72
- Y. M. wh. hoop Milchers kegs 73
- Queen, bbls. 11 00
- Queen, 1/2 bbls. 5 75
- Queen kegs 63
- Trout**
- No. 1, 100 lbs. 7 50
- No. 1, 40 lbs. 3 25
- No. 1, 10 lbs. 90
- No. 1, 8 lbs. 76

- Mackerel**
- Mess, 100 lbs. 16 50
- Mess, 40 lbs. 7 00
- Mess, 10 lbs. 8 85
- Mess, 8 lbs. 1 50
- No. 1, 100 lbs. 10 00
- No. 1, 40 lbs. 6 60
- No. 1, 10 lbs. 1 25
- Whitefish**
- 100 lbs. 9 75
- 50 lbs. 5 25
- 10 lbs. 1 12
- 8 lbs. 92
- 100 lbs. 4 65
- 40 lbs. 2 10
- 10 lbs. 65
- 8 lbs. 75
- SEEDS**
- Anise, Smyrna 14
- Canary, Smyrna 6
- Caraway 10
- Cardomom, Malabar 1 20
- Celery, Russian 5
- Hemp 5
- Mixed Bld 5
- Mustard, white 8
- Poppy 16
- Rape 5 1/2
- SHOE BLACKING**
- Handy Box, large 3 dz 3 50
- Handy Box, small 1 25
- Bixby's Royal Polish 85
- Miller's Crown Polish 85
- SNUFF**
- Scotch, in bladders 37
- Maccaboy, in jars 35
- French Rapple in jars 43
- SODA**
- Boxes 5 1/2
- Kegs, English 4 1/4
- SPICES**
- Whole Spices**
- Allspice, Jamaica 9
- Allspice, large Garden 11
- Cloves, Zanzibar 27
- Cassia, Canton 14
- Cassia, 5c pkg. doz. 25
- Ginger, African 9 1/2
- Ginger, Cochln, 14 1/2
- Mace, Penang 70
- Mixed, No. 1 16 1/2
- Mixed, No. 2 10
- Mixed, 5c pks. doz. 45
- Nutmegs, 70-80 30
- Nutmegs, 105-110 22
- Pepper, Black 13
- Pepper, White 25
- Pepper, Cayenne 22
- Paprika, Hungarian 45
- 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
- STARCH**
- Corn**
- Kingsford, 40 lbs. 7 1/4
- Muzzy, 20 lb. pkgs. 5 1/4
- Muzzy, 40 lb. pkgs. 5
- Gloss**
- Kingsford 7 1/4
- Silver Gloss, 40 lbs. 7 1/4
- Silver Gloss, 15 lbs. 6 1/4
- Silver Gloss, 12 lbs. 8 1/4
- Muzzy**
- 45 lb. packages 5
- 16 3lb. packages 4 7/8
- 12 6lb. packages 6
- 50lb. boxes 3

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item name and price. Includes items like Scrapple, Sure Shot, Yankee Girl, Pan Handle, Peachy Scrap, Union Workman, Smoking, All Leaf, BB, Bagdad, Badger, Banner, Belwood Mixture, Big Chief, Bull Durham, Buck Horn, Carnival, Cigar Clip, Continental Cubes, Corn Cake, Cream, Cuban Star, Chips, Dills Best, Dixie Kid, Duke's Mix, Drum, F F A, Fashion, Five Bros, Five cent cut Plug, F O B, Four Roses, Glad Hand, Gold Block, Gold Star, Gall & Ax Navy, Growler, Hemp, Hand Made, Hazel Nut, Honey Dew, Honey Dew, Hunting, I X L, I X L in pails, Just Suits, King Bird, King Bird, King Bird, La Turka, Little Giant, Lucky Strike, Le Redo, Le Redo, Myrtle Navy, Myrtle Navy, Maryland Club, Mayflower, Nigger Hair, Nigger Hair, Nigger Head, Nigger Head, Noon Hour, Old Colony, Old English Curve, Old Crop, P S, Pat Hand, Patterson Seal, Patterson Seal, Peerless, Peerless, Peerless, Peerless, Plaza, Plow Boy, Plow Boy, Plow Boy, Pedro, Pride of Virginia, Pilot.

13

Table with 2 columns: Item name and price. Includes items like Pilot, Prince Albert, Prince Albert, Queen Quality, Rob Roy, Rob Roy, S & M, Soldier Boy, Soldier Boy, Sweet Caporal, Sweet Lotus, Sweet Lotus, Sweet Tip, Sweet Tip, Sun Cured, Summer Time, Standard, Standard, Seal N. C., Seal N. C., Three Feathers, Three Feathers, Pipe combination, Tom & Jerry, Tom & Jerry, Trout Line, Trout Line, Turkish, Tuxedo, Tuxedo, Twin Oaks, Union Leader, Union Leader, Union Leader, Union Workman, Uncle Sam, U. S. Marine, Van Bibber, Velvet, Velvet, War Path, Wave Line, Wave Line, Way up, Wild Fruit, Yum Yum, Yum Yum, Cotton, Cotton, Hemp, Flax, Wool, White Wine, White Wine, White Wine, Oakland Vinegar & Pickle, Highland apple cider, Oakland apple cider, State Seal sugar, Oakland white pickling, Packages free, WICKING, WOODENWARE, Baskets, Bushels, Market, Splint, Splint, Willow Clothes, Willow Clothes, Butter Plates, Ovals, Wire End, Churns, Barrel, Barrel, Round Head, 4 inch.

14

Table with 2 columns: Item name and price. Includes items like 4 1/2 inch, Cartons, Egg Crates and Fillers, Humpty Dumpty, No. 1, complete, No. 2, complete, Case No. 2, fillers, Case, medium, Faucets, Cork lined, Cork lined, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, Ideal No. 7, 12lb. cotton mop heads, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire Cable, Cedar all red brass, 3-wire Cable, Paper Eureka, Fibre, 10 qt. Galvanized, 12 qt. Galvanized, 14 qt. Galvanized, Toothpicks, Birch, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tub, 20-in. Standard, 18-in. Standard, 16-in. Standard, 20-in. Cable, 18-in. Cable, 16-in. Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Large Galvanized, Medium Galvanized, Small Galvanized, Washboards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bawls, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted, 13-15, Assorted, 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butchers' Manila, Wax Butter, short c't 13, Wax Butter, full count 20, Wax Butter, rolls 19, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., AXLE GREASE, MICA, 1 lb. boxes, per gross, 3 lb. boxes, per gross, BAKING POWDER, Royal, 10c size, 1/4 lb. cans, 6 oz. cans, 1/2 lb. cans, 1 lb. cans, 3 lb. cans, 5 lb. cans, Churns, Barrel, Barrel, Round Head, 4 inch.

15

CIGARS Johnson Cigar Co.'s Brand



Table with 2 columns: Item name and price. Includes items like S. C. W., El Portana, Evening Press, Exemplar, Worden Grocer Co. Brand, Ben Hur, Perfection, Perfection Extras, Londres Grand, Standard, Puritanos, Panatellas, Finas, Panatellas, Bock, Jockey Club, Old Master Coffee, Old Master, San Marto, Pilot, TEA, Royal Garden, THE BOUR CO., TOLEDO, CO., COFFEE, Roasted, Dwinell-Wright Co.'s B'ds, White House, White House, Excelsior, Excelsior, Excelsior, Tip Top, Blend, Royal Blend, Royal High Grade, Superior Blend.

Old Master Coffee



Old Master, San Marto, Pilot

TEA Royal Garden, THE BOUR CO., TOLEDO, CO.

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

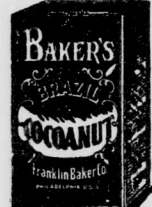


White House, White House, Excelsior, Excelsior, Excelsior, Tip Top, Blend, Royal Blend, Royal High Grade, Superior Blend

16

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

COCOANUT Baker's Brazil Shredded



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

The only 5c Cleanser Guaranteed to equal the best 10c kinds

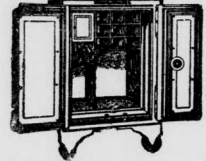


Apex Hams, Apex Bacon, Apex Lard, Excelsior Hams, Excelsior Bacon, Silver Star Lard, Family Pork, Wax Butter, Fat Back Pork, Prices quoted upon application. Hammond, Standish & Co., Detroit, Mich.

17

SAFES

Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.



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

SOAP

Lautz Bros. & Co. Acme, 25 bars, 75 lbs. 4 00 Acme, 25 bars, 70 lbs. 3 80 Acme, 100 cakes 3 00 Big Master, 100 blocks 4 00 German Mottled 3 15 German Mottled, 5 bx 3 15 German Mottled 10 bx 3 10 German Mottled 25 bx 3 05 Marseilles, 100 cakes 6 00 Marseilles, 100 cks 5c 4 00 Marseilles, 100 cks toll 4 00 Marseilles, 1/2 box toll 2 10 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 85

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

A. B. Whisley 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 Babbit's 1776 3 75 Roseine 3 59 Armour's 3 76 Wisdom 3 80

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

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

We Manufacture Public Seating Exclusively Churches Schools Lodge Halls 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.

Big bargain in South Carolina timber. We are the owners of more than fifty million feet of fine N. C. pine, poplar, cypress and red gum on Southern R. R., in South Carolina, and will sell at extremely low figure. 25 years in which to cut timber. Write for particulars. Savannah Valley Lumber Co., Augusta, Ga. 922

For Sale—Lease and part of furniture of the only \$2 house in a good live town. Ten passenger trains a day. Hotel has 33 rooms, nicely furnished. Electric lights, hardwood floors, bath. Doing capacity business. Will bear close investigation. Address Hotel B, care Michigan Tradesman. 916

For Sale And Lease—Our old established carpet and drapery department on the third floor of our store. A small investment by the right party at once will bring big returns for the investment. Simons Dry Goods Co., Lansing, Mich. 915

Who wants either my Oliver typewriter No. 3, for \$25; or my Underwood for \$40? Neither one has been used a great deal—nearly new. Sent on approval. Have no use for two. Address J. G. Weller, Olney, Ill. 913

For Sale—First-class bakery and cafe with soda fountain and ice cream parlor in connection. Doing a fine business in one of the best towns in Central Michigan. This is a money-maker for a hustler. Reason for selling, other business. Address R. care Tradesman. 933

For Sale—A good, up-to-date bazaar and grocery stock in city of St. Louis, Mich. Must sell on account of ill health. For particulars enquire E. J. Alexander. 932

For Sale—Good clean stock general merchandise, located in best town 800 population in Central Michigan. Invoices about \$4,000. Fine business, excellent farming country. Will sell at inventory. Deal with owner, no agents. Address No. 907, care Tradesman. 907

Wanted—To lease hotel in town with one regular hotel. Dry town preferred. Give particulars in first letter. 809 W. 2nd St., Flint, Mich. 906

To Exchange—100 acre farm, 2 1/2 miles from town, in Jefferson county, Indiana. Worth \$6,500. Want general merchandise. Address Box 272, Pierceton, Ind. 905

For Sale—Retail lumber business, the only yard in town 3,000 population and in the best farming section of Ohio. Address Clemmer & Johnson, Hicksville, Ohio. 904

Want to take young or middle aged man with some money, or would join stocks, to locate in one of the best manufacturing cities in the State. Good opening. Must be capable of taking charge of the business. I am past the age. Must be well recommended. Address No. 903, care Michigan Tradesman. 903

For Sale—Grocery stock and fixtures, will invoice about \$5,000. Doing a business of \$40,000 a year. Located in one of the best towns in Michigan. Population about 3,000. Reason for selling, have other interests to look after. Address No. 902, care Michigan Tradesman. 902

A Rare Opportunity—For sale, only abstract business in Socorro county, the second largest county in the United States. Owners moving to California. Address The Socorro Title Abstract Co., Socorro, New Mexico. 901

For Sale—1,500 acres good alluvial level farm lands, largely in cultivation, near Vicksburg, Mississippi, tracts of 160 acres or more. Price \$35 per acre on terms of \$10 per acre cash, balance three equal yearly payments. Address Box 105, Dyersburg, Tenn. 900

Department Store—Strictly up-to-date ladies' department store, in a good live town, doing a nice business. Good reason for selling. Might give some terms. Address W. P. Dorman, Girard, Kan. 899

Splendid opportunity to go into business in good flourishing city of 2,500 to 3,000 inhabitants in corn belt of Illinois. Conditions are extremely favorable if taken at once. Best location in city. Reason for selling, desire to retire from active business. Further information address Box 454, Gibson City, Ill. 898

For Sale or Rent—Elegant modern store building, 114x32 1/2. Mrs. Iver Larsen, Decorah, Iowa. 896

Good opening for drug and stationery store in town 3,500. Good room in brick block. Reasonable rent. For particulars write D. J. Sloan & Co., North Baltimore, Ohio. 895

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

Wanted—Partner to take charge of Chicago office and invest \$3,000 to \$5,000 in farm company with established mail order trade on fancy eggs, butter and poultry. Good profits. Investigation courted but four pushers saw your stamps. Drawer "A," Homer, Mich. 893

Three good counters and 4 window shades, 10 to 12 feet wide. A. E. Putnam Co., Milan, Mich. 891

For Sale—At once, modern shoe repair shop complete, consisting of 2 h. p. motors, with progressive finisher, Landis stitcher, Singer sewing machine, jacks and tools, etc. Low rent, with lease to right party. Will sell at a low price. A snap for a hustler Address A. H. E., care Tradesman. 852

For Sale—Mosler safe, inside made for McCaskey account system. Colegrove Bros., Remus, Mich. 912

For Sale—Practically new greenhouse plant and splendid business; two big houses; hot water heated; also house, barn and six lots. Address George Lunn, South Lyon, Mich. 892

For Sale—Confectionery and restaurant, doing fine business. Town 6,000. A bargain. Address No. 875, care Tradesman. 875

For Sale—Practically new general stock, doing good business. Address No. 876, care Tradesman. 876

For Sale—\$2,000 to \$5,000 long established safe and fully stocked 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

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

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

Will rent space for millinery and ladies' furnishings in my new store, ready July 1st. Apply Cadden's Popular Garment Store, Evansville, Indiana. 894

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 Albia, 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

Dry Goods Business For Sale—I offer my business for sale as going business. The thought of selling my business was unknown to me until the past few days. My spring and summer goods are all in and stock is complete in even the smallest detail. Have had no close out sales and no announcement of going out of business. Stock is clean and no money will be asked for unsalable stock. This is known as Howell's busiest store. The business is in its prime and making money. My reason for selling will satisfy anyone interested. \$5,000 stock \$35,000 business. E. A. Bowman, The Busy Store, Howell, Mich. 881

For Sale or Exchange—First-class 237 acre stock or dairy farm in Allegan county, Michigan, 3 1/2 miles from Plainwell, 1 1/2 miles from Interurban. Fair buildings, dark loam soil, lies level, no waste land. Price \$75 per acre. Will take good income property or stock of general merchandise for one-half its value. Harry Thomasma, Owner, 433-438 Houseman Bldg., Grand Rapids, Mich. 884

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

Mr. Bazaar Buyer, if you have cash and want the only bazaar in city 4,000, Central Michigan, with large clean stock, long lease and low rent, address Owner, 590 Longburn Ave., Detroit, Mich. 331

Cigar and tobacco business in Atchison, Kan.; the only exclusive jobbing and tobacco house in the city; a well established business of twenty-two years' standing; clean stock; excellent territory surrounding; best retail cigar and tobacco trade in Atchison; ill health only reason for selling. For particulars address Julius Seitz, Atchison, Kan. 929

For Sale—A clean up-to-date shoe stock in a prosperous town of 8,000 in Central Nebraska. Best location in the town, low rent, lease to run two years. A bully chance for a live one. Address C. B. and E. B. Finch, Kearney, Nebraska. 928

New Card Game—Meets a long felt want and can be sold in every home. Want to interest someone to manufacture and place it on the market. Lock Box 963, Portland, Indiana. 918

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

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

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

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

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

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

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

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 to 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

For Sale—Drug store and stock in Southern Michigan. Continued ill health compels me to sell. No shelf-worn stock. Money no object. Address No. 861, care Tradesman. 861

For Sale—My stock of general merchandise and good will, also my store real estate. Doing a good prospering business. Stock about \$3,000, in strictly first-class shape. Reason for selling, wish to retire after 21 years active service. For particulars address Lock Box 57, Peshtigo, Wis. 858

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

For Sale—Clean fresh stock of groceries in Owosso, Mich. Best established trade and location, small investment required. A splendid opportunity to make money. Address No. 880, care Michigan Tradesman. 880

For Sale—Nice clean stock general merchandise and fixtures, will invoice about \$10,000, located on best corner, brick store, in good hustling town Southern Michigan. Long lease if desired. If you wish a good paying business it would pay you to look this up. Address No. 882, care Tradesman. 882

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

For Sale—The only cab and bus line in town of 10,000; have all the funeral business and the U. S. mail contracts; price \$8,000; the business paid 30 per cent. last year; will take half cash. Address W. C. Matthews, Real Estate, Chickasha, Okla. 927

For Sale—In Chicago, Ill., on account of moving, a new two-story house with all modern improvements; also office, a barn, wagon shed and garage. Rent of this property about \$900 a year. A very good location for automobile business or business in ice, coal and expressing. Neighborhood improved with new houses and new families are moving in. Address X, 2617 N. Lawndale Ave., Logan Square, Chicago, Ill. 925

Good opening for boots, shoes, hats and caps, men's furnishings or jewelry; town in Indiana, 20,000. Rent reasonable. Best location on principal street. Address Monroe Tailoring Co., 12 N. Market St., Chicago, Ill. 924

35 acres of red, white and burr oak timber for sale. Address J. B. Sheetz, Fowler, Ind. 923

For Sale—Stock of dry goods, clothing, shoes and furnishings in one of the best towns in Northern Michigan. Stock will inventory between \$5,000 and \$6,000. Store doing a nice business. Reason for selling, owner has other business interest, needs all of his attention. This is a great chance for a man looking for location to start in business, located on the main line of the G. R. & L. R. R. Will consider Grand Rapids or Detroit real estate in exchange for stock. I also own the building and will sell or rent for low price. Address Lock Box 246, Kingsley, Michigan. 921

Central Michigan farms, fruit, grain or stock. Write for free list. Phillip F. Lippert, Stanton, Mich. 920

Canning factory and coal business for sale or trade. Splendid reasons for desiring change. Address No. 919, care Michigan Tradesman. 919

For Sale—Bakery in town of 2,000. Well equipped. Part machinery. No competition. Bargain if taken at once. Address A. B. Wilson, Jonesville, Mich. 917

For Sale—Furniture, jewelry, wallpaper and undertaking business. Stock, fixtures and two funeral cars invoice \$7,500. Good paying business in live town in Western Michigan. Stock in first-class shape. Will sell reasonable. Also residence, \$3,500 and seven acres fancy bearing fruit, \$2,000. Will sell separately. Have other business that requires attention. Address No. 888, care Tradesman. 888

A Good Opening—A brick store for rent, 22x80, centrally located in Saranac, Mich., suitable for a bazaar or other business. Rent low and opportunity number one. Address S. M. Crawford, Saranac, Mich. 836

To Exchange—Merchant owning a 280 acre farm 5 1/2 miles from Texico, Jefferson Co., Ill., taken in the settlement of an estate, wishes to exchange it at its value for good, clean merchandise or income property; price \$75 per acre. Address Jos. M. Weiler, Olney, Ill. 864

Will buy, for spot cash, stock clothing, shoes or general stock. Want location. Address Lock Box 143, Station D., St. Joseph, Mo. 880

AUCTIONEERS.

C. A. Nelson, merchandise auctioneer. For terms and date. Address Lock Box 922, North Loup, Neb. 890

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

HELP WANTED.

Wanted—A first-class clerk for general store. Will pay good wages to right man. Address No. 930, care Tradesman. 930

Wanted—Experienced alteration woman for cloak department. State references and salary in first letter. Jacobsens, Greenville, Mich. 926

Wanted—Subscription solicitors who have had actual experience in securing subscribers for trade journals. State experience, length of time employed and names of former employers. Address No. 897, care Michigan Tradesman. 897

Salesman—Calling on grocery and other mercantile trade, to handle our Merchants' Premium Service; meritorious proposition; liberal pay. No samples. Address Stopher Sales Agency, Box No. 307, Grand Rapids, Mich. 874

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

SMOTHERED IN COMMITTEE.

The Weadock Amendment to the Garnishment Law.

Senator Weadock introduced a bill in the State Senate on March 3, which the retail merchants of Michigan should watch with interest and be prepared to defeat. It is known as Senate Bill 344, File No. 323. The full text of the bill is as follows, the proposed amendment being set in black face type:

Section 1. Section 2 of Act No. 137 of the Laws of Michigan of 1849, entitled "An act to authorize proceedings against garnishees, and for other purposes," being compiler's section 991 of the Compiled Laws of 1897, as amended by Act No. 172 of the Public Acts of 1901, is hereby amended to read as follows:

Section 2. The person summoned as garnishee, from the time of the service of such summons, shall be deemed liable to the plaintiff in such suit, to the amount of the property, money and effects in his hands or possession, or under his control, or due from him to the defendant in such suit: **Provided, That there shall be no liability on the part of any person so summoned as such garnishee in any suit brought against any person in which his wages shall be involved unless such original suit shall be brought for the recovery of a debt due for necessities of life, medical attendance, drugs or family stores, and then only when there shall be filed with the justice of the peace issuing same a bond equal in amount to twice the amount of such claim. Such bond shall be filed before such garnishee summons shall be issued and any garnishee summons issued in such case without such bond being taken shall be null and void and of no effect. Such bond shall be conditioned to indemnify the defendant against all expense, including loss of time necessary to appear and defend such action, and an attorney's fee of not less than five dollars in the event of failure of plaintiff to sustain his action: **Provided, further, That when the defendant is a householder having a family, nothing herein contained shall be applicable to any indebtedness of such garnishee to the defendant for the personal labor of such defendant, or his family, to the amount of eighty per centum of such indebtedness, but in no case shall more than thirty dollars of such indebtedness be exempt from the operation of this act, and in all cases at least eight dollars shall be so exempt: **Provided further, That in case the defendant is not a householder having a family, nothing herein contained shall be applicable to any indebtedness of such garnishee to the defendant for the personal labor of such defendant to the amount of forty per centum of such indebtedness, but in no case where the principal defendant is not a householder shall more than fifteen dollars of such indebtedness be exempt from the operation of this act, although in all cases of the description mentioned in this proviso at least four dollars shall be so exempt.******

It will be noted that this bill, if it should become a law, would prohibit the garnishment process being invoked for anything but the bare necessities of life. It could not be taken advantage of by the dealer in musical instruments or a hardware dealer or any merchant handling anything but necessities, such as drugs and family stores and also for medical attendance. Furthermore, it provides that the person resorting to the garnishment process must put up a bond, double the amount of the account sought to be recovered on, to indemnify the defendant against all expense, including loss of time and an attorney fee of not less than \$5 in the event of failure of defendant to sustain his action.

The Tradesman has trustworthy information from Lansing to the effect that this bill will, undoubtedly, remain in the hands of the Judiciary Committee of the Senate, at least so far as it limits the nature of debts for which garnishment will lie. The bill may, however, be used by the Judiciary Committee as a title to a bill to amend the exemption provision, if the semi-monthly pay bill becomes a law.

It is understood that this bill originated in the office of Parke, Davis & Co., of Detroit. This house is a large employer of labor and claims to have been annoyed very much for some years past by the frequency with which the garnishment process has been resorted to in connection with its employes.

One of the singular features of the times is the frequency with which wage workers resort to the bankruptcy court. It was not intended that the bankruptcy law should be availed of by wage earners at all, but it is now not at all uncommon for an employe of a corporation who has been garnisheed once—and realizes that the second garnishee means discharge—to immediately seek the protection of the bankruptcy court, which effectually clears him of his debts and enables him to laugh his creditors in the face. In many instances there are not enough assets to pay the creditors more than a small percentage of the total claims.

The Tradesman will keep close tab on the Weadock bill and undertake to notify the business interests of the State in plenty of time in the event of any concerted effort being made to secure the enactment of so iniquitous a measure. The Tradesman has exceptional facilities for securing information of this character and will furnish same first-hand and in advance of any other publication. It has always been able to do this in the past and confidently expects to be able to continue this arrangement in the future.

Manufacturing Matters.

Cadillac—The Cadillac Chair Co. has increased its capital stock from \$100,000 to \$150,000.

Montrose—The Bruyca Cheese Co. has engaged in business with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

Pontiac—The Pontiac Bridge & Boiler Co. has engaged in business with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and \$5,200 paid in in property.

Traverse City—The Michigan Wood Preserving Co. has engaged in business with an authorized capitalization of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The Manufacturers Rubber & Supply Co. has been organized with an authorized capital stock of \$10,000, of which \$8,000 has been subscribed, \$100 paid in in cash and \$1,674 in property.

Lake Odessa—The Grand Rapids Cabinet Co. has been incorporated with an authorized capital stock of \$25,000 common and \$5,000 preferred, of which \$22,000 has been subscribed, \$2,000 being paid in in cash and \$20,000 in property.

Kalamazoo—The Kalamazoo Manufacturing Co., manufacturer of electric intensifiers, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and paid in in property.

Kalamazoo—The Kalamazoo Cushion-Spring Horseshoe Co. has been organized, with Marvin Schaberg President, Thomas Bartlett Vice-President, J. W. Stockwell Secretary, John McDermott Manager and John E. Cross Treasurer.

Allegan—Siebe Baker and son, Hollis S., have purchased the interests of H. A. DeLano and the estate of George E. DeLano in the Baker & Co. furniture manufacturing plant and the business will be continued under the same style.

Bay City—O. J. Morton has filed a petition in chancery asking for an accounting from John J. DeYoung of the affairs of the Bay City Wood & Plaster Co. and has secured an injunction restraining DeYoung from withdrawing any of the assets of the company for his personal use.

Traverse City—The Acme Tie Co. of Michigan has been organized to deal in and manufacture into finished forms, timber, lumber, and all kinds of wood products. The company has an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash. Operations will be carried on at Pittsburg, Pa.

Coldwater—Hellenberg & Son, wood turners, have merged their business into a stock company under the style of The J. B. Hellenberg Co., to manufacture and deal in indoor sporting goods, stone mallets, etc., and general manufacturing and mercantile business, with an authorized capital stock of \$45,000, which has been subscribed, \$644 being paid in in cash and \$44,356 in property.

Menominee—This month marks the tenth anniversary of the founding of the Menominee River Sugar Co., one of Menominee's most substantial and biggest industries. The plant when erected, with the dock, represented an outlay of \$1,000,000, and since its completion a drying plant has been added at an expense of \$140,000. In the past ten years the company has paid to farmers of twelve states a total of \$2,250,000.

St. Johns—The T. C. Beach Auto Turntable Co. has incorporated with a capital stock of \$10,000 for the purpose of manufacturing motor car turntables. The incorporators and stockholders are T. C. Beach, R. S. Clark, W. J. Moss and Robert H. Chapin all of this city. The cement factory at the crossing of Lansing street and the Grand Trunk Railway has been leased, the lease providing for the purchase of the building later if it is desired. The company purposes to start on a small scale on the assembly basis as only a few pieces of machinery have been installed for the present. If the business warrants enlargement later, heavier machinery will be purchased.

Doings in the Buckeye State. Written for the Tradesman.

Columbia has 125 miles of street car lines under one management, eight tickets for 25 cents, with universal transfers.

Toledo-ology, or facts relating to Toledo, is a new study in the schools of that city.

The central power plant of the United Service Co., of Coshocton, Cambridge, Canal Dover, New Philadelphia, Uhrichsville and Dennison, will be located near Coshocton. It will cost \$150,000.

The strike in the rubber plants at Akron is practically over as shown by the fact that the union men are resorting to fire, assault and other desperate measures. Regarding the strike the Akron Beacon-Journal says editorially: "The senatorial investigation has clearly shown that the workingmen of Akron are getting nearly double the wages paid by any concern anywhere else in the country. Furthermore, the fact stands out very clearly that the rubber worker gets higher wages than are paid in almost any other line of business, even in prosperous Akron, where the general average is \$2.54 a day, as against an average of \$1.39 in the whole country. Therefore the theory of starvation wages in Akron under the sworn evidence of the men themselves must be abandoned. In fact it never had any foundation. Our people have been misled and deceived by an organization, which, openly professing anarchy and disbelief in all morality, consistently practices what it preaches. It has never cared anything for our people further than the money it could wring out of them for the benefit of its own leaders. Its business is to fish in troubled waters. The only work its leaders ever did was to work for easy money from those who earn their money by hard work. It has cost Akron and its people many millions. It has cost many of our people their positions. It has sown mistrust and hatred and dissatisfaction. We have the experience and are the kind of people to profit by it. Society, notwithstanding the grafting tactics of union men generally, will not always permit men to carry on any such wasteful and demoralizing conflicts."

One hundred farmers of Hancock county have organized and will build a grain elevator at Findlay costing \$10,000.

Double header limited trains will be operated on the electric road from Akron to Cleveland, to take care of increasing traffic.

Three bills of interest to farmers have been introduced in the Legislature. One provides for more rigid fertilizer inspection, another prohibits the importation of diseased live stock and the third provides for inspection of animals used for breeding purposes. Almond Griffen.

Occasionally a man is too patient to be of any practical use.

Give a man string enough and he'll construct his own tangle.

BUSINESS CHANCES.

For Sale—All or part interest in drug stock and fixtures; locate to suit; big opportunity for pharmacist with little money. Russell B. Thayer, Bearinger Bldg., Saginaw, Mich. 935

For Sale—New York racket store, nice clean stock, good location. Best store in town of 1,000. Stock and fixtures about \$6,000. For quick sale, 20% discount. Adamson & McBain, Saranac, Mich. 934

Tea Talks---No. 3

OUR study of Tea history tells us that TEA was first known *commercially* in China but was undoubtedly native to both China and Japan while it was slumbering on the slopes of the Himalayas, unpicked, unsteeped, undrunk, unhonored and unsung.

The celebrated Buddhist, St. Dengyo Daishai, is credited with having introduced tea into Japan from China in about the fourth century, and for some six centuries only the nobility and Buddhist priests drank it as a luxury. Since the twelfth century it has become the favorite beverage of both the Celestial and Flowery Kingdoms.

The first gathered tea leaves are even now annually offered at the shrine of Mei-Ki (the abbot of the monastery of To-gano), by the Japanese tea growers as a tribute to his memory for the successful cultivation and preparation of tea as the cheering beverage of the world.

Call and see our TEA TREE growing from a seed from the Imperial Gardens.

THE TEA HOUSE

JUDSON GROCER COMPANY

The Pure Foods House
GRAND RAPIDS, MICH.



Still at the Top

For ten years the sale of

Shredded Wheat Biscuit

have never failed to show an increase over the sales of the previous year—and this without any free deals for the grocers or bribes or premiums for the consumers. Its supremacy among cereal foods is unchallenged. It has held its own against all comers, surviving the ups and downs of public fancy. Always fresh, always clean, always pure, always the same. It is the one staple breakfast food eaten in every city and hamlet in the United States and Canada.



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.



RENOWNED FOR
FIT AND WEAR



Duck Coats
Flannel Shirts
and
Corduroy
Clothing

WE BEG to announce that new samples of work clothes for the Fall and Winter seasons of 1913-14 are now ready for your inspection and one of our representatives will undoubtedly call on you in the near future who will take pleasure in showing you our line. Do not miss this opportunity of seeing the best values in this class of merchandise that are being offered to-day.

THE IDEAL CLOTHING CO.
GRAND RAPIDS