

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, APRIL 9, 1913

Number 1542

IF you work for a man, in heaven's name work for him. If he pays wages that supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents. I think if I worked for a man, I would work for him. I would not work for him a part of his time, but all of his time. I would give an undivided service or none. If put to a pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn, and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself.

Elbert Hubbard.

The Story of the Spring

With the rainfall and the dewdrop, with the sudden slanting shower,
With the golden sun outflashing and the daffodil in flower,
With the merry world a-flutter and the sowing of the seed,
Comes to us a bugle's calling, comes new strength in word and deed.

Only yesterday the stubble stretched o'er meadows brown and bare,
Yesterday the snow was sifting through the sharp and shivering air.
Trees uplifted naked branches, wild winds rocked the empty nest,
Now the leaves unfold by millions, and the wind is in the West.

Hither haste a myriad songsters building near familiar eaves,
Soon to-day the grain green springing shall be bound in yellowing sheaves.
All the outdoor world is waking, sky and earth with life aglow,
And the cups of joy immortal brim in sparkling overflow.

Every year the resurrection spells its miracle anew,
Life forevermore triumphant, as the heavenly dreams come true.
Still we read a wondrous story of the ceaseless love of God
In the glory of the planets and the verdure of the sod.

Once for us the Lord of glory slept within a rocky tomb,
Once for Him the noon was blotted in a shroud of midnight gloom.
'Twas for us of death defiant that He suffered Calvary's day,
'Twas for us He rose victorious when the stone was rolled away.

As the springtime with its chorals calls the flowers again to birth,
As the little children greet her with their laughter and their mirth,
Let us read the greater story of the life the Master gave
In the ransom of the ages, for the world He died to save.

Margaret E. Sangster.

They copied all they could follow, but they couldn't copy my mind,
And I left 'em sweating and stealin' a year and a half behind.—*Kipling.*

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo

WHEN YOU SEE

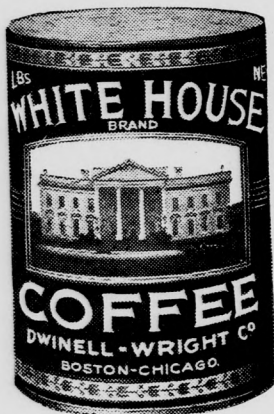
THE SIGN OF  GOOD CANDY

“DOUBLE A”

Remember it came from

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

**Lean On
“White House”**

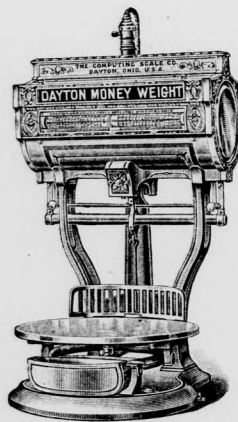


and let *its* success help *you* to success--- for “WHITE HOUSE” is a **LEADER**, a **PULLER** and a **PUSHER**.

**IS A GREAT
BIG SUCCESS**

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

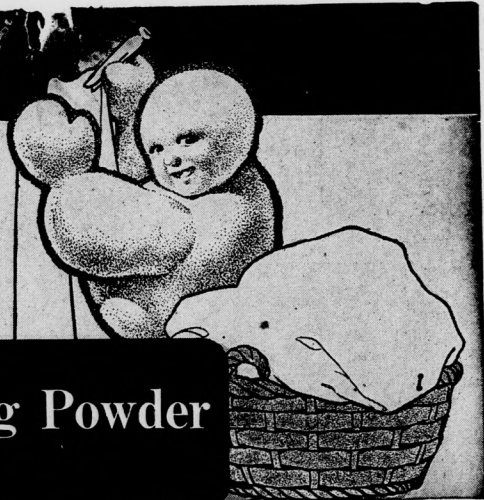
Have you had our booklet of Store Systems. “The Bigness of Little Things?” It's free. ask for it.

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, APRIL 9, 1913

Number 1542

SPECIAL FEATURES.

Page.	
2.	Bankruptcy Matters—Western Dist.
3.	New York Market.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
9.	Behind the Counter.
10.	Dry Goods.
12.	Butter, Eggs and Provisions.
14.	Bankruptcy Matters—Eastern Dist.
18.	Shoes.
20.	Woman's World.
21.	Doings in Michigan Cities
	22 Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Wholesale Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

VICIOUS LEGISLATION.

What is known as the "full crew bill" has been introduced in nearly every state legislature that has been in session this winter. In New York the bill was enacted into law and was signed by the governor in spite of the earnest protests of the railroads and the financial interests generally. The bill has also received favorable consideration in New Jersey. In Oklahoma it was passed by the legislature, but was vetoed by the governor. In Michigan the bill is still pending. In a general way these bills provide that trains shall not be run on the railroads unless fully manned, and the full crew is described as the engineer and fireman, the conductor, a front and rear brakeman and, when train contains more than twenty-five cars a third brakeman shall be employed. In different states the length of the train calling for the third brakeman varies. In New York the railroads opposed the measure on the ground that a third brakeman was unnecessary, that it would add enormously to the expense of railroad operation with no benefits either to passengers, employes or the general public, that the state authorities already had ample authority to compel railroads to employ sufficient help to handle the traffic without making this a matter of law. The pernicious railroad unions, however, demanded the enactment of the measure, just as they are demanding it in other states, and it went through. This legislation is of the vicious order and it is to be hoped that Michigan will not follow New York's example in giving it favorable consideration. It is essentially a labor union measure, designed not for the good of the public, but for the advantage of the unions. With this law on the books, in the event of a railroad strike of any kind, the railroads will be compelled to employ full crews and this it is easy to see, would be a great handicap upon the railroads in trying to break the strike. The heavy added expense such legislation will entail upon the railroads may be a severe drain upon their resources, but what do the railroad unions and brotherhoods

care, so long as they are strengthened in their position and made more than ever able to dictate to the railroads and to the public what they shall receive in wages and working conditions? The full crew bill is pending in the Michigan Legislature and should be killed without ceremony. Labor organizations which have grown big headed and arrogant should not be further encouraged by laws specially enacted for their benefit. If Michigan railroads do not properly man their trains, the State Commission has authority to order the employment of more men, but leaving nothing to discretion, judgment or to circumstances by the enactment of a law prescribing what crews shall be carried would be folly, as such a law might be used by the unions it would be a weapon against the welfare of the public.

ON THE SHELF.

Woman suffrage seems to have been decisively defeated in the election this spring. An important factor in the result, no doubt, was the light vote. The element most keen to keep women out of participation in political activities was the very element that always turns out on election day. As a class, the male advocates of woman suffrage are of the gentle soul order who, unless they are stirred up to it, stay at home when votes are to be cast. The antis turned out with their usual strength, the pros stayed at home and the women were trimmed. The one satisfaction in the result is that the majority was decisive. In the election last fall woman suffrage fell by the wayside by a margin so narrow that recounts were seriously considered, and those who favored this "reform" had vain regrets that they did not work a little harder to get out the few more votes needed to carry them through. With a big majority against them this spring there may be sorrow and disappointment, but there is no questioning the returns. The question may come up at some future time, but it is likely the issue will be allowed to rest for a while. And this is just as well. It is possible that to permit women to vote would purify politics, but it is not recorded that feminine influences have any very purifying effects in those states where the suffrage has already been granted, that any better laws are enacted, that the existing laws are any better enforced or that office holders are of any higher type than in the old days. Granting the suffrage would merely multiply the number of voters without changing the general average in the least. Among the women, as among the men, the element that would elevate politics would be the very element

that would stay at home on election day, while the other kind would be out in force. In the city election this spring the women had the right to vote for members of the Board of Education and the Library Commission and also on the bonding question and not one in ten of those entitled to vote cared enough about it to go to the polls. The issue is evidently on the shelf for an indefinite time and need not trouble anybody.

OUR WORST FOE.

The new Congress has been convened in special session with the tariff and the income tax as the leading questions to be considered. Opinions may differ as to the tariff question and there may be a diversity of mind as to the income tax, but upon one proposition it is likely everybody and all interests will heartily agree. The point of universal agreement is the hope that the session will be mercifully brief. Experience has taught that there is nothing quite so demoralizing to trade and industry, nothing that exercises so depressing an influence upon all sorts of activities as a genuine agitation of the tariff question. It makes little difference what interests may be directly affected, what schedules the law-makers may have designs upon or whether the revision is to be upward or in the other direction, the minute tariff becomes the talk of Congress everybody lays back to see what is to happen. Changes in the tariff means changes in the conditions under which business and manufacturing is to be conducted and it is always a waiting game until the discussion is over. The longer the discussion continues the worse are the effects upon business and the harder to get over them. No matter what the new tariff may be this country will continue to do business, but until business men and manufacturers know where they are at, no great amount of new enterprise can be looked for and the old enterprises will be depressed. What the Tradesman may say as to what the tariff should be would probably not have great weight with the present Democratic administration, but, regardless of politics, we can all express the hope that whatever the action may be the final decision be quickly reached. Uncertainty can be almost as fatal as the tariff itself, in its deadly effects on business.

The store that makes the customer feel welcome the first time he comes is the store that will have the first chance to welcome him again.

If you are not genuinely interested in your work you will never be a success at it. No one can do anything well and do it half-heartedly.

DISPLAY SEASONABLE GOODS.

Now is the accepted time to push supplies for the garden and equipments for fishing. There is not much in common between gardening and fishing, but the respective seasons open about the same time and the wise merchant will make his appeal alike to the sporting blood of the community and to the common instinct to dig in the dirt and plant things. The fishing season will open May 1 and this fact should be played up to the popular eye with window displays of fish rods, hooks, lines, ties, reels, baskets and other equipments for a day on the stream. Not everybody goes fishing, but there are enough of them in every community to make it worth while calling their attention to the approaching season and to let them know that you have the goods. As for the garden—everybody does it who has a yard of any kind, and in the smaller towns this takes in nearly the entire population. Do not be satisfied to show merely a case of seeds. Make up an assortment of rakes, hoes, spading forks, trowels and the other tools for working the soil, group them attractively and advertise that you are ready to do business. In the gardening display do not forget that most of the flower gardening is done by the women and make the appeal strong to them. The ordinary man farmer knows pretty well what he wants and he will naturally go where the staples are kept, but the women like light tools and special equipments and now is the time to get them out and let the women know that you have them. Those who handle seeds for the garden ought to carry a few bulbs as well, especially gladioli and dahlias. These are easily grown staples in every flower garden, everybody knows them and even those who have roots or bulbs brought forward from last season usually welcome a chance to get some new varieties. In most of the smaller towns those who want such supplies must send away for them, and there is no reason why the enterprising merchant cannot hold this trade for himself. In this connection it might be suggested that lawn mowing time is not far distant and mowers and rakes will be wanted. Fly and mosquito time is not so very far away, either, and an early display of suitable goods will tend to keep trade at home instead of sending it to the mail order houses.

It's the easiest thing in the world to instruct another how to do things on your side of the street or on your street doing to get more people to come by your stores every day?

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids Referee.

April 2—In the matter of Charles Johnson, bankrupt, formerly merchant at Ludington, the final report and account of C. G. Wing, trustee, was filed, showing a balance on hand for distribution of \$2,908.09, and an order was made by the referee calling a final meeting of creditors to be held at his office on April 22 to consider such final report and for the purpose of declaring and ordering paid a final dividend to creditors. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Muskegon Steel Casting Co., bankrupt, formerly of Muskegon, the final report and account of Edward S. Lyman, was filed, showing a balance of cash on hand for distribution of \$1,322.20, and an order was made by the referee calling a final meeting of creditors to be held at his office on April 21 to consider such report and for the purpose of declaring and ordering paid a final dividend for creditors.

April 3—In the matter of Ashley & Smith, bankrupt, merchants of Howard City, the first report and account of Wm. B. Holden, trustee was filed, and it appearing that a first dividend might safely be declared, an order was made by the referee directing the trustee to pay a first dividend of 10 per cent. to all creditors whose claims have been proved and allowed.

April 4—In the matter of Manistee Watch Co., bankrupt, the trustee, John A. Meier, of Manistee, filed his supplemental final report and vouchers showing compliance with the final order of distribution heretofore made, and an order was entered closing the estate and discharging the trustee.

In the matter of Lucas Brothers, bankrupt, merchants at Maple Grove, a hearing was had on the trustee's report of sale of the assets to Romke Prince for the sum of \$700. No additional bids being received and no cause to the contrary being shown by creditors, an order was entered confirming such sale.

April 5—In the matter of Harry Leach, bankrupt, formerly in the clothing business on West Bridge street, the final report and account of Don E. Minor, trustee, was filed showing a balance on hand for distribution of \$393.59, and an offer was made by the referee calling a final meeting of creditors to be held at his office on April 23 to consider such final report and for the purpose of declaring and ordering paid a dividend to creditors. Creditors are also directed to show cause at that time, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Glengarry Mercantile Co., bankrupt, formerly of Glen-

garry, the final report and account of C. J. McHugh, trustee, was filed showing a balance of cash on hand of \$3,208.16, and an order was made by the referee calling a final meeting of creditors to be held at his office on April 19 to consider such final report and for the purpose of declaring and ordering paid a final dividend for creditors.

April 7—In the matter of John Bumb, bankrupt, of Big Rapids, the inventory and report of appraisers was filed and shows the following assets at the appraised valuations:

Oven, tools and utensils ..	\$858.70
Groceries and supplies	162.51
	<hr/> \$1,021.21

In the matter of Joseph B. Russo, bankrupt, of Grand Rapids, a report was filed by F. B. Gansser, trustee, showing that he has received an offer from Joe Cavagnaro, of Grand Rapids, of \$425 for the assets of said estate, excepting the exemptions, book accounts, certain flour claimed by Roy Baker and one horse. An order was made by the referee directing creditors to show cause at a hearing to be held at his office on April 19 why such offer, or any other or further offers which may in the meantime be received by the trustee, should not be accepted and the sale confirmed.

St. Joseph Referee.

March 31—In the matter of William H. Evans, bankrupt, of St. Joseph, the inventory and report of appraisers was filed and shows assets of the appraised value of \$1,085.81, including claimed exemptions. The attorneys for the petitioning creditors, upon order of Referee Banyon, filed schedules, showing the bankrupt's indebtedness to be \$12,322.40, of which amount \$2,028.75 are secured claims and \$10,293.65 unsecured claims. An order was made by the referee, calling the first meeting of creditors, to be held at the Court house on April 14, for the purpose of electing a trustee, proving claims, the examination of the bankrupt, etc. The petition of the petitioning creditors was granted and the stock and fixtures, upon order of Referee, was sold by the receiver, for the sum of \$530 to Thomas H. McAllister, of St. Joseph, and Charles L. Young & Co., of Benton Harbor.

April 1—In the matter of George D. Hill, bankrupt, of Benton Harbor, an order has been made by referee for a meeting of creditors, to be held at his office on April 12 for the purpose of declaring a first dividend of 5 per cent.; also to pass upon the petition of the bankrupt, allowing him personal property of the value of \$90 and \$160 cash in lieu of all his personal property exemptions.

April 2—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, formerly of Ewart, David Rorison, of the latter place, was appointed trustee and has declined to act, claiming that the bankrupt's schedule of assets are unfounded.

April 3—In the matter of Clarence M. Jennings and Robert Jennings

and Jennings Brothers, partnership, bankrupts, of Lawrence, Amos Benedict, has been appointed custodian of the assets of the bankrupt by Referee Banyon. The referee has made an order calling the first meeting of creditors on April 17 for the purpose of electing a trustee, proving claims, the examination of the bankrupt, etc.

April 4—In the matter of Adelbert A. Welcher, bankrupt, of Berrien Springs, the Grand Rapids Shoe & Rubber Co., filed a petition of exceptions to the trustee's report of bankrupt's exemptions. The petition alleges that the bankrupt is not entitled to his exemptions, because he failed to account for moneys and property belonging to his estate aggregating \$8,000. An order was made by the referee, directing the bankrupt to answer such petition and for a hearing thereon at the referee's office on April 29.

April 5—In the matter of Charles W. Vanderbilt, bankrupt, of Kalamazoo, the inventory and report of appraisers was filed and shows assets of the appraised value of \$5,709.61, including claimed homestead exemptions of \$1,000 and personal property exemptions of \$250. In the assets inventoried are two parcels of real property at Kalamazoo of the value of \$5,200, on one parcel of land there being two mortgages of a total of \$2,200, the other parcel being valued at \$3,000 and claimed as the homestead of the bankrupt and was purchased on land contract for the sum of \$3,000, on which amount the bankrupt has paid \$1,000. The personal assets of the bankrupt consists of a half interest in an ice cream factory at Kalamazoo, appraised at \$509.61.

April 7—In the matter of Claude H. Alguire, bankrupt, of Three Oaks, an offer of composition of 50 per cent. has been referred by the referee to the District Judge for approval, the bankrupt having deposited in court the sum of \$945 to cover the payment of all scheduled claims and the costs of bankruptcy proceedings.

Honks From Auto City Council.

Lansing, April 7—J. Phillip Vandermyn was initiated into the mysteries of our order last Saturday night and became a full fledged member of Auto City Council. Brother Vandermyn sells paint and until recently has been working the Eastern trade.

W. G. Hastings and wife, of Sand Lake, are spending a few days in our city, visiting their children, Brother and Mrs. F. H. Hastings.

Brother C. E. Chamberlain was the victim of another practical joke perpetrated by—as usual, the responsibility was shifted onto a more or less innocent Hebrew traveler, who happened to be stopping at the same hotel. It is said that Brother Chamberlain suffered intensely until he found the aromatic cheese neatly (?) stowed away inside the pillow slip.

Recently two prominent members of our Council were stopping at a Cheboygan hotel and, while passing the evening playing checkers in the room assigned to one of them, an insane woman suddenly appeared in

the hall uttering shrieks of terror. Of course, the unfortunate woman was promptly cared for, but her actions had served to completely unnerve one of the aforesaid gentlemen who steadfastly refused to leave the companionship of his brother traveler, even to cross the hall for his personal grip, but insisted upon sleeping with Brother Colton. We are unable to understand the timidity of Brother Sherwood in this instance, as under ordinary circumstances he is unusually brave.

According to the experience of Brother E. H. Holloway, of Howell, the interurban car which runs between Lansing and St. Johns is one of the most elusive things in the State. One day last week he missed it three times in succession when he really wanted to go.

We wish to compliment our present Senior Counselor, D. J. Mahoney, on the different manner in which he conferred the degree at our last meeting. Dan hasn't any use for the ritual in the council room, although he has been Senior Counselor but one month.

Brother George O'Tooley, the general Secretary of our Council, has blossomed out with a new Cutting roadster. Delinquent members will now be rounded up promptly.

Brother J. A. Raymond was able to be bolstered up to a sitting position for a few minutes last Saturday for the first time since he was taken sick last January. We are pleased, indeed, to report his improvement.

H. D. B.

Took Him Down.

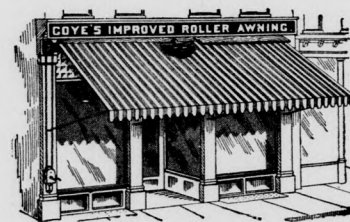
A traveling salesman blew into Little Rock, Ark., and, going to the leading merchant, said, pompously: "I'm from New York. I want to show you the newest line of—"

"Where did you say you were from?" asked the merchant. The manner of the New Yorker has ruffled him. The salesman seemed to think the fact that he was from New York was something to makeral merchants' jaw drop. He was what Western people call the kind that's hopeless.

"Why, I'm from New York," repeated the salesman.

"Who runs the hotel in that town?" asked the merchant in a friendly manner.

AWNINGS



Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

CHAS. A. COYE, INC.

Campau Ave. and Louis St. GRAND RAPIDS, MICH.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, April 7—The spot coffee market is steady. The demand is simply of an everyday character. Prices here are said to be below those at primary points. At the close Rio No. 7 is quoted in an invoice way at 11 $\frac{7}{8}$ @12c. In store and afloat there are 2,348,662 bags, against 2,336,946 bags at the same time last year. Milds are nominal. Jobbers are not inclined to purchase unless at some concession. Good Cucuta, 13 $\frac{1}{2}$ @14c.

Nothing doing in sugar save the usual trade. Buyers take only enough to do business with and claim to be awaiting the outcome of the tariff situation. Granulated sugar is accumulating while this tariff matter is in tow and refiners hardly know "where they are at." One will have to go back a number of years to find granulated sugar as cheap as it has been lately and at 4.25@4.30 it shows but 71 points over raws for refiners.

About the dullest staple at the moment in the grocery trade is tea. Neither buyer nor seller seems to take any interest and matters simply drift. Some hope is expressed that a duty may after all be paid on teas, but the wish is father to the thought in all likelihood.

Rice is unchanged, with a steady, although small, amount of business being transacted. Here again the

tariff is talked of as a "disturbing factor." Prime to choice domestic, 5 $\frac{3}{8}$ @5 $\frac{1}{2}$ c.

Spices are quiet. Supplies are moderate, but apparently sufficient to meet all requirements. Prices are without change in any particular.

Molasses is in rather better supply, so far as foreign grades are concerned. The demand is fairly satisfactory and prices are well sustained. Good to prime domestic, 35@40c. Syrups are quiet. Supplies are moderate. Fancy, 18@22c.

Canned tomatoes are steady, but with little business being done. A little better call has sprung up for asparagus. Peas, corn, beans, and in fact, the whole line shows hardly a shade of change in any respect. W. R. Roach, of Hart, was here during the week and says that everything in that section seems highly favorable for big crops. He will have 5,000 acres of peas and has taken a goodly amount of future orders.

Butter is steady and quotations are well sustained. Extra creamery, 34 $\frac{1}{2}$ @35c; firsts, 34c; imitation creamery, 27@28c; factory, 25@25 $\frac{1}{2}$ c.

Cheese is in better request. Full milk, 16 $\frac{3}{4}$ @7 $\frac{1}{4}$ c.

Eggs are slightly higher. Best Western, whites, 19@20c; storage, firsts, 18 $\frac{3}{4}$ @19c.

Cogent Criticisms From Sunny Jim.

Ludington, April 8—John J. Berg, the Chinaman of Grand Rapids, left Ludington last week with many smiles and orders. Oh, Lordy No! John

wasn't born in China. He sells china.

Now, if the Tradesman office is dynamited, 'spose we'll get the blame. Anyway, E. A. Stowe has demonstrated, as have several correspondents, that he is not afraid of us.

Autos and people
In separate classes belong.
It's easy to move people
By jollyng them along.

John Hondorp, (G. R.) says the fastest thing he knows of is a dollar—it goes like hades.

At last Fred Richter has got ample revenge. Horrible thought! He wrote a poem about us.

Cricket Chirper: You are right, few of the correspondents ever took a correspondence course in newspaper writing. For instance, we think E. A. Stowe got his in a dynamite factory.

In reply to "Urie" of Cloverland—while it hurts us beyond expression—we are afraid we shall be obliged to eat Jerry Moher's pork sausage, as we absolutely refuse to divulge the secret of the terrier ripple "McGurre." Besides, we always did like pork sausage. Three times a week, two pounds per meal, 30 days, 24 pounds. Ludington, Mich., is the address.

News and Gossip of the Grand Rapids boys last week says: "All members of No. 131 should not forget that next Saturday is the business meeting of the order." Not all members should forget—just part of them, eh, Bill?

If we continue our work we will stand as well with the correspondents and traveling men as E. A. Stowe, the bombastic (whatever that is) editor, does with the labor unions.

Really, though, it must be a bit embarrassing to tell a person you are a traveling man. J. M. Goldstein.

Quotations on Local Stocks and Bonds.	
	Bid. Asked.
Am. Gas & Elec. Co., Com.	78 82
Am. Gas & Elec. Co., Pfd.	45 46
Am. Light & Trac. Co., Com.	400 410
Am. Light & Trac. Co., Pfd.	107 110
*Am. Public Utilitis, Com.	61 62
*Am. Public Utilitis, Pfd.	73 75
Can. Puget Sound Lbr.	3 3
Cities Service Co., Com.	112 115
Cities Service Co., Pfd.	85 $\frac{1}{2}$ 87 $\frac{1}{2}$
*Citizens' Telephone	93 94
Commercial Savings Bank	215
Comw'th Pr. Ry. & Lt., Com.	63 69
Comw'th Pd. Ry. & Lt., Pfd.	89 $\frac{1}{2}$ 91 $\frac{1}{2}$
Elec. Bond Deposit, (Pfd.	73 76
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.	150
G. R. Nat'l City Ban.	180 181
G. R. Savings Bank	216 225
Kent State Bank	266
Macey Co., Com.	200
*Macey Company, Pfd.	95 97
Lincoln Gas & Elec. Co.	28 33
Michigan Sugar Co., Com.	38
Michigan State Tele. Co., Pfd.	100 101 $\frac{1}{2}$
*National Grocer Co., Pfd.	90 92
Old National Bank	207
Pacific Gas & Elec. Co., Com.	58 61
Peoples Savings Bank	250
Tennessee Ry. Lt. & Pr., Com.	20 24
Tennessee Ry. Lt. & Pr., Pfd.	75 77
Utilities Imprmt. Co., Pfd.	73 $\frac{3}{4}$ 75
Utilities Imprmt. Co., Com.	63 $\frac{3}{4}$ 65
*United Light & Ry. Com.	73 $\frac{1}{2}$ 80
*United Light & Ry., 1st Pfd.	79 81
*United Light & Ry., 2nd Pfd.	76 77
(old)	
*United Light & Ry., 2nd Pfd.	72 73
(new)	
Bonds.	
Chattanooga Gas Co.	1927 95 97
Denver Gas & Elec. Co.	1949 95 $\frac{1}{2}$ 96 $\frac{1}{2}$
Flint Gas Co.	1924 96 97 $\frac{1}{2}$
G. R. Edison Co.	1916 98 $\frac{1}{2}$ 100
G. R. Gas Light Co.	1915 100 $\frac{1}{2}$ 100 $\frac{1}{2}$
G. R. Railway Co.	1916 100 101
Kalamazoo Gas Co.	1920 95 100
Saginaw City Gas Co.	1916 95 99
*Ex-dividend.	
April 9, 1913.	

RIGHT NOW IS THE TIME

More Dandelion Butter Color is being used right now than ever before.

Are you getting your share of this buying?

RIGHT NOW IS THE TIME TO STOCK UP ON DANDELION AND TAKE SOME PROFITS

Dandelion Brand  **Butter Color**

THE BRAND WITH **THE GOLDEN SHADE**

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

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



Movements of Merchants.

Eureka—John Ayres succeeds Frank M. Brewbaker in general trade here.

Lawrence—B. J. Crapo will engage in the flour and feed business here April 15.

Brighton—Floyd Chamberlain succeeds George Conrad in the grocery business.

Otsego—Simon Dykstra has purchased the Joseph Smith bakery and taken possession.

Owosso—Robert Raatz has opened a meat market at the corner of Main street and Michigan avenue.

Hastings—The Miller & Harris Furniture Co. has increased its capital stock from \$35,000 to \$50,000.

Kalamazoo—Nicholas Jouris, dealer in confectionery, has opened a branch store on East Main street.

Howell—Goodman & Jubb, dealers in hardware, entertained 200 farmers to a complimentary dinner April 1.

Collins—W. S. Frost has sold his stock of general merchandise to W. L. Gregg, who has taken possession.

Petoskey—J. F. Barr has opened a confectionery store here under the style of the New York Candy Store.

Charlotte—William Kenney succeeds A. R. Boyd in the ownership and management of the Windsor hotel.

Evert—Roy Elder has resumed the management of his confectionery store which he had leased to E. L. Smith.

Bangor—Armour & Co., of Chicago, have opened a butter and egg store here under the management of F. M. Sauer.

Jackson—W. H. Van Orman, one of the proprietors of the Otsego Hotel, died at his home April 2, aged 81 years.

Crapo—Charles Hall has retired from general trade here. He contemplates re-engaging in business at Chase.

Ishpeming—David Kindstrand has opened a confectionery and cigar store in the Skoglund building on First street.

Ironwood—William Olson, Olson Bros. grocers, was married to Miss Tekla Lindquist, at her home in Detroit last week.

Sunfield—A. G. Ireman, of Gearhart & Ireman, dealers in general merchandise, was married to Miss Pearl Kontz April 2.

Owosso—Fred H. Stevens, recently of Denver, Colo., has purchased the Wildermuth Hotel of H. S. Ohmer and taken possession.

St. Johns—A. L. Smith of Howell and Bert Roche, of Pinckney, have

formed a copartnership and purchased the W. S. Britton grocery stock. The business will be continued under the style of Smith & Roche.

Olivet—The Walton Tavern, recently closed, was sold at auction April 5 to G. W. Hodgkinson, who will re-open it at once.

LeRoy—R. H. Cummings has sold Hotel Mead to Roy Hoover, recently of Tustin, who has taken possession and will continue the business.

Pelkie—The farmers of Baraga county have formed a stock company with a capital stock of \$4,000 and will erect a creamery here.

Tustin—G. W. Bashore, recently engaged in the jewelry business at Luther, has removed his stock here and will continue the business.

Benton Harbor—The Collins Drug Co. has changed its name to the Public Drug Co. and increased its capital stock from \$5,000 to \$10,000.

Uby—The Citizens Bank has been merged into a state bank under the style of the Citizens State Bank, with an authorized capital stock of \$30,000.

Detroit—Fire damaged the store room and stock of the Oliver Motor Truck Co., at 1524 Jefferson avenue, to the extent of about \$16,000 April 7.

Charlotte—Frank E. Beard has sold his interest in the drug stock of Beard & Vickery to his partner, A. F. Vickery, who will continue the business.

Evert—Chas. V. Calkins, Receiving Teller of the Allegan State Savings Bank, will take the position of Assistant Cashier of the Evert Savings Bank May 10.

Cheboygan—Miss Elizabeth. Walton lost her store building and stock of millinery and art goods by fire April 2. The loss was partially covered by insurance.

Detroit—The Franklin Warehouse Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$3,500 paid in in cash.

Lansing—Noble Burnett, formerly engaged in the dry goods business at St. Johns, has taken the management of several of the departments in the J. W. Knapp department store.

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

Bay City—The See & Beck Furniture Co. has dissolved partnership and the business will be continued at the same location by Jacob Beck, who has taken over the interest of his partner.

Vicksburg—Henry J. Daniels, director and stock holder in the First State Bank here, also interested in the banks at Leonidas and Fulton, died at his home April 7, aged 90 years.

Detroit—The Royal Clothing Co. has been incorporated with an authorized capital stock of \$10,000 of which \$5,000 has been subscribed, \$600 being paid in in cash and \$4,400 in property.

East Jordan—Fred E. Boosinger lost his store building and stock of general merchandise by fire April 3, entailing a loss of about \$28,000 partially insured. The store will be rebuilt at once.

Fenton—Langworthy Bros., druggists, have dissolved partnership and the business will be continued at the same location by William Langworthy, who has taken over the interest of his brother.

Detroit—A new company has been organized under the style of the Standard Grocery Stores Co., with an authorized capital stock of \$10,000, of which \$5,100 has been subscribed and \$1,000 paid in in cash.

Ypsilanti—The Quing Anthracite Co. has engaged in business with an authorized capital stock of \$75,000, all of which has been subscribed and paid in in cash. Operations will be carried on at Russellville, Arkansas.

Coopersville—Harry Sichterman and John Laug have formed a copartnership and purchased the Hecht-huis & Son grocery stock and will continue the business at the same location under the style of Sichterman & Laug.

Traverse City—The Barney Co., dealer in women's furnishings, has merged its business into a stock company under the same style, with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in property.

Lansing—Seymour A. Rice, dealer in electrical supplies, has merged his business into a stock company under the style of The Rice Electric Co., with an authorized capital stock of \$15,000, of which \$10,200 has been subscribed and paid in in property.

Bay City—The Bay City Cold Storage & Produce Co., Ltd., has been merged into a stock company under the same style, with an authorized capital stock of \$10,000, which has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Mason—Jay French has sold a half interest in his meat stock to Elmer Van Buren, meat dealer at Holt, and the business will be continued under the style of French & Van Buren. Mr. Van Buren will continue the business at Holt under his own management.

Indian River—The Milton Remedy Co. has been organized to manufacture and sell medicines and medicinal remedies, soaps, spices, etc., with an authorized capital stock of \$5,000, which has been subscribed, \$2,600 being paid in in cash and \$2,400 in property.

Battle Creek—Fred A. Hinds, who conducts a tailoring establishment and men's furnishing store, has sold

a half interest in his stock to W. G. Russell and the business will be continued under the style of Hinds & Russell. Lines of shoes and hats will be added to the stock.

River Rouge—The Brownlee-Kelly Co., wholesale lumber dealer, has merged its business into a stock company under the style of the Brownlee Co., with an authorized capital stock of \$250,000, of which \$200,000 has been subscribed, \$19,766 paid in in cash and \$80,234 in property.

Pontiac—Following a complaint which was made to him by the grocery firm of Wilkinson & Connell, of this city, Prosecuting Attorney Doty has sent written communications to the Millen Baking Co., of Pontiac, and the Gordon-Pagel Baking Co., of Detroit, stating that any combination to fix prices at which bread shall be sold is contrary to law. The prosecutor calls attention to the law and directs that the practice cease forthwith. Wilkinson & Connell conduct what they term is a cash grocery store at 88 North Saginaw street. They declare that by selling for cash they are able to make an advantageous price to customers. They advertised to sell 10 cent loaves of bread for 9 cents and assert they were refused bread by the companies in question.

Manufacturing Matters.

Saginaw—The capital stock of the Argo Electric Vehicle Co. has been increased from \$400,000 to \$500,000.

Manistique—The shingle, tie and post mill of the White Marble Lime Co. was destroyed by fire April 3. The loss was partially covered by insurance.

Kalamazoo—The Gerline-Meyers Brass Foundry Co. has been incorporated with an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and paid in in cash.

Detroit—The Thermo-Electro Starter Co. has engaged in business with an authorized capital stock of \$10,000, which has been subscribed, \$400 being paid in in cash and \$9,600 in property.

Detroit—The Michigan Coin Lock Co. has been organized with an authorized capitalization of \$25,000, of which \$15,000 has been subscribed, \$100 being paid in in cash and \$14,900 in property.

Crystal Falls—J. E. Blomgren has shipped out 800,000 feet of timber thus far this season and will ship six cars a day for another month. The timber goes to the Sawyer-Goodman Co., Marinette, Wis.

Owosso—William McAvoy has purchased the New Haven Coal Mining Co. property for little more than the value of the land. Several companies have tried operating the mines, but without success.

Oscoda—Frank and Earnest Richardson have finished the cutting of 500,000 feet of lumber in Elmer township. The lumber was manufactured in a portable mill and has been shipped to the outside market by rail. They are now cutting another half a million feet in South Branch township.



The Grocery Market.

Sugar—The market is weak, with the demand only moderate. Washington advices have been closely followed in the trade. The ultimate compromise between the President and the sugar Senators is on the basis of 1c per pound duty for Cubas and $\frac{1}{2}$ c higher for foreign kinds like Javas. It is doubted if Louisiana will consent to free sugar after three years, as this would only postpone the agony, unless there should be an overthrow in the Government and a return of protectionists to power. Whatever the outcome, the fact remains that tariff uncertainty is bringing trade in the sugar district practically to a standstill, and refiners are not happy with stock of granulated accumulating. This despite smaller meltings, which for the Atlantic ports are estimated at only 40,000 tons at a season when plants should be running full to take care of the spring demand. The country has little sugar and once the distributors are assured that there is no risk involved an active enquiry is bound to develop. Granulated at 4.25@4.30c is the cheapest in a decade, and there is a margin of only 78 points over raws for the refiner. Of course, there is bound to be part of the cut in the duty passed over to the consumer, but it is not believed that the new bill will go into effect before the summer campaign, even though there is talk of harmonious action between the Administration and Congress. However, in the interim the owner of raw sugar in Cuba and Porto Rico is feeling the pinch, the buying from Europe not offsetting the indifference of the American refiner, who is waiting for a 2c market. The production in Cuba, it is pointed out, is exceptionally large, and stocks are accumulating, which tends to force concessions on the part of the shippers. If the weather continues favorable, a crop of over 2,300,000 tons is predicted, or 400,000 more than last year. Of course there was a shortage in Louisianas of 150,000 tons, and Javas have been diverted to other countries, so that the surplus can be readily used in this country once the consumption becomes normal. It should be noted that Europe is some 69 points above Cuban parity, which indicates possibilities for improvement once the tariff incubus is out of the way.

Tea—The fear of (or desire for) an import duty on tea is dispelled by the new tariff bill, which contains no reference whatever to tea. It is expected that the jobbing movement

will be more active until the arrival of new teas in August. Holders are still firm in their prices and desirable goods are fully as high as last year. Desirable Ceylons are higher and good cupping teas are readily sold at advanced prices. These teas seem to be supplanting. Formosas in many places and the importations of Oolong teas have not grown to any extent in the past twenty years. Chinas hold about the same.

Coffee—Rio and Santos grades have rallied and are $\frac{1}{2}$ c above the lowest point. The outlook is not favorable, however, for any radical advance at this time, although the large speculative interests might put the market back if they set about it. The demand is fair. Mild coffees are also stronger and on some grades buyers and sellers are as much as $\frac{3}{4}$ c apart. Java and Mocha are unchanged and quiet.

Later—New York advices are as follows: Prices in the coffee market to-day experienced a sensational decline under the heaviest selling seen in the local market since the Sully deal of 1903-4. The market declined to new low records for the season, which represented a loss of 320 to 395 points from the season's high record in October and December of last year. The selling appeared to be the result of weakness abroad and the continued antagonistic position of the consuming trade. The Havre market broke $2\frac{3}{4}$ to 3 francs, and it was said that leading operators abroad had thrown over a large amount of long coffee in that market. Total sales were 357,750 bags.

Canned Fruits—Gallon apples are still moving slowly, which is thought to be due to the fact that supplies of green apples are large and prices low for the time of year. Prices are unchanged for the week. It is said that the stocks of California fruits on the coast has been well absorbed and prices are firm with a decided tendency towards advance. It is thought that there will be a better enquiry for canned fruits after this week, although the two weeks previous to Canned Foods Week, there was an increased activity shown in most all items in the line.

Canned Vegetables—The tomato market is firm and stocks are selling well at full quotations. The greatest selling season of the year will soon be here and jobbers are looking for an increased demand. There are still all kinds of corn on the market, and stocks are large, but it would seem that the retailer who wishes to establish a trade would do well to

buy a good grade of corn which can be had to sell at 10c per can, and leave the "slush" or cheap trash alone, as it is no good at any price. There are few really good peas to be had to retail at less than 15c or two for a quarter. There are some however, to be had to sell at 10c, but as to quality they are not of much account.

Dried Fruits—The spot market for raisins seems to be getting more into line with the improved conditions on the Coast which have resulted from the activities of the Associated Raisin Co., which has finally secured control of the bulk of the old and new crops, and is assured of a capitalization through subscriptions of growers of at least \$800,000 out of the \$1,000,000 for which the company was incorporated to carry on the work of placing the California raisin producing business on a profitable basis. While it is said to be possible still to buy fancy 1912 crop seeded on the spot at $5\frac{1}{2}$ c, a number of sellers have raised their quotation on that grade to 6c and have pegged it there for a time. The choice seeded raisins are not, it would appear, in as large supply as fancy, the relatively low prices at which they have been offered to the consuming trade having resulted in a larger movement in them than in fancy, according to current report. It is reported that sales of choice in carload lots were made at the end of last week at $4\frac{1}{2}$ c, but several holders were asking 5c for that grade at the close. California loose raisins are inactive. Some offerings of loose Muscatels have sold at $4\frac{3}{4}$ @ $4\frac{7}{8}$ c for 3 crowns, but the demand was light. Thompson's seedless and Sultanas are dull, but as the supply of bleached is small and the unbleached do not seem to be in large stock, the tone is firm. However, as there is little demand at present, the market shows no appreciable change. Imported raisins are dull, but as supplies are limited the tone is firm. Currants are inactive. The small and medium sizes of prunes have started moving now, and as it is possible to sell a 100 count and over at 5c per pound retail it is probable that there will be quite a demand during the coming month. Large sizes are still selling at a premium. Peaches have been moving quite well, but stocks are large and no immediate change in prices is looked for. Apricots will no doubt show an advance before long.

Rice—In spite of contrary conditions in many other staples of interest to the grocery economy, the movement in rice holds to former volume and is, in reality, ahead of the ordinary seasonable limit. The demand can hardly be called uniform. The recent floods in the Middle West, and strikes in other directions, have reduced the demand, and have modified the situation in some quarters, and brought other sections to a nominal standstill, but these may be termed merely incidental or conservative features as the general trend of affairs is strong and encouraging. Advices from the South, along the Atlantic Coast, report still low. What little planting is being done is progressing

in good shape. At New Orleans the market has stiffened decidedly under the influence of the recent purchase of all the Texas holdings, and the demand by the dealers has improved. In the Interior—Southwest Louisiana, Texas, and Arkansas—the mills for the most part have apparently entered into a plan to pool their interests and this move has undoubtedly improved the general situation and must naturally tend to stop further ruinous competition. Meanwhile preparations for the new crop are going forward as fast as good weather permits. Under the influence of the good prices obtained by the Growers' Association the present year, the planters are increasing the acreage to a considerable degree, and a bumper crop is expected, far beyond any former year.

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

Syrups and Molasses—Glucose and compound syrup are dull and unchanged. Sugar syrup is dull at ruling quotations. Molasses is quiet and unchanged.

Spices—The supply of pepper in the United States is said to be small and as there is not very much reported on the way, the market is firm and prices may go higher. Mace is also scarce and much higher than some time ago.

Canned Fish—Domestic sardines advanced a little last week, but as prices have been below the cost of production for some time, the advance has been expected by some jobbers for several weeks. Salmon shows no change for the week, most grades of Alaska fish being easy.

Salt Fish—Cod, hake and haddock steady and quiet. Mackerel shows no change for the week and the market is still in buyer's favor. There are not many buyers, however, who are buying except from hand to mouth.

Provisions—Hams and bacon are steady and unchanged, with only a moderate consumptive demand. Pure lard is firm and unchanged, with a fair consumptive demand. Compound lard is unchanged with an improved demand. Dried beef, barreled pork and canned meats show no change and slightly improved demand.

Pure Logic.

Grand Rapids, April 8—Your editorial under the heading of Makes Men More Humble is a gem. Nothing gushing or sentimental, but logic, pure and simple. Personally, I wish to thank you for sending abroad these sentiments to your thousands of readers.
Amos S. Musselman.

Harry Viger is opening a drug store at 1534 Grandville avenue. The Hazeltine & Perkins Drug Co. furnished the drug stock, the Will P. Canaan Co. the stationery and the Woodhouse Co. the cigar and tobacco stock.

F. M. Strauss & Son have engaged in the grocery business at Stanton, purchasing their stock of the Musselman Grocer Co.



Various Blue Sky Bills Chipped Into One.

The various blue sky bills introduced in the Legislature have been bunched into one and is now in the hands of committee. The bill as it now stands contemplates State supervision over investment securities to be marketed in this State and requires those who sell such securities to take out licenses. The bill is patterned after the Kansas law and is designed for the protection of the innocent investor. Whether it will work as satisfactorily as its sponsors fondly hope experience alone can tell, but it may be somewhat significant that a bill drawn along similar lines, enacted by the Indiana legislature, was vetoed by Governor Ralston on the grounds that the subject had not been sufficiently studied by the lawmakers to make the framing of a satisfactory law possible. In interposing his veto he suggested that a commission be appointed to thoroughly study the question in all its bearing and to make recommendations to serve as a basis for intelligent legislation for the next session to act upon. Governor Ralston is in hearty accord with the principle of giving the innocent investor adequate protection against frauds and tricksters; in fact, the enactment of such a law was among his anti-election pledges, but, apparently, he believes that a better and more satisfactory law will be secured by waiting than through hasty, poorly considered action. It is so nearly possible that he is right that it might be worth the while of the Michigan Legislature to seriously consider the advisability of greater deliberation. Up to date the only state that has a blue-sky law is Kansas, and experience has developed some serious weak spots in the Kansas law. During the present season of lawmaking blue sky bills have been introduced in many state legislatures and, no doubt, some of them will become laws. To be strictly up to date in all reform and removal legislation Michigan perhaps ought to be in the running with the other states, but it might be suggested that the country will know a lot more about blue sky laws, how they work, their good points and their bad points, what they should contain and what should be left out, a couple of years hence than at the present time. Michigan has gotten along for many long years without special legislation along these lines and less harm might come from delay than from poor lawmaking. The Indiana example may be worth considering.

England has a blue sky law that is said to be very effective and it has the merit of being self enforcing, instead of requiring the supervision of a state board. The English law gets in its good work at the very beginning of the corporation whose securities are to be peddled among the people. It is contained in the incorporation laws. In England, when a company is organized, the promoters are compelled to make all the details of the organization a matter of public record. It must be set forth what real money has been put in, what property has been taken over, its nature and cost, what special consideration, if any, the promoters receive, all contracts and agreements—in fact, every detail must be made a part of the record. The law further holds the directors in the company responsible and if by reason of the representations made in the prospectus any individual is made to suffer loss, then the victim may bring action to recover against the directors. Under the English law there is no ground floor or sub basement for the promoters—everything is open and above board, so that investors may see for themselves exactly what is offered. With ample information on everything connected with the promotion, under the English law it is up to the investor to use his own judgment whether or not to put his money in. The government ensures accurate information, but does not try to go further in safeguarding the investor. The English law, it is stated, has proven very effective. The Kansas law and the bill in the Michigan Legislature proceeds on the theory that the investor is in need of a guardian, while the English law permits the investor to buy a gold brick if he wants to do so, provided the investor is given opportunity to know what he is buying before parting with his money.

The new Grand Rapids Trust Company has taken a two-year lease of what used to be the Ottawa avenue end of the Baxter store on Ottawa avenue, near Monroe and will occupy it as temporary quarters, using the first and second floors. By the time the lease expires it is likely the company will have permanent quarters, either in a building of its own or in conjunction with the Grand Rapids Savings Bank at Monroe and Ionia. The company will file its articles of incorporation very soon after April 15 and will be ready to do business with little delay thereafter. The filing of the articles has been put off

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

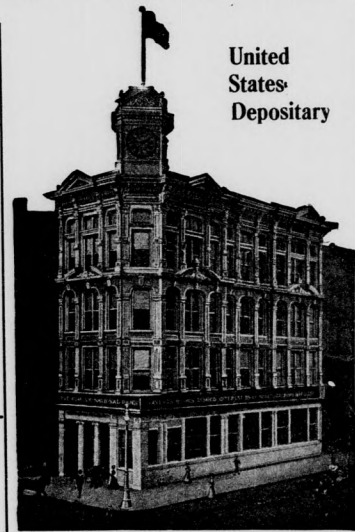
Savings Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

Capital Stock \$300,000

United States Depository



Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Surplus and Undivided Profits \$250,000

We recommend

Public Utility Preferred Stocks

(as a class) for conservative, profitable investments, to net 5 1/2 to 7 1/2%. Circulars of the various companies mailed upon request.

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building Grand Rapids, Mich

Bell M 229

2 1/2% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

until the date given to avoid getting on the tax rolls this year. This will mean a saving to the stockholders of \$5,000 or \$6,000, an item worth considering.

The two trust companies that have been established in Grand Rapids in former years both started in temporary quarters and within a stone's throw of the place chosen by the Grand Rapids for its birthplace. The Michigan Trust had its first offices in the Shepard building, on Fountain street, and later removed to its own building. The Peninsular Trust started in the basement of the Widdicomb building and subsequently removed to the store on Monroe avenue now occupied by the Siegel establishment. The name of the Peninsular Trust is still on the building.

The new trust company has already secured its first trusteeship. It will be trustee for the \$30,000 bonds to be issued by the West Michigan State Fair for the building of the new steel and concrete grandstand. When this news reached the Michigan Trust Company last week, one of the officers remarked, "That crowd's begun grandstanding already," and then he took the short cut to the safety deposit vaults to escape the ink bottles, paper weights and waste baskets that came sailing in his direction.

The Michigan Trust Company naturally does not welcome competition in the field it has held exclusively for so many years, but it is stated that nobody connected with the company is staying awake nights worrying. As a matter of fact, the Michigan Trust Company has for two years or more been looking for competition, not because there has been any dissatisfaction with its methods or policies, but because its prosperity has been such as to invite it, and during this time the company has been entrenching itself against the appearance of such competition. The company has been making special effort to popularize the institution with small investors. It has been offering high grade real estate and timber bonds bearing 5 and 6 per cent. interest in denominations of from \$100 to \$1,000, and has been especially active in placing these bonds in as many different hands as possible. The bonds are sold over the counter at par and accrued interest, and if at any time the holder wants his money he can bring the bond back and get par for it and accrued interest. This has been a fine opportunity for small savers to increase their income as compared with leaving their money in the bank at 3 per cent. and it is stated a great many of them have availed themselves of it. The banks have been finding fault with this method of doing business, but the Trust Company has greatly strengthened and popularized itself nevertheless by the adoption of this plan to increase its clientele.

Despite the present firmness and the strong demand for money in Chi-

cago and the East, local bankers say that the general financial situation is decidedly better than for several weeks past. The tenseness caused by the steady drawing upon this country for gold by Europe has eased up, and there is, in the financial centers, a feeling of great relief, like that which comes with the passing of a crisis. Then, too, the apprehension caused by the money trust enquiry, which may be described as a gloomy, sentimental effect, has gradually been dissipated, and so has the same effect caused by the change of administration at Washington and the talk of tariff revision. The flood loss is a commercial or financial proposition that will be adjusted gradually, and the adverse effect on business will likely be that of a drag, or of a brake.

Ernest A. Hamill, President of the Corn Exchange National Bank of Chicago, recently said, concerning the money situation: "The present demand for money is not local, but exists all over the world. Germany has been hard pressed for funds; France is hoarding its money and England is experiencing great difficulty in keeping its gold reserve. There also is a very large amount of undigested securities in that country. The demand for money here is legitimate. The volume of business is large; the price for both labor and raw material is very high. I predict that, with possibly a short lull, there will be a good demand for money throughout the entire year. There is

a possibility that there may be an easing off for thirty days or so, but outside of that I believe that there will be a strong, healthy demand during the rest of the year."

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

GRAND RAPIDS SAVINGS BANK

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

The Preferred Life Insurance Co.
Grand Rapids, Michigan Wm. A. Watts, Secretary and General Manager

FOR INVESTMENT

We recommend the
First Preferred Stock

**of
United Light & Railways Co.**

Now earning over two and a half times its dividend requirements

At present market yields over 7 1/4 %

Write for Circular and Map

HOWE, CORRIGAN & CO.

533-535 Michigan Trust Building Grand Rapids, Mich.

**The
Old National Bank**

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

If You Have Money to Invest
You
Owe it to Yourself to
Investigate
the stock of the

**National Automatic
Music Company**

42-50 Market Ave. N. W.
Grand Rapids, Mich.

Which has paid 45 consecutive
monthly dividends
amounting to 68 1/2 per cent.

Send for particulars

WHEN YOU BUY \$100 BONDS YOU ARE BUYING THE SAME BONDS THAT ANOTHER BUYS WHEN HE INVESTS HIS \$1,000, \$10,000 OR \$100,000.

THIS MEANS THAT THE MAN WHO HAS ONLY A SMALL AMOUNT TO START WITH CAN GRADUALLY ACCUMULATE A FORTUNE WHILE THE MONEY INVESTED EARNS 6%.

IF YOU BUY THE PUBLIC SERVICE CORPORATION \$100 BOND WE OFFER, YOU GET AN UNIMPEACHABLE SECURITY.

NO MATTER WHAT THE MARKET FLUCTUATIONS MAY BE YOUR PRINCIPAL IS SAFE, YOUR INTEREST SURE, AND AT MATURITY YOU GET 100 CENTS ON THE DOLLAR.

TELEPHONE US, CALL ON US, OR WRITE FOR CIRCULAR

KELSEY, BREWER & COMPANY
MICHIGAN TRUST BLDG. GRAND RAPIDS, MICH.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY.
Grand Rapids, Mich.

Subscription Price.

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies, 5 cents each.
Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

April 9, 1913.

THE ONLY TRUE HAPPINESS.

In his own life, then, a man is not to expect happiness, only to profit by it gladly when it shall arise; he is on duty here; he knows not how or why, and does not need to know; he knows not for what hire, and must not ask. Somehow or other, though he does not know what goodness is, he must try to be good; somehow or other, though he cannot tell what will do it, he must try to give happiness to others. **Robert Louis Stevenson.**

TIME FOR A REACTION.

For several years the political reformers have been telling us that the people were fit to rule themselves and that they were just pining to be given a chance to do everything by direct vote. For years the reformers have been telling us that the people are intelligent enough to decide for themselves what laws they wanted or did not want and that they should have the right to the initiative and the referendum in matters of legislation. That the people are fit enough and intelligent enough to discharge all functions of American politics is so freely conceded that there is no chance for argument, but as to the popular desire to vote on everything, that is mostly tommyrot. In the recent primaries in this city not enough voters turned out to express choice on the Democratic and the Bull Moose candidates to give the candidates on those tickets place on the official ballot. The law requires 15 per cent. of the vote to turn out at the primary and, had the decision of the Supreme Court been exactly followed, there would have been only one ticket in the field and Democrats and Bull Moosers would have been out of it from the start. That the vote was so light in the primaries may not be a reflection on the civic patriotism of the voters, but, lacking any keen contests, it was but human nature to attend to business instead of taking an hour off to go to the polls. Experience with the primary election laws has repeatedly demonstrated that the people are not particularly eager to vote at every opportunity, and there is nothing to prove in the history of recent years that the public officials who have received their nominations by direct vote are any better than those who

received their nominations from conventions.

The election in this city further demonstrated the folly of the initiative and referendum. At this election ten different propositions were submitted to the voters for their judgment, four amendments to the State constitution, three amendments to the city charter, two city bonding propositions and a county bonding proposition. These propositions were each printed on a separate ticket and, with the State, city and school board tickets, made a bundle of thirteen ballots which the voter took with him into the booth. The voter who undertook to pass upon every proposition was in luck to get through his civic duty in a quarter of an hour. Many took half an hour at it and when it came to the foreign voters they were completely at sea. This multiplicity of ballots and the trouble of dealing with them is an exemplification of what we might expect at every election should the initiative and referendum be adopted. Instead of facilitating good government, asking the people to vote on every question that might arise would be one of the greatest stumbling blocks that could be devised. It would be a crippling influence instead of an uplift. The people would tire of it and, as far as practical value is concerned, it would very soon go into the discard. The popular methods of thinking and acting would have to be revolutionized before the initiative and referendum could possibly be made effective. The American training has been in representative government, not in direct action, and it is representative they will have. If the chosen representatives play false to the trust reposed in them, there is an easy way to reach them at the next election, but the direct legislation by ballot is slow, cumbersome and too uncertain to ever satisfactory.

The reaction against the so-called "safeguards" which the political reformers have been foisting upon the people for the past decade is about due. In an ordinary off year like the present the voter must go twice to the polls or let things go by default. In State campaign years four visits are required and in National campaign years from six to eight trips are called for. If the initiative and referendum were adopted no doubt other votes would be called for. In theory all this is very fine, but in practical operation it is a nuisance and the people are more and more becoming of this mind. There might be some reason for all this if popular participation in everything improved the conditions of the public service, but neither the city, county nor State service is any better now than in the old days of the political convention.

THE POOR ROAD TAX.

The boomers of the lake shore drive from Chicago to Mackinaw and the boosters of the inland route to Mackinaw by way of Grand Rapids have joined hands in planning an excursion over the routes, going on

way and returning by the other for the purpose of awakening interest in the undertaking. The excursion will be by automobile and it is believed twenty-five or more cars can be enlisted and that more will join the run from time to time along the way. The start, according to present plans, will be from Grand Rapids at 8 o'clock Monday morning, July 7, and the first day will end at Ludington, with Holland, Grand Haven, Muskegon, Whitehall and Pentwater visited. The high spots the second day will be Manistee, Frankfort and Traverse City. On Wednesday Elk Rapids, Charlevoix, Petoskey and Mackinaw will be visited and the party will return to Petoskey for the night. The return to Grand Rapids will be by the inland route, leaving Petoskey Thursday morning and reaching Cadillac in the evening, with stops at Central Lake, Bellaire, Traverse City and Manton. The itinerary for Friday will be Tustin, Reed City, Big Rapids, Howard City, Cedar Springs and Rockford, reaching home in time for dinner Friday night. Each day's run, according to present plans, will close with dinner at the leading hotel and an evening meeting, with speeches and other features. The trip, it is believed, will be productive of positive results in behalf of good roads and automobile routes. That the promoters of the rival routes to the north are working together in getting up the excursion is an encouraging sign of a willingness to co-operate. This joint effort is certain to awake more interest and enthusiasm than either organization could hope to develop through any activity of its own. It is likely that some of the Grand Rapids wholesalers and jobbers may take part in the excursion as a part of the trade extension movement.

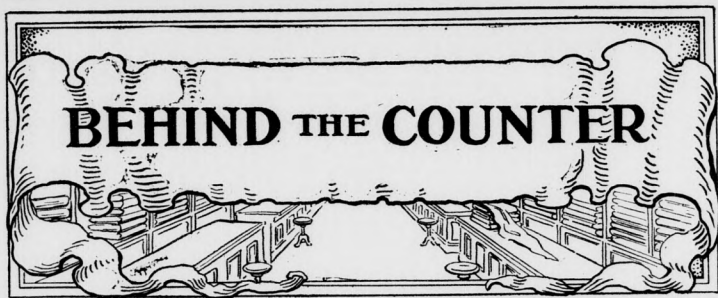
The automobile excursion suggests the subject of good roads, and right here it may be said that Grand Rapids has been having its practical experience with the roads that are not good this spring and ought to have a better conception of what poor roads really cost. For a month past the roads leading into Grand Rapids have been practically impassible, except on such routes as have been improved under the good roads system. As a result, receipts of farm products other than by rail shipments, have been below the consumptive demand and prices have been higher. Potatoes have been 5 to 10 cents per bushel higher than they would have had receipts been easy and eggs have been 2 to 3 cents above the normal. Potatoes and eggs were plenty enough in the country, but with poor roads there was no way to make deliveries, and the consumers had this to pay for. This city probably is not the only one in Michigan to have suffered from poor roads this spring. Many other towns, no doubt, have had a similar experience, which will not be entirely in vain if it will bring conviction that poor roads represents an infinitely heavier tax, both on production and consumption, than would be the cost of macadam roads or even of concrete. When money is paid in taxes for good roads,

the people have something to show for it, but the poor road tax is dead loss.

CUT FLOWERS IN STORES.

Some of the Grand Rapids department stores have made hits this season in the sale of cut flowers. They have offered sweet peas and violets at 10 cents a bunch, carnations at 35 cents a dozen, roses at 5 cents a bud and other flowers, as well as potted plants, at corresponding low prices. These prices are very materially lower than the florists charge and represent a level that puts flowers within the reach of everybody who may want them. It is surprising the number of flowers that have been sold at the department stores this spring. At one store the sales of sweet peas alone often runs to 300 to 500 bunches in an afternoon and the violets, carnations and roses also sell well. All classes of people buy them and it has been found that the flower counter serves to draw trade, customers coming in to buy a bunch of flowers and staying to buy other things. Having the flowers for sale at popular prices has served to develop the flower habit to a marked degree. Many women buy flowers, just a 10 cent bunch, to wear as part of their shopping costume. Men buy the flowers on their way home to lunch or dinner and have come to regard this as a matter of course. An interesting fact is that the florists, instead of complaining at this invasion of their field, seem to encourage it and they certainly furnish the flowers to be sold. The department store flowers are the "seconds" and the popular sales serve as an outlet for the surplus which the florists could not otherwise dispose of at any price. These sales also serve to develop the flower habit and the florists get their benefit in the growing demand.

Not every town has its greenhouses either professional or amateur, but every town has its women, old men and others who are eager to do something to make a little money for themselves. It might be suggested that the merchants in those towns which lack greenhouses encourage the growing of flowers as a source of income by offering to sell the product on some sort of basis that would be mutually satisfactory. At a very moderate outlay almost anybody with a small door yard and a sunny exposure can build a greenhouse and with a little experience and study and ordinary common sense ought to make it a success with the flowers that are easy to grow. The advantage to the merchant is in encouraging a very desirable home industry and at the same time in having something to offer that is certain to draw trade to the store. In this city the trade is in the department stores, but in Washington the flower trade, aside from the regular florists, is done at the city markets with the groceries and garden truck. To buy flowers for the table or home while ordering the household supplies is a regular part of the morning shopping in Washington.



Injustice Done Salesgirls By Would-Be Reformers.

What a shame, what a crime, what a lie, that they know to be a lie, for social "reformers," in their foolish zeal to win an argument, to say that "wages make morals," to say that virtue can live on \$12 a week, but a lower wage drives girls and women into the streets.

Money buys virtue every day—always has bought it—just as the flame forever draws the moth. But no wage scale has any bearing on this case. The girl whose father has fifty millions is bought almost daily to marry some man with more millions, regardless of whether she loves him or not. The stage artist who makes \$1,000 a week is continually being bought by some millionaire—with or without a marriage certificate, as conditions make it necessary.

Yet because a few store girls, among some thousands, have been discovered to go wrong the whole nation is being told one of the most cruel, most damaging, most untruthful series of stories that ever got into print.

The good name of a vast class of hardworking, intelligent, virtuous, fairly paid women and girls is being discredited all over this continent because it has been discovered, forsooth, that some store girls have followed the fatal path that has misled millions of their sisters from every other craft and profession—from the hovel and the palace, from homes happy and unhappy.

For twenty-seven years I have been intimately associated with store work and conditions in large cities and small. First as a co-worker with the young store women and men, familiar with their daily experiences and their daily lives, hearing their confidences, familiar with their pleasures, their troubles, their love affairs, their habits, their good traits and their bad. I know too, a great deal about people in other walks of life; but I do not know, and I challenge any one to prove to the contrary, any other work or profession where the standard of morals is higher or the opportunity to go wrong is one-half so great.

Of course, I have known girls in a store to go wrong, from women buyers making \$5,000 a year down to girls making quite small wages; but I have never personally known of a girl who went on the street because she couldn't live on the wages she earned in the store. All the girls that were reputed to make money this

way were in the class that earned from \$12 to \$25 a week.

O. Henry was probably the closest student of human life that ever tried to picture the realism of New York City. There seemed to be no phase of life, and no class of humanity, whose story he could not tell in the strongest colors of truth. In his story "The Trimmed Lamp" it was not the artful store girl, patterning her single apparel after the stylish lines of her fashionable customer that went wrong, even though she earned a paltry \$6 a week, and lived on it. Her chum worked in a laundry and earned \$18 a week, dressed garishly, as her money allowed, had a fellow who was an honest mechanic to take her around, hoping to marry her. But it was the \$18 a week laundry worker who went wrong, and the store girl, with her good taste and her good sense married the mechanic.

As for the immediate problem on hand, the question of a minimum wage for girls and women in stores and elsewhere—efficiency, earning power, productiveness—in the last analysis decides what wages the worker receives.

No other business is more competitive than the department store business. In no other industry is the competition more keen to secure workers of developed efficiency. Stores are continually outbidding each other to secure men and women who have shown real ability in selling and other fields of merchandising.

On the other hand, there is probably no other work at which it is so easy for the beginner to start. The big stores always need hundreds of young women to wait upon shoppers. And "wait" is the word, perhaps spending an hour needlessly showing goods to some woman who is an hour early for her "bridge" engagement, and has nothing else to do.

And so she reduces that girl's earning capacity.

And so thousands of women every day reduce the earning capacity of girls and women by frittering away the time of the store girls, because modern store courtesy makes it easy and pleasant to do it.

There is always a tremendous shortage of salespeople who are really efficient, and there is always a tremendous surplus of girls and young women who are inexperienced and whose work is only of small value, if of any value at all.

In the old days, the value of a salesman or a saleswoman was measured

by the number of customers he or she would wait on at the same time and give satisfactory service. In my own experience, it was nothing unusual for a salesman to wait on six different sets of customers intelligently and efficiently, and to the entire satisfaction of those customers.

In those days, the salesperson's value was vastly greater than to-day, because modern store methods enable a woman to demand the exclusive and undivided attention of a salesperson during as long a period of time as she wishes to take to make her decisions about purchases. She feels no responsibility whatever if, after having wasted an hour's time, she makes no purchase at all. And it must be remembered that if a purchase is finally made in order to please the salesperson with the thought that the goods may be returned to-morrow, that amount is necessarily deducted from the credit of the salesperson, because the wages of the latter must necessarily be based on the amount of goods actually sold to and retained by the customer.

This is why the stores must employ so many thousands of girls at small salaries. They can give their time to waiting upon people who require such attention and get their training to properly serve customers by continually asking questions of the more experienced girls beside them.

Two things will help solve the problem of increasing the wages of store girls:

First, a proper consideration on the part of the great shopping public, which is composed in the main of women who would be considerate and thoughtful if the matter were brought to their attention.

Second, the organizing of trade schools on a practical basis to teach the trade of selling to girls who come from school or their homes, to impress them with the responsibilities of life and the seriousness of the thing that they are undertaking when they go out into the world to earn their living.

Most of the better stores are trying to do this themselves, but as it is easy to secure positions in stores, they attract many girls without any commercial instincts and with very little capacity for the work that they are undertaking. So they do not take their work seriously; they do not improve in efficiency, and they do not earn higher salaries.

As one store woman has recently said, "A great many of these girls are actually lazy and have practically no earning capacity at all." Certainly these are not the girls who have a living to earn. They are girls without responsibilities usually, with homes that permit them to spend the money they earn in their own way. They do not realize the value of money, and they do not realize the seriousness of earning a living. Perhaps the greater proportion of them are living in the daily expectations of getting married, with the thought that there is no work about that.

Certainly this criticism cannot ap-

ply to girls who are actually hungry, and do not get enough to eat out of their wages. They realize the seriousness of life, and they are usually the girls that develop into the best saleswomen or the best workers in any department in which they may be.

The big stores are only too glad to see their people develop in efficiency and to encourage it. And the efficient people are well known and eagerly retained, and if proper wages are not paid in the store in which they happen to be there is always opportunity for girls with a good working record to secure the highest wages they are able really to earn in other stores in this great city.

Legislators must very carefully study the problem of a minimum wage, for fear they may do a greater wrong. Thousands of girls have proved by experience that they can live virtuously and happily on the wages they receive, and which have been termed inadequate.

Certainly the vast majority of these girls do not possess the ability to earn any more, at least immediately. If a minimum wage were legislated, which the stores could not pay, then thousands of these girls would have to step aside for the more efficient, and new applicants could not be employed at all.

Then what will law and philanthropy do for the girls who can't make a living at all? W. R. Hotchkiss.

The Price He Paid.

I said I would have my fling,
And do what a young man may;
And I didn't believe a thing
That the parsons have to say,
I didn't believe in a God
That gives us blood like fire,
Then flings us into hell because
We answered the call of desire.

And I said: "Religion is rot,
And the laws of the world are nil;
For the bad man is he who is caught
And cannot foot his bill.
And there is no place called hell;
And heaven is only a truth.
When a man has his way with a maid,
In the fresh keen hour of youth.

"And money can buy us grace,
If it rings on the plate of the church;
And money can neatly erase,
Each sin of a sinful smirch."
For I saw men everywhere,
Hotfooting the road of vice;
And women and preachers smiled on them
As long as they paid the price.

So I had my joy of life;
I went the pace of the town;
And then I took me a wife,
And started to settle down.
I had gold enough and to spare
For all of the simple joys
That belong with a house and a home
And a brood of girls and boys.

I married a girl with health
And virtue and spotless fame.
I gave in exchange my wealth
And a proud old family name.
And I gave her the love of a heart
Grown sated and sick of sin!
My deal with the devil was all cleared up
And my last bill handed in.

She was going to bring me a child,
And when in labor she cried,
With love and fear I was wild—
But now I wish she had died.
For the son she bore me was blind
And crippled and weak and sore!
And his mother was left a wreck.
It was so she settled my score.

I said I must have my fling,
And they knew the path I must go;
Yet no one told me a thing
Of what I needed to know.
Folks talk too much of a soul
From heavenly joys debarred—
And not enough of the babes unborn,
By the sins of their fathers scared.
Ella Wheeler Wilcox.

Don't worry about not getting the business of the first families if they are the kind who expect you to carry them on your books for a year.



Hold Old Customers and Gain New Ones.

Written for the Tradesman.

"Remember well and bear in mind, A constant friend is hard to find," runs the old rhyme. A constant customer, one who deals with you year in and year out, who stands by you through thick and thin, is also hard to find. An experienced merchant remarked: "Good customers don't just grow like weeds. They don't come uninvited like flies. They don't stay like stone without being held." That man knew what he was talking about.

When a photographer finds he has secured a good negative, after making from it the first order of pictures, he labels it carefully and files it away where he can put his hand on it at a moment's notice. The work of taking and developing and retouching, the worry and fuss and nervous strain, are all over with and done. Should he be fortunate enough to have re-orders from that plate, all he will have to do is to print off the pictures and finish them. He very properly regards re-orders as almost clear gain.

The patronage of old customers may be likened to the coveted re-orders of the photographer. Every customer that you have now, it sometime has cost you something to get. Perhaps you spent good money in effective newspaper advertising and in that way secured a part of your present clientele. Very likely you coupled with the newspaper advertising (since you wanted something out of the ordinary to advertise) special sales and marked-down prices. You paid your sales force to handle over lots of goods that you were selling at little or no profit. You did all this and were wise in doing it to get people to coming. You have some patronage by virtue of your location. For people residing within a certain range of territory, your store is the handiest place at which to buy their hosiery and underwear and muslins and dress goods. Not quite so directly, but just as surely you have paid for their patronage also, for your landlord's bill must be met every month or every quarter, or, if you own your place of business, there are taxes and insurance to be paid, repairs to be put on to keep up the property, and interest on your investment to be counted.

You can not consider a woman who has dropped into your store just once a regular customer. Not until she comes again and again, not until your store and your way of doing business have some hold upon her, can you regard her as one of your steady patrons. But what made her come back after her initial visit? She was pleased with your goods or with the courteous treat-

ment she received, or else your prices proved attractive to her. Whatever it was that won her continual favor, it cost you some effort. Remember this.

Since every customer that you have has cost you something either in money or effort—most likely in both money and effort—don't fail to realize the worth and value of their trade.

Don't become dissatisfied with the people you have to deal with. Does it sometimes seem to you that no other merchant ever had to struggle with such an exacting lot of cranks as these that buy of you? In all likelihood the trouble is with you more than with your customers. Perhaps you have a touch of dyspepsia, or maybe you need to go fishing for a day or two and get away from it all.

Don't become disgruntled. Believe that your customers are as good as anybody's, and that the customers you have now are as good as any you will ever be likely to get. Generally speaking, this is absolutely true. These have their crotchets and peculiarities that it is your business to get along with. But so do those who are dealing with other merchants have crotchets and peculiarities, just as numerous and just as troublesome.

Take pains to let people know that you appreciate their patronage. Be willing to put yourself out to accommodate these people that are spending their money with you. Don't expect to make a profit on every transaction.

Mr. C—happened to be out of one size in a certain kind of children's union undergarments. Mrs. Kappen, a good customer of his, wanted a pair of that particular size for her little boy. Mr. C—made a special order, directing that the garments be sent at once by parcel post. "Won't the postage take nearly all of your profit?" asked a friend who happened to be visiting him at the time. "On this one deal it will take all my profit, for the goods have to come quite a distance, and they are low-priced garments. But when I consider the profits on Mrs. Kappen's trade for a year or even for a month, I can far better afford to spend this small amount of money than give one of my competitors the chance to do it." Mr. C—is on the right track.

Inasmuch as you had to use attractive advertising and various kinds of special inducements in order to gain your customers in the first place, you would best go right on using the same means to keep them after you have your trade established.

"Your trade established"—that, by the way, is a somewhat unfortunate expression. Strictly speaking, you never should consider that you have your trade really established, for in its very

ROMPERS Are a Real Source of Delight to Boys and Girls that wish to play.



Copyright
1912 by
Wise Bros.

FIT—"The Little One" is sized correctly. The sleeves are long enough to have the cuff where it ought to be—at the wrist.

WEAR—The fabrics used are woven especially for "The Little One." They are pretty, durable, soft, fine, and will not shrink or fade.

Special permission is given merchants selling the "Little One" line to refund the money of any dissatisfied customer. Here are a few facts worth knowing about this line:

STYLE—Made for Boys and Girls for ages 2 to 6. The boys' romper tells at once that it's a real boy's garment and not the same as his sister wears. The girl's garment is made with yoke effect, and is very wide in the seat to allow for petticoats and underclothes.

THE CREEPER—is for the baby from 6 to 18 months old. It is made so undergarments can be changed without removing the creeper.

MAKING—Cuffs and belts are piped with material of contrasting color. Buttons are pearl and well sewed. Knee elastic is of best quality.

STITCHING—Seams are double-lock-stitched and thread will not unravel when it breaks. There are no rough edges to scratch or chafe the wearer.

Ask to see the samples. Every pattern we are showing is new this season.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

"The Crowning Attribute of Lovely Women is Cleanliness"



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

NAIAD DRESS SHIELDS

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

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

The C. E. CONOVER COMPANY

Manufacturers

Factory, Red Bank, New Jersey

101 Franklin St., New York

Wenich McLaren & Company, Toronto—Sole Agents for Canada

nature the patronage of any store is one of the most mutable things in all this changing world.

Grip your old customers as firmly as possible, but be ever on the lookout for new ones, so that the number of your patrons may not be reduced when of necessity you lose one or more of the old. For old customers move away. Sometimes, alas! they die. You have or should have a mailing list comprising the names and addresses of all the people that come to your store. Have you ever noticed how many names there are to take off every time you go over the list? At every revision aim to have more to put on than you take off. A man who banks wholly on his established trade and is not watching to secure new customers, is likely soon to be reckoned as a "has-been."

Occasionally an old customer becomes disaffected, not through any fault of the merchant, but because human nature is as it is. Some old customers grow tyrannical. They demand special privileges and special prices. Now there are some things you can do and some things you can't do, or rather you must not do. We will say that Mrs. Smith has bought of you for twenty years. You appreciate every dollar of her patronage, and would gladly do anything in reason to accommodate and please her. But don't ever think it will answer to sell goods to her one cent cheaper than you are selling to Mrs. Jones or Mrs. Brown or Mrs. Robinson. "Can't you once in a great while make a special price to an old customer and depend on her keeping it to herself in strictest confidence?" does someone ask. Um-m-m-m-m, no, you can't depend on her keeping it to herself—don't try the hazardous experiment. To gain a new customer or to hold an old one, justice to yourself and to your business demands that you offer only such inducements as you offer uniformly to every one. Any deviation from this rule means trouble and the loss of more customers than one. When, in order to hold an old customer, you would have to do better by her than you can do by others, the price of her patronage is too high—you are better off without it than with it. These cases when an old customer becomes unreasonable occur once in a while, but if a business has been conducted on correct principles and there has been no discrimination in the past, they are rare. Fabrix.

The Chinaman's Will.

A Chinaman dying left eleven sheep and three sons, and, making a will, left one-half of his estate to the oldest boy, one-fourth to the next and one-sixth to the third son. They wished to divide without killing a sheep, but could not see how to do it, so they sent for a wise man. Sending to his own fold for a sheep, he put it in with the eleven. Now take your half—six, said he to the eldest, and he did so; the second, take your fourth—three; the younger, take your sixth, and begone—two; and they all did so, when the wise man drove his own sheep home.

Was the division according to the will?

Do You Feature Popular-Priced Hosiery?

Written for the Tradesman.

Every man, woman and child in America wears hosiery. It is as staple a line as sugar or piece-goods, and yet it possesses none of their disadvantages.

Although 100,000,000 Americans spend a good part of their lives walking around in stockings and socks, although there is an absolutely universal demand for the goods, they continue to pay a good profit to the merchants who handle them.

To get the most out of a line of hosiery, a merchant must handle the goods that the most people want, and that means popular-priced hosiery.

It is true that 100,000,000 people wear hosiery, but 56 per cent. of them wear nothing but the goods that retail for a quarter and less. These 66,000,000 belong to families with incomes of less than \$75 a month and they have to spread their expense-money pretty thin. Especially so since there are more children per family than in the remaining 34 per cent.

Of course your district may be an exception to the rule, but it is very probable that the \$75 dollar a month man makes up more than 60 per cent. of the population in your territory.

How much of the trade of these people do you draw to your store?

And how many of them buy hosiery from you?

Hosiery is an all-the-year line; for no other line of dry goods is there so universal and persistent a demand.

Hosiery is a line that cannot be a competitive football, because there are literally thousands of standard brands. Their production is not concentrated in the hands of a few and competition on identical merchandise need not occur.

Furthermore, 10, 15 and 25 cent hosiery is every bit as durable as the higher priced grades and, strange as it may seem, they do not lack in style and finish. Into these grades are put good qualities of mercerized lisle, than which there is nothing more durable or handsome. Even silk stockings are now being produced to sell for a quarter, so that those of your trade who desire showy goods can be accommodated.

It will pay you to remember the statement already made in this talk, to the effect that 66,000,000 people must depend upon popular-priced hosiery for their footwear, but you must not imagine that your "high-priced" trade will sniff at 25 cent hosiery. The department stores have taught people that such goods are worthy merchandise and many a well-to-do man walks around in quarter socks.

Popular-priced hosiery appeals to more people than the more costly grades and, consequently, "turn over" with relatively greater speed. It was pretty near the truth to say that 10, 15 and 25 cent hosiery will have an appeal for every adult who buys goods at your store. Can you afford to overlook a line that everybody

buys, that everybody wants and that pays you a handsome profit in the bargain?

It is dollars to doughnuts that 60 per cent. of the people in your neighborhood buy popular-priced hosiery.

Do they buy it from you?

Anderson Pace.

Flat Feet Due to Low Heeled Shoes.

St. Louis, Mo., April 5—That most plebeian of diseases, fallen arch, or flat foot, has invaded the circles of the ultra-fashionables of St. Louis, and now is epidemic, according to physicians. One physician in the last two weeks has had more than 100 cases under treatment and averages about seven new cases a day.

The trouble is due to the new vogue in footwear. The flat heeled English walking shoe now is much in fashion among young women. These shoes, which are on the order of those worn in childhood, cause certain muscles of the foot which were supported by the high heeled shoes to sag.

Standing in street cars is said to be a frequent cause of the trouble.

The first symptom of the disease is a pain in the foot a little below and in front of the ankle. This is followed by pains in the small of the back and then pains in the heel.

There is no harm in making a mistake. Every man who amounts to anything at all makes them. But no man who is of much consequence makes the same mistake twice.



MARCHIONESS
No. 1200

A model of straight lines and long, graceful curves. Back 18 inches, 21 inches at side with unboned skirt cut-a-way at front. Body cloth of high grade combed yarn Coutil. Guaranteed non-rustable DOUBLE steel wires; flexible side steels secured at ends with silk stitching. Daintily trimmed with silk embroidery; draw strings at bust; four best quality suspender web hose supporters. Sizes 18 to 30. Price per dozen \$12 00.

PAUL STEKETEE & SONS
Wholesale Dry Goods, Grand Rapids.

Ha-Ka-Rac

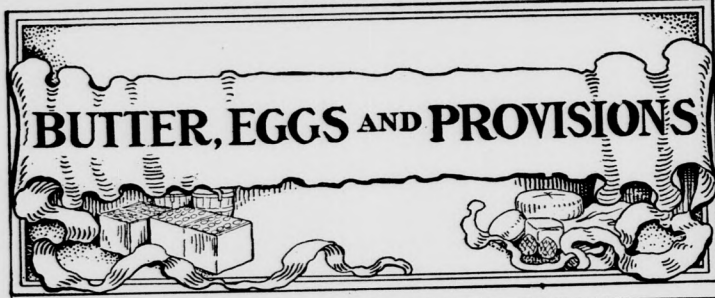


**Gloves,
Mittens,
Sweater
Coats,
Boys' Caps,
Girls' Caps,
Automobile
Bonnets.**

Our salesmen will call on you soon with a large assortment of these popular goods in all styles and grades.

It will pay you to defer placing your orders until you have seen this well-known and complete line of knit goods.

The Perry Glove and Mitten Co. Perry, Mich.



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.

Factors Influencing Quality in Eggs.

Viewed from the standpoint of progress and the improvement of the poultry industry of the Middle West, the system of marketing in general use in this great producing section known to the trade as the "case-count" system has proven a great stumbling block. It is a system of payment for number alone regardless of quality, and in consequence it has not only not provided an incentive for care and attention to quality, but by neglecting to reward carefulness has even encouraged careless and dilatory marketing on the part of farmers, with the attendant loss in quality. Briefly, case-count buying consists of the payment of the fixed price which happens to be current at the time for each and every dozen eggs which may be offered for sale, regardless of whether the eggs themselves are good, bad, or indifferent. The only requisite in most cases to consummate a sale is for each egg to have an intact shell. The case-count system of buying eggs may, therefore, be said to be the greatest factor in preventing an improvement in the general quality of commercial eggs. No more practical step can be taken, or one which would have a more immediate and far-reaching effect in improving the quality of the eggs of the Middle West, than to discard this system of buying and to replace it by the one known to the trade as "loss-off," in other words, to buy on a candled or quality basis.

The Loss-Off System of Buying.

Where this system is in use the eggs as bought are "candled," that is, subjected to a test which shows quite definitely their condition and quality. Candling is performed by holding the eggs up to a small hole, about the size of a half dollar, cut in a shield of metal or other material, behind which is a strong light. Usually this light is furnished by an ordinary 16 candle power incandescent light, but a lamp, candle, or even sunlight may be utilized. The person candling the eggs is in a dark or semidark room, so that the light shines through the eggs, and when the latter are twirled the condition of the contents is at once revealed to an expert eye. By this test it is possible to detect rots, spots, and other deteriorated eggs, such as

shrunk, weak, watery, and heated eggs. In paying for eggs bought on this basis, the rots and usually the spots and blood rings are thrown out entirely, so that they become a dead loss to the person responsible for them. Often in buying from the farmer no other distinction is made. The eggs are simply divided into two classes, one of which is good enough to accept and pay for while the other is rejected and payment therefor is refused. Such a classification is a distinct step forward and results in a great improvement in the eggs. Indeed, there are many reasons to believe that such a simple system is preferable when dealing with the farmers to a more complicated one where the eggs are placed in several grades, according to quality, and for which different prices are paid. In the latter case the farmer is prone to think that he is being cheated if a part of his eggs are accepted but bring a less price than the others.

The Country Store.

The agency indirectly responsible for the opposition to this method of buying and for the continuance of the case-count system is the country store. It has been the custom from the time towns were settled throughout the West for the country store to handle the eggs in most instances. The trips to the general store, necessary to supply the household needs, offer the most convenient opportunity for this marketing; but there is a reason for the general merchant being an egg buyer that is more interesting and far-reaching in its effect upon the egg trade. The merchant buys eggs because by doing so he can control his selling trade. There are two reasons why the farmer trades where he sells his eggs: (1) Because it is convenient to trade at one place, and (2) because he wishes to avoid offending the merchant, which he would do if he broke the established custom of trading out the amount.

The merchant knows that to buy eggs means to sell goods, and he therefore bids for eggs. His competitors in the same town, as well as in other towns, also bid for eggs. The effect to the merchant of lowering the price of his goods or raising the price of eggs is financially the same. In either case it is the matter of cutting prices under the spur of competition. Now, the articles on which the merchant makes his chief profits are dry goods and notions. Such articles are not standardized, but their real value varies in a manner quite impossible of estimation by the unsophisticated. On



Crescent Mfg. Co., Seattle, Wash.

Tell Your Trade Mapleine

Suits the Fastidious
 It's different, dainty, delicious. Used like Lemon or Vanilla in Cakes, Icings, Ice Cream, Candies and Desserts and for Table Syrup.

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

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

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

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

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

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

SEND US YOUR EGGS

We have 33 stores to supply and that requires some eggs. Send them along and we will do our best to make you a satisfied customer. Prefer shipment by express, but can handle by freight.

DETROIT PRODUCE CO. 3030 Woodward Ave. **DETROIT**

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

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.

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

the other hand, eggs are quoted by the dozen, and all who run may read.

Suppose, for illustration, two merchants in the same town are each doing business with a 20 per cent. profit and are buying eggs at 10 cents and selling for 11, the 1 cent advance being sufficient to pay for the labor of handling, incidental loss, and a small profit. One merchant concludes to cater for more trade. If he marks his goods down he will gain some extra trade, but people will fear his goods are cheap. But let him put out a placard "Eleven cents paid for eggs," and the farmers will throng his store and be less inclined to question the quality of his goods. This move having been successful, his rival across the street quietly stocks up with a cheaper line of dry goods, and one fine morning puts out a card, "Twelve cents paid for eggs," and more farm wagons will be hitched on his side of the street. The volume of business at the lower profit being insufficient to maintain two men in the town, a mutual understanding is gradually brought about by which the prices of goods sold are worked back to the basis of 20 per cent gross profit; but the false price of eggs serves to draw trade from neighboring towns, and is maintained at the higher level.

As a matter of fact the price paid to farmers for eggs by the general stores is frequently 1 to 2 cents above the price at which the storekeeper sells the product. Allowing the cost of handling we have a condition prevailing in which the merchant is handling eggs at from 5 to 10 per cent. loss, and it stands to reason that he is making up the loss by adding to the prices of his goods. Some of the effects of this system are:

1. The inflated price of merchandise is an injustice to the townspeople and to farmers not selling produce; in fact, it amounts to a taxation of these people for the benefit of the egg producer.

2. The inflated prices of the merchant's wares work to his own disadvantage in competition with mail-order or out-of-town trade.

3. The farmer who exchanges eggs for dry goods is not being paid more for his eggs, save as the tax on the townspeople contributes a little to that end, but is in the main merely exchanging more dollars.

4. The use of eggs as a drawing card for trade works in favor of inferior produce, and the loss to the farmer through the lowering of prices thus caused is much greater than his gain through the forced contributions of his neighbors.

Delay in Moving Eggs.

The delay which takes place from the time the eggs are produced on the farm until they reach the packing house or car-lot shipper is a direct result of the case-count system of buying. This delay is most serious, and, coupled with weather conditions, it is possible for the changes occurring and the loss and deterioration caused. Incidental to the de-

lay and the ignoring of the necessity for good quality, many careless habits develop in handling the eggs. On the farm this usually takes the form of negligence in gathering the eggs, also in storing them in hot, damp, or other unsuitable places, and in holding them for a considerable length of time, either because it is not convenient to go to town or, in the fall on a rising market, with the idea of getting a better price. At the country store, also, the eggs are often held for a considerable length of time. When the eggs finally reach the packer they may, therefore, be several weeks old, and as they are subjected to high temperature during the summer and early fall months, and may have been held in damp places, changes often take place which cause deterioration.

Harry M. Lamont.

Michigan Poultry Commands Highest Price in New York.

While sojourning in Nashville, Tenn., a few months ago, the writer met, at the Hotel Toulane, a gentleman who was engaged in the purchase of eggs and poultry for the New York market. The gentleman seemed disposed to discuss the business in which he was employed and a few questions interjected, from time to time, encouraged him to proceed: "The best quality of poultry and eggs," he remarked, "sold in the markets of New York we obtain from the State of Michigan. No other state can compete with Michigan as regards quality. We purchase a great deal of stock in Tennessee and formerly handled in carload lots, live chickens raised in the State of Texas. Last winter we had ten cars in a train running through Atlanta, Georgia. While the train was running into the yard five of the cars containing chickens side-swiped a passenger train. Thousands of the birds were killed outright and thousands more escaped, to be run down by the colored people of the place. The accident occurred on a Sunday morning and it is safe to say that no services were held in the colored churches that day. The hotels and restaurants of Atlanta served chicken meat prepared in various ways at every meal time during the remainder of the week."

After my return home I asked J. A. Mohrhardt, a local meat dealer of prominence, to explain in what respect the poultry grown in Michigan is superior.

"In the Southern states turkeys and chickens run in the fields, subsisting chiefly on bugs and vegetable matter—grass, weeds, etc.," Mr. Mohrhardt explained. "In Michigan the birds are fed grain during most of the year and their flesh is harder and of better flavor. The flesh of turkeys and chickens of the South is flabby and juiceless.

"Do you know—probably you do not—" Mr. Mohrhardt continued, "that four hundred thousand calves are killed as soon as they are born in the United States annually and their carcasses buried."

The writer confessed a lack of information on the subject, when Mr. Mohrhardt continued: "The calves are killed by the dairymen who want the

milk for their customers that otherwise would be given to the calves. The dairymen cannot spare the milk necessary to feed a calf during the earlier months of its life. He derives a larger profit through the sale of the milk. This practice is injurious to the business of the butcher and the tanner and accounts, in a measure, for the high cost of living."

Mr. Mohrhardt is opposed to the 100 per cent. inspection test sought to be imposed upon the meat business by Health Officer Slemmons and is of the opinion that the enforcement of such a requirement in connection with the proposed public abattoir would add to the meat bill of the citizens of Grand Rapids annually at least \$175,000. He says a more satisfactory system would be the employment of educated and experienced veterinarians to inspect the markets and the slaughter houses from time to time in unexpected moments. Very little meat unfit for use would be sold with such a system in force."

It would surprise most people to learn the extent of the animal slaughtering business in Kent county. At least 15,000 cattle, 45,000 hogs and other food animals in like proportion are killed annually.

Arthur S. White.

Long on Cutlery.

"I call 'em the cutlery family."

"Why so?"

"Well, the daughter spoons, the father forks out the money, and the mother knifes the other guests."

When you have said enough in your advertisement to make your point plain, stop. Don't go on like the story-teller who always repeats the point to his joke for a second laugh.

All Kinds of

Feeds in Carlots Mixed Cars a Specialty

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

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.

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

IMPORTANT

Retail Grocers



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

Baker's Cocoa and Chocolate

with the trade-mark on the packages.

Registered U.S. Pat. off

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

MADE ONLY BY

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

Parcels Post Zone Maps

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

500	\$11.00
1000	13.00
1500	15.00
2000	17.00

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

Tradesman Company
Grand Rapids, Mich.

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

March 31—In the matter of Johnson Engineering and Construction Co., formerly manufacturer of structural steel and iron work at Battle Creek, the entire assets of said bankrupt was duly sold to Gavin T. Ritchie & Son, Battle Creek, for the sum of \$3,375 and the sale duly approved by the court. The liabilities of this concern are scheduled as unsecured claims of \$40,326, with secured claims of about \$485. No dividend has as yet been declared. Reginald G. Leach, Battle Creek, is trustee.

In the matter of Auto Lock & Specialty Co., a corporation, Detroit, the first meeting of creditors was July held, the bankrupt's treasurer examined by the referee and Charles C. Simons, Detroit, elected trustee, with bond of \$200. The liabilities are scheduled as: Priority claims, \$360; secured claims, \$4,219.18; general claims, \$3,937.79. The assets as: Stock, \$150; machinery, etc., \$1,455, subject to lien of Detroit Lubricator Co.; locks manufactured and in process, about \$2,300, subject to lien in favor of Detroit Lubricator Co., and patents of valuation claimed of \$25,398. No order of sale. Case adjourned to April 22.

April 3—In the matter of Searle A. Wilkis, bankrupt, shoe merchant of Battle Creek, first meeting of creditors held, bankrupt examined and John C. Davis elected trustee. Rindge, Kalmbach, Logie & Co., of Grand Rapids, who have chattel mortgage on entire stock of bankrupt securing a claim of \$2,391, will probably take all property to satisfy their claim. Case continued to first Tuesday in May, at which time report will be made of result of sale under chattel mortgage.

April 2—Walter L. Gepp, doing business as Walter L. Gepp & Co., 47 Gratiot, Detroit, jeweler, was duly adjudicated a bankrupt and Walter M. Trevor, Detroit, appointed receiver with bond of \$10,000. The liabilities of the bankrupt are scheduled as follows:

Taxes	\$ 89 14
Chas. A. Berkey	2,450 00
(assignment of lease.)	
Flexlume Sign Co., Buffalo	72 00
Chas. A. Berkey Co., Detroit	1,079 95
M. Carlton, Chicago	1,680 79
S. Kaplan, N. Y. City	200 00
Harry Lesch, Chicago	500 00
S. Frackman Co., N. Y. City	294 86
Jos. Frackman Co., N. Y. City	403 00
A. Suderov, N. Y. City	301 50
M. I. Schwarzstein Co., N. Y. City	1,301 11
D. Jacobs Sons Co., Cincinnati	166 40
Jacob Schoen, N. Y. City	201 60
I. R. Thelso & Co., N. Y. City	1,375 94
New Haven Clock Co., New Haven	201 00
David Ullman Co., N. Y. City	597 75
B. L. Strasburger Co., N. Y. City	67 00
L. Schwartz, Chicago	156 14
National Jewel Case Co., Buffalo	212 00
Empire Mfg. Co., Providence	212 65
Ogusky & Spanel, Detroit	122 26
H. W. Lichtenstein, Philadelphia	761 50
L. A. Thomson, Detroit	58 00
John Johnson Co., Detroit	14 00
Jacobs & Lesch Jewelry Co., Chicago	61 75
Bayer & Pretzfelder Co.	121 38
Sperry & Alexander Co.	45 00
Helbela, Schwarzstein & Co., N. Y. City	994 80
Central Heating Co., Detroit	12 91
Edison Electric Co., Detroit	25 02
W. S. Wheeler, Detroit	250 00
Total	\$11,490 35
Assets are scheduled as follows:	
Cash	\$ 16 30
Stock in trade	6,500 00
Machinery, tools, etc.	1,500 00
Debts due on account	125 00

Money on deposit 5 39
Property claimed as exempt 300 00
The first meeting of creditors will be held at Detroit April 15.

In the matter of Alfred L. Brooks, Detroit, butter, egg and produce merchant, adjudicated a bankrupt. Liabilities: Taxes, \$21; secured claims, \$661; unsecured claims, \$1,558.91. Assets above exemptions appear to be entirely covered by contracts retaining title to same. First meeting of creditors called for April 22.

The final meeting of creditors in the matter of Demotcar Company, formerly manufacturers of automobiles, has been called for April 8. The trustee's report shows a balance on hand of approximately \$2,700. The total liabilities proven and allowed are approximately \$152,000.

April 5—In the matter of Samuel Karbal, men's clothing and furnishings, 193 Gratiot, Detroit, the bankrupt has made an offer of 20 per cent. net as a composition with his creditors. The offer came up for action this morning at 9:30. No vote was taken on the offer and the case was adjourned to April 9. Charles L. Jacobs was elected trustee, with bond of \$2,000.

Seepings From the Soo.

Sault Ste. Marie, April 7—Navigation expects to open about the middle of April, as the ice in the river is beginning to honeycomb and vesselmen are getting ready for an early start and predict a good season.

The Pittsburgh Steamship Company has added sixteen new boats to its fleet this year, making about 140 boats in the fleet.

Rev. Arthur H. Lord, Episcopal rector here for the past twelve years and one of the most popular clergymen in the city, has tendered his resignation to accept the pastorate of one of the largest Episcopal churches in Milwaukee. Mr. Lord will be the guest of honor at a dinner to be given by the Sault Club on the evening of April 24. While Mr. Lord will be greatly missed here, he goes into the new fields with the best wishes of the community.

A large flow of ice coming over the Rapids Thursday tore away a portion of the ferry dock, which has delayed traffic between the two Soos, so that the ferry is not running, but expects to start again during the week.

The local freight yards of the C. P. R., Soo Line and D., S. S. & A. are so blocked with freight cars that it is almost impossible to get any freight without a serious delay. The demands on the yards have far exceeded their capacity and it is with difficulty that the roads handle the business. The merchants are badly handicapped and considerable displeasure is heard throughout the community having business with the freight departments.

When George Ferris started the Progression magazine a few years ago it looked more like a failure than success, but it did not take George long to discover that larger fields were necessary to assure success. He moved to Detroit and has succeeded

to a real Progression magazine which is a credit to the publisher. Success to you, George.

R. Jones, for the past year representing the Cornwell Beef Co. on the C. P. R., between Sudbury and the Soo, has resigned to accept a position with the Wm. Davies Company. Mr. Freimuth, who has been with the Cornwell Beef Co. for the past few years, has succeeded Mr. Jones on the territory.

R. Bishop, for many years a resident of the Soo and one of the oldest butchers here, expects to move his family to California this week, where they will reside.

The Civic league is getting busy for the city clean up.

The suffragets are also busy.

The Jensen store, at Ewen, announces that it will give fifty pounds of flour to every newly married couple in that locality. W. G. Tapert.

A man may succeed in business beyond his expectations but never beyond his ambitions.

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

TO REACH YOUR PATRONS AND FRIENDS
USE OF A MICHIGAN STATE TELEPHONE

Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

Lambs for Easter.

The production of lambs for the Easter market is widespread in Great Britain. From a small beginning the raising of early lamb has grown to be a business of considerable dimensions, as large as is consistent with the maintenance of good prices. It is a difficult matter to estimate the extent of this trade, but it must be considerable, judging of the amount of this meat available for the early spring market. The bulk of the lambs used in this trade are born, reared, sold and slaughtered all within a period of six months.

G. J. Johnson Cigar Co.

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

BECOME AN EXPERT IN BUSINESS EFFICIENCY
Accounting, Auditing, Systemizing, System Building, Commercial Law, Business Economics—everything pertaining to Accounting and Business thoroughly taught through CORRESPONDENCE INSTRUCTION by Experts. Instruction open to business men, bookkeepers, clerks, etc. Questions may be asked as freely as in the classroom. Our circulars will interest you—a postal will bring them. Address: Department 1.
CLEARY COLLEGE YPSILANTI MICH.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch Line Co.

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

Business Wagons

12 styles carried in stock—12

\$ 47.00 to \$140.00

SHERWOOD HALL CO., Ltd.
30-32 Ionia Ave., N. W., Grand Rapids

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting Fully Guaranteed

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.

Stretch Your Capital

“Study the methods of the banana man and peanut vender, who make a living on \$10.00 capital,” says A. M. Burroughs in a recent article in the *Pacific Drug Review*.

The banana man buys a cart-load of fruit in the morning at about \$10.00 and sells it before night for \$20.00. In one year he does a business of over \$6,000.00 on \$10.00 capital.

**It's the turnover that does it---he
turns his capital every
24 hours**

With a live **magazine and periodical** department you can turn the capital invested from 12 to 52 times a year. Not as good as the banana man's game, but better by far than any other department in your store! Write us for facts about it! Use the coupon!

**The American News
Company**
9-15 Park Place
NEW YORK CITY

The American News Company
New York

Please send me price list and full particulars in regard to installing a Profit-paying News Department.

Name

Address

.....

M. T.

THE NEW MICHIGAN TRUST BUILDING





Capital, \$200,000.00

Surplus Earned, \$500,000.00

OFFICERS

LEWIS H. WITHEY, President
WILLARD BARNHART, Vice President

HENRY IDEMA, Vice President
F. A. GORHAM, Vice President

GEORGE HEFFERAN, Secretary
CLAUDE HAMILTON, Assistant Secretary

DIRECTORS

JAMES D. LACEY, Chicago
DUDLEY E. WATERS
T. STEWART WHITE
EDWARD LOWE

W. W. MITCHELL, Cadillac
R. E. OLDS, Lansing
J. BOYD PANTLIND
WILLIAM SAVIDGE, Spring Lake

LEWIS H. WITHEY
JAMES R. WYLIE
WILLARD BARNHART
DARWIN D. CODY

E. GOLDEN FILER, Manistee
WILLIAM H. GAY
FREDERICK A. GORHAM
THOMAS HEFFERAN

WILLIAM ALDEN SMITH
THOMAS HUME, Muskegon
HENRY IDEMA
WILLIAM JUDSON

THE MICHIGAN TRUST COMPANY

GRAND RAPIDS, - - MICHIGAN



Higher Prices and Why We Should Get Them.

Because it is imperatively necessary, owing to the increased cost of production, and, because it has been conclusively proven that the margins have heretofore been too close on shoes. Not only has the cost of raw material been greatly increased, but also the cost of production from the labor point of view.

Also, the expense of selling increases every year from numerous causes: Rents continually increase so that, in some instances, in the cities and larger towns, by the time one gets through paying the landlord there is nothing left. Then the increased cost of living makes it necessary to pay more for help and this has been increasing every year. It is a mistake for one to employ help for less than one can live on and expect honesty. A living wage is necessary and one good man is worth more than two cheap ones.

The multiplicity of styles together with the fact that the public has been educated to correct fitting, makes customers much more difficult to please and hence it requires very much more time to serve them. This necessitates carrying all widths, as well as all sizes, and so many different styles that the amount of stock carried is out of all proportion to the volume of business done and requires much more capital and makes more remnants and old stock.

In addition to this, expert fitting service is necessary and this costs much more than inexperienced help. The fact that the majority of manufacturers make better fitting shoes to-day than ever before is the one redeeming feature of the advance in prices and the retailer can use this argument to advantage in making sales. Give the customers honest shoes, correctly fitted and, coupled with the best of store service in other respects, they will stick notwithstanding you put on the profits while the other fellow, around the corner, who hangs his shoes on racks, or shovels them from the floor, may sell trash at any old price.

How to Figure Your Costs and Profit.

Unfortunately, many merchants(?) do not know how to figure percentage and lose money, or fail in business before they realize the real cause. It costs the average retail shoe dealer somewhere near 25 per cent. to do business and this 25 per cent. figures not on the invoice cost of the price. On this basis take a shoe retailing for \$4. It takes 25 per cent. of this \$4, or just \$1, to pay the cost of doing business, so that a shoe costing \$3 and retailing for \$4 is sold without any net profit and frequently at a loss, for in

many cases this 25 per cent. will not take care of the depreciation on the stock, which causes clearance sales at reduced prices, and will not take care of allowances for bad debts to the majority who do a credit business.

Take shoes that cost \$2.25. More money is made by selling one pair for \$3.50 than by selling two pairs at \$3 each. In the first instance, the gross profit is \$1.25. In the second, the gross profit is \$1.50, but the increased cost of doing business is more than double the extra profit. Increasing the volume of business is the proper thing if it can be done profitably, but when done otherwise, the more volume the greater the loss.

Comparatively a short time ago many manufacturers as well as nearly all the jobbers, made and sold "shoes for a price." For instance: \$1.15 and \$1.20 for \$1.50 sellers; \$1.50 and even to \$1.60 for \$2 sellers; \$2.25 and even \$2.35 for \$3 sellers; \$3 and even \$3.10 for \$4 sellers, etc., etc. These prices meant a loss to the majority of retailers who handled these lines.

More recently there has been a general awakening to this fact, but at a very heavy cost for experience to those who failed or lost money trying to do business on insufficient margins.

Shoes are the most abused article of wear known and the claims arising from them are the most unjust. This belongs under another head, but should be touched upon, incidentally, as all shoe dealers have to contend with adjustments, and in order to retain good customers, have to personally make good such claims that the manufacturer is not responsible for and, therefore, this has to be taken care of in the selling end and, consequently, "higher prices."

Put on the profits, but make good all reasonable claims and, under certain circumstances, when policy so dictates, some unreasonable ones, and the customers will be better satisfied than if one sold for less than cost without recognizing any claims. Let the extra profits take care of such cases and have something left to pass to credit of loss and gain account.

Minimum Profit on Shoes.

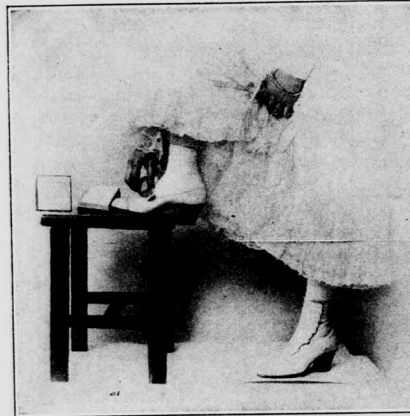
The minimum profit on shoes should be 33 1-3 per cent. on the selling price and, bear in mind, this is 50 per cent. added to the cost price. Shoes retailing for \$3 should not cost over \$2. Pardon this detail, but it is hoped it may reach and benefit someone who has not figured it correctly. This minimum profit should apply to staple shoes only and on all other fancy, or "millinery," footwear the profit should be, at least, the "Dutchman's One Per Cent." and as much more as one can

Shine Profits

Bigger Than Shoe Profits

Your profits may be materially increased by stocking a reputable line of shoe findings.

The reputation of Whittemore shoe dressings is widely and favorably known. We have just received a full car-load of these goods, fifty-two varieties, and your orders will be promptly cared for.



The one drawback to the sale of white shoes is the question of keeping them white

The answer is White Rock Powder. Simple and efficient in use—gratifying to the dealer as a profit producer.

Our stock of shoe supplies is extensive

Laces Buttons Button Hooks
Shoe Horns Polishers Arch Supports Ankle Supports
Foot Powders

Everything for the comfort of the feet and the care of footwear.

Our new catalogue will be ready for the mails in a week or ten days. Let us put you on the mailing list for a copy. Drop us a card to-day before you forget it.

HIRTH-KRAUSE CO.
Shoes and Shoe Store Supplies
GRAND RAPIDS, MICH.



Corn Cure

This shoe has cured the foot ills of hosts of our patrons.

It is a Goodyear Welt made from the best vici kid.

No pains are spared to make it thoroughly comfortable for tender feet. Our trade mark guarantees superior wear quality.



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

get away with, for the demand for this kind of footwear does not gradually cease, but when the styles change it drops dead and what stock is left on hand is almost a total loss. Some of the most progressive retailers get 150 per cent. profit, or better, on some of their "millinery" footwear, and when styles change they can afford to sell the remnants at any old price.

In considering the cost of shoes remember the transportation companies do not deliver them at one's door free of charge. Some discounts will take care of this charge and some will not, and some shoes are now sold net. Some dealers add 10 per cent to the invoice cost to cover freight, etc. This is more than necessary, but those who do it are that much safer provided they add sufficient margin of profit above that.

Figuring the Cost of Doing Business.

In figuring the cost of doing business the owner should first allow himself interest upon the capital invested equal to what it would cost to borrow the money, or, at least, equal to the income the amount would produce, if invested elsewhere. Next, he should allow himself a salary equal to what he could earn elsewhere. If these items are not charged to loss and gain account the books might show a profit when, in reality, the business had sustained a loss. Of course, this paragraph does not apply to corporations with capital stock and salaried officials.

To digress slightly: Discount every dollar of your purchases if possible. The discounts will amount to several times the interest on the money, if borrowed, and every dollar saved in discounts adds just that much to the profits on the final balance sheet. Besides this it makes the account more desirable to manufacturers and has a tendency to ensure better service in the way of deliveries and otherwise.

Anyone who pays spot cash is in position to demand deliveries on time and if any manufacturer is continually behind, well—there are lots of others these days and times who can produce the same class of shoes and who will be glad to get the account.

In conclusion: Figure the business on a profitable basis and if one cannot make money at least enough upon which to live, then he had better quit the retail shoe business and try something else. W. W. Curtis.

An All Leather Fake.

An instance of how a shoe may be built of all leather and yet constitute no more or less than a fake bargain was recently observed in the window of a shoe store in a small town near Boston. They were men's shoes, displayed very prominently in the window to show a large trade-mark stamped on the bottom.

The trade-mark was a triangle drawn within a circle. In the three spaces outside of the triangle appeared the following: "Solid inner and counter," "Solid leather box," "Solid heel." Inside of the triangle appeared the words, "Quality Shoes." The uppers were of a very cheap grade of side leather. The linings were an expensive trade-mark lining for which extreme wear is claimed, and were

really the only good things about the shoes.

The retail price of these wonderfully honest, solid leather shoes, was \$2.39 per pair. Now, any intelligent shoe man can understand just about how much real value these shoes retailing at \$2.39 could contain at that price if no substitutes for leather were to be used in the shoe. If the heels, insoles, counters and box toes were made wholly of sole leather, then they must all be inferior in quality, notwithstanding that the upper was of a cheap grade of side leather, and that the lining was relied upon to hold the upper in shape until the cheap leather in the bottom stock gave out.

But while this trade-mark unquestionably intended to convey the impression that nothing but leather was used in making the shoes it does not say so by any means. The expression "Solid inner and counter" is far from saying that the inners and counters were of solid sole leather; the expression "Solid heel" did not say that the heels were solid sole leather. In fact, the only positive statement on the trade-mark was "Sole leather box," which everyone knows is the least essential element of a shoe, for fabric box toes with high quality toe-gum are giving universal satisfaction.

When one stops to analyze the trade-mark and then examines the general appearance of the shoe, one is forced to the conclusion that it is a bare-faced attempt to take advantage of popular prejudice by working off inferior shoes under the all leather claim.

It is admitted that such a shoe could be made and sold within the provisions of the proposed "pure shoe" laws, but every practical shoe man would rather have such economies as could be made by the use of substitute in the heel, box-toe, counter and insole invested in the uppers and soles, and that, we understand, is the freedom of action desired by shoe manufacturers and shoe retailers, and which they wish to preserve so that honest efforts to produce the best values at all prices, using such materials as may be best adapted for the particular grade, shall not be smirched by a stamp causing public disapproval based upon lack of knowledge of real shoe values.

Nor do manufacturers and retailers appear to be inclined to favor laws compelling the branding of shoes in such ways as to promote such methods of faking bargains disguised under all leather claims and pretences, as illustrated by the shoes herein mentioned.—Shoe Retailer.

A Financial Transaction.

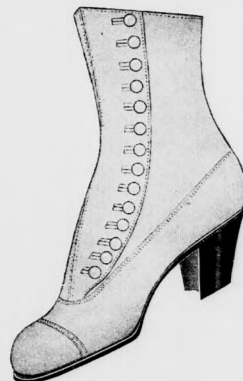
Here is the true account of a financial transaction which took place in an office in New York a few days ago. By some means or other it happened that the office boy owed one of the clerks 3 cents, the clerk owed the cashier 2 cents and the cashier owed the office boy 2 cents. The office boy, having a cent in his pocket, concluded to diminish his debt, and therefore handed the copper over to the clerk, who in turn

paid half of his debt by giving the coin to the cashier. The latter handed the cent to the office boy, remarking, "Now I only owe you 1 cent." The office boy again passed the cent to the clerk, who passed it back to the cashier, who passed it back to the office boy, and the latter individually squared all accounts by paying it to the clerk.

Don't try to meet increasing store expenses by decreasing your profits.



White Canvas Button Boots, No. 5420 Snappy McKay's at \$1.75



No. 5121 Fine Goodyear Welts at \$2.10



The "last word" in "up-to-the-minute" VELVETS No 5181 at \$2.60. Goodyear Welt Cork Screw Top

All in Stock Now

Less 10% in 10 days.

Less 5% in 20 days.

No discount after 20 days.

This No. 5182 VELVET has the latest idea in vesting top. Goodyear Welt at \$2.60



Grand Rapids Shoe & Rubber Co.

The Michigan People Grand Rapids

Become a "Bertsch" and "H.B. Hard Pan" Dealer This Season

Put into your stock our "Bertsch" and "H. B. Hard Pan" shoes for men and boys. These lines cover the whole range of men's shoes from "STANDARD SCREW" work shoes in all heights, to the finer grades of Men's Dress "WELTS."

You will have the same approval and profit from the satisfied wearers that all our dealers are enjoying after their trade becomes acquainted with the fact that they have these lines.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO. GRAND RAPIDS, MICH.



Justice and Common Sense Between Parents and Children.

Written for the Tradesman.

According to the idea that held sway for some thousands of years after the earth had human inhabitants, every child was born hopelessly in debt to its parents. The gift of life constituted an obligation that the most dutiful son or the most devoted daughter never could hope to discharge completely. That the heritage received, of physical vitality, of mental capacity, of opportunity for growth and advancement, might be scanty, hardly sufficient to place the new life on an independent footing, did not matter; the thing emphasized was that the ineffable boon of life—for so it was considered—had been conferred.

The relationship of parent and child was similar to that of master and slave—the parent owned his children until they attained their majority. If he chose he could put them at work at heavy labor and pocket the proceeds, and not until very recent years was he compelled to give them any educational advantages. After the children became of age, their moral obligation, according to the standards of the times, was hardly lessened. True, much of affection usually entered into the relation, and most parents genuinely loved their offspring, but still the idea that the parent was wholly the benefactor and the child wholly the beneficiary had firm hold of the race. A father could be likened to a feudal baron and his children to vassals.

The trouble with this old system was, that being founded upon error and injustice, it was not good either for parents or children. It fostered arrogance, selfishness, severity and even tyranny on the part of parents; it tended to make children craven, lacking in spirit and initiative, and stunted in development.

Sometime during the last century, after mankind had been on the earth long enough to get out of the woods, so to speak, and, by the aid of advancing civilization and labor-saving inventions, to surround themselves with all manner of comforts and conveniences, some brilliant minds began to wonder whether after all, life is really worth living; a question which, strange to say, never seems to have been raised during the earlier days of hardship and privation. This new idea or attitude of mind, the feeling that the ills of life outweigh its benefits, soon gained wide acceptance, especially among intellectual and cultured people.

Whether occasioned by this idea or not I can not say, but certainly nearly simultaneously with it, there came about a radical change of public opinion

regarding filial and parental relations. The positions that hitherto had obtained were reversed—the child went up and the parents came down. Papas and mammas began to take on an air of apology toward their children, as if to say: "Darlings, we sorrowfully acknowledge that we have brought you into a world which at best is not an altogether pleasant place. Storms do blow and uncomfortable and disquieting things continually are happening. To atone for this great wrong we have done you, the least we can do is to prostrate ourselves at your feet in abject submission, and try to make all as agreeable for you as we possibly can."

It is not to be inferred that all parents were immediately converted to the new way of thinking. Even at the present time we see families in which the old idea prevails. But the change described was quite general.

The era of the supremacy of children and the subjection of parents began. A bright child may not care a rap about underlying causes or the processes of reason that have brought about a given condition, but he is quick to see who has the upper hands, and, given the reins of power, to press his authority to the limit. Illustrations might be cited by the thousand of absurd situations that have arisen out of this turning of the tables in family government. The following story is told of an English bishop, of whom the rectors and curates of his diocese stood greatly in awe because of his austere and haughty manner. One day all these subordinates were assembled at his residence to transact some ecclesiastical business. Now the bishop had one son, a scapegrace of fifteen. When it came time for the boy to prepare his Latin lesson, the bishop was obliged to interrupt his official duties to go out and plead with the young scoundrel, who was complacently perched in a tree munching oranges, to come down and attend to his studies. Entreaties proving vain, the father tried bribing. He offered a shilling, but the obdurate son held out for a half crown, to which demand the elsewhere stately dignitary finally yielded. Then with a cool "Now, shoulders, daddy!" the lad descended.

Under the modern system children very naturally get the notion that if they are good, or if they do a little work of any kind, it is a great favor to their parents, and should come in for reward.

This idea prevailed very strongly in the M— family. Indeed, it may be said that Mr. M—put the training of his boys and girls on a commercial basis. If they attended school regularly, without tardy marks, each received a nickel a day. If they stood perfect in

lessons and deportment, the stipend was doubled. If they "helped mamma" it was so much; if they ran on errands for him they were prompt to collect their pay. It got so they did not expect to render the slightest service without recompense. One night Mr. M—came home tired, stretched himself in an easy chair, and asked his little boy Jack, aged four, to bring his slippers. The young man drew himself up, thrust his small fists into the pockets of his brownies, and, with the air of a Wall Street financier, enquired, "Well, what is there in it for me?"

The new system, like the old, is founded upon error and injustice; and also like the old, it is not good either for the parents or the children. It makes slaves of the parents, and under it children become unruly, uppish, disrespectful and disobedient. Then, too, even though making the most strenuous efforts and denying themselves excessively and unreasonably, parents fail to eliminate from the lives of their children all that is hard and unpleasant. When we go beyond a certain point in our attempt to aid another, we cease to aid, and cripple if we do not corrupt. Mollycoddling weakens and enervates. Parents can not ensure their sons and daughters against dangers and sorrows and difficulties; by unwise pampering they may render them too faint of heart and too frail of body to encounter successfully the trials they inevitably must meet.

Isn't it time that we begin to use justice and common sense in our ideas regarding this most universal of all relations? Every child has a right to

growth, to development, to education, to a chance in the world. The unselfish parent never wishes to take and the selfish parent never should be allowed to take from the child what will impair the child's strength and fitness to live. But on the other hand to endow with a good physique and a clear brain, "a hardy frame, a hardier spirit," as the poet puts it, and to bestow on him a careful training and an affectionate Godspeed on the journey of life—these are about all of real value that parents can do for a child—they can not go over the pathway that his feet must travel and remove the pebbles and the rocks. The care and protection so unselfishly given by the father and the mother during the years of infancy and childhood—these will be returned gladly and gratefully by every rightminded son and daughter as old age or weakness of any kind overtakes the parents. So much of mutual heartfelt love and devotion ought to enter into the relation that neither party could ever raise the question, "What is there in it for me?"

Quillo.

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.

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.

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. 🍷 🍷 🍷 🍷 🍷

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Grand Trunk Railway has plans for building a \$25,000 depot at Greenville.

Governor Ferris has signed the bill appropriating \$75,900 for new factory buildings at the Ionia reformatory.

James Couzens, a prominent manufacturer, is the new President of the Detroit Board of Commerce and has taken charge. He says, "I will try to administer the affairs of the Board impartially, and want to have it of record a year from now that I have done nothing for the particular benefit of any particular clique, nor for myself. There are many large things for us to do to benefit the community."

Battle Creek is first among Michigan cities to advertise its industrial progress by means of moving pictures. The film is entitled "The Making of Pure Foods in Battle Creek."

The Mt. Clemens Business Men's Association is working to secure a large pottery plant for that city.

Allegan business men held a meeting and voted to urge the Michigan & Chicago Railway Co. to extend its electric line to that city.

The new bond issue at Flint provides for the construction of twenty-four miles of sewers, which is nearly equal to all the sewers heretofore built in the city.

Bad Axe is not yet ready for free delivery of mail, an inspector having recently found many sidewalks in front of homes and crosswalks lacking.

The price of gas in Bay City is now 95 cents per 1,000 cubic feet, a net reduction of 5 cents. The charter provides for a cut of 5 cents at the expiration of ten year periods.

Work is resumed this spring on the extension of the Boyne City, Gaylord & Alpena Railroad, east of Gaylord, and the road may be completed to Alpena this year. Northern Michigan will profit greatly through the opening of this new line across the State.

Manistee is raising a fund of \$1,500 for use of the Board of Trade in advertising the advantages of that city. It is realized that the sawmills there will soon complete their cuts, that the salt blocks will operate with reduced forces and that something must be done to make up for these losses.

The Wool Boot Co., at Hastings, will expend \$30,000 in improving its plant this year.

"A More Beautiful Hastings" is the motto of the Junior Civic League and Garden Association of that city and prizes are offered to boys and girls for best gardens, flower beds and lawns.

The Commercial Club, recently organized at Hartford, with 40 members, has increased its list of 100 members and is prosperous.

Holly has adopted a system of water meters, which will be in working order May 1.

Kalamazoo's health officer says that the present method of garbage col-

lection there is not reaching one-fourth of the city, is a constant menace to public health and is costing four to eight times as much as municipal collection would cost.

Mayor Hays, of Kalamazoo, advocates Sunday baseball, to keep the masses out of doors and healthy.

During a recent break in the Edison Company's wires the Pontiac Power Co. furnished power for the Detroit & Pontiac Railroad and the Pontiac city divisions of the D. U. R., also lights and power for the cities at Mt. Clemens, Romeo, Royal Oak, Rochester and Birmingham.

The Newaygo Improvement Association at a recent meeting appointed a committee to act in conjunction with the Woman's Civic League in beautifying the park and other places. A committee of six was also named as a "scout" organization, to have in mind the welfare of the town and county. It is composed of Geo. W. Fry, E. M. Young, S. D. Bonner, L. F. Eckard, M. Moses and L. H. Coon. The contractor laying mains for the waterworks system at Newaygo has been let to Grand Rapids parties.

The contract for grading on the Watervliet extension of the Benton Harbor-Coloma electric line has been awarded and the work will be completed within sixty days. June 15 is set as the date when the first car will run over the rails.

Ironwood will erect a \$100,000 school building on the site of the old Central school recently destroyed by fire.

Bay City is now sure of a new lighting plant, the Council having awarded contracts for apparatus.

Warren Lisk is the newly chosen Secretary of the Howard City Board of Trade.

East Lansing citizens have appointed a special committee to confer with the Lansing Chamber of Commerce, with a view to starting a movement for the double tracking of the car line from the city limits to the Michigan Agricultural College.

With the burning of the church recently in Grand Haven perished the big town clock, whose resonant strokes day and night are now deeply missed by citizens.

A "Trade in Muskegon" campaign will be started soon by the Muskegon Chamber of Commerce.

The Ann Arbor Civic Improvement Association, with Prof. Roth, the eminent authority on forestry at the head, is planning to transform many ugly spots in the university town into places of beauty. The Council and Park Board have been asked to screen the Cat Hole, by planting locust trees and to co-operate in making the court house lawn a beauty spot, with real flowers instead of short cut "sheep paths." Efforts will be made to interest the school children and the churches in the movement. A survey will be made of the city with respect to trees and lawns, with recommendations as to improvements.

Casnovia has formed an Improvement Association. Casnovia is an

important fruit and produce shipping point and the new Association is composed of enthusiastic men who will push the interests of that territory.

The Manistee Board of Trade endorses the proposed loan of \$8,000 for the construction of a bridge across the Manistee River, in the vicinity of High bridge, opening the city to trade from the Eastern section of the county.

The Saginaw Board of Trade was founded fifty years ago and will observe its golden jubilee April 9 with fitting exercises.

Muskegon chooses to be known henceforth as "The Electric City." Abstain from further use of the term "Sawdust city" when in Muskegon and be on the safe side.

The Kalamazoo Commercial Club is raising a fund of \$10,000, known as the "Greater Kalamazoo Fund," to be used in boosting the city.

Almond Griffen.

Whistler's Unique Dun.

Mrs. Mary Bacon Ford tells an anecdote that is exceedingly characteristic of Whistler.

The artist had just completed his famous "peacock room" for Mr. Leyland. He was exhausted. He had spent the better part of three weeks on the back of a scaffolding completing the ceiling.

When he presented the bill Mr. Leyland refused to pay it, saying that it was exorbitant. Whistler was in no mood for controversy. Several weeks passed before he again gave the subject real thought; then he

made another trip to the room. It was still covered with his working materials and, once more donning his studio clothes, Whistler sat down to work in front of one of the two peacocks.

Some days later Mr. Leyland, who did not know that the artist had been in the house, took an acquaintance to view the room. On opening the door he was confronted by the spectacle grasping in one claw an immense pile of gold coins.

Comment on the subject was quite impossible, but the result of the work was just what Whistler had intended. Next morning he received a check for payment in full and very polite note containing an offer for an extra amount if he would "restore that portion of the picture under the bird's claw to the original design."

Other Mary's.

A teacher in one of the primary grades of the public school had noticed a striking platonic friendship that existed between Tommy and little Mary, two of her pupils.

Tommy was a bright enough youngster, but wasn't disposed to prosecute his studies with much energy, and his teacher said that unless he stirred himself before the end of the year he wouldn't be promoted.

"You must study harder," she told him, "or you won't pass. How would you like to stay back in this class another year and have little Mary go ahead of you?"

"Aw," said Tommy, "I guess there'll be other little Marys."

Learn to Write Show Cards \$1.00

and increase your earning capacity from 50 to 100 per cent.

Cobb's Alphabets will teach you how. Mailed to any address—\$1.00

Cobb's Alphabets consist of six cards—eight by twelve inches—with full alphabet reproductions of the six different styles of letters which are most used in Window Card Writing. Also Figures and Index Hand.

By their aid with a little practice you can soon become proficient in this art which pays exceedingly well, whether you make a business of it, or use it in connection with your regular work.

After getting the set, if you want any additional information, Mr. Cobb, who is an expert sign painter of twenty years' experience, will give your inquiry his personal attention.

The value of window advertising is being realized as never before, and those who get started NOW will make a big success.

Send Your Dollar To-day

and you will get bigger returns than from any dollar you ever invested.

The Sooner You Learn, the Quicker You Earn.

Max P. Cobb, 245 Monroe Ave., Grand Rapids, Mich.



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

Importance of Invariably Maintaining the Price.*

We are standing now at the parting of the ways. Heretofore our Association has been mostly formulaive. We have been cultivating and broadening ourselves and learning to trust our fellowmen engaged in the same line of endeavor as ourselves. We have found that after all he is very much like we are, trying to do the thing that is right, sometimes succeeding, sometimes making mistakes, but in the main not such a bad fellow after all. We have learned that by helping others we help ourselves and that an association like ours, where everyone helps a little, can accomplish what would be impossible for one of us alone.

I believe the time is present when our Association will be called upon to solve some of our problems for us, problems that we cannot solve for ourselves and which we must in self-defense find a solution for or suffer the demoralization of the entire retail business. What are we to do with parcel post now that it is an assured fact? Don't you think our Association is fitted to help us adapt ourselves to the necessarily changed conditions that this new law will bring about, or will we just struggle along by our lonesome? I believe that the sensible thing for a body of men, who have such an association as we have, to do is to get our associate heads together and plan out what is best. For myself, I believe we can with proper readjustment of our methods of doing business render parcel post a help rather than an unmitigated evil. One tendency it will most assuredly have will be to bring express rates somewhere within the bounds of reason.

Another problem, and I believe an ever present one with most of us, a problem that like Banquo's ghost will not down, is how to meet competition. I do not mean the competition of our home section, that we can meet at any time or we are not fit to be called merchants, but I mean the competition of the outsider who comes poaching on our legitimate territory, territory whose welfare we have at heart and whose institutions we help support. The outsiders, who pay not a cent toward this end, leave no stone unturned to get business

*Annual address of M. D. Hussie, President Nebraska Retail Hardware Association, at annual convention at Omaha.

that should come to us. Even this could be met with calmness and coped with successfully were it not that these before-mentioned outsiders are aided and abetted in getting our trade by people who are all the time protesting that they are desirous of protecting us, so it seems about time for us as an association to get busy. We at least should have fair play and no discrimination. There should be one price for all, not a low price for these special competitors of ours and a high price for us. Why should certain manufacturers, and jobbers as well, discriminate grossly in favor of some firms and then pass us the jolly that "we do not sell catalogue houses, sell anybody who buys to sell again, but make us the same price as is made to them.

Singly we can do nothing in this issue and our complaints are brushed away and no more attention given to them than is paid to the buzzing of a mosquito in a dark room. Association help is what we need to solve this problem. I am informed that up in Minnesota at the present time there is in successful operation a chain of co-operative stores owned and operated for and by farmers. I understand that there are now something over 150 of these stores all paying good dividends to the stockholders and their numbers increasing.

Get the Right Price.

The point I desire to make is this: If the farmers of that, or any other community, have solved the problem by quantity buying, why cannot we, an association of merchants and business men of more than average intelligence, do something toward getting our goods at as low a price as is obtained by our competitors? Are we to sit supinely down and allow our business to be filched away from us without an effort on our part to retain it? If we do we deserve all we are getting and more. For myself I am getting very tried of that old slogan hurled at us so often of "Manufacturer to Jobber, Jobber to Retailer, Retailer to Consumer." If this channel cannot get us the price, or rather if manufacturers and jobbers give one set of prices to retailers and another set to parties, who perhaps buy larger single lots than the small retailer can, then let the small retailer association come to his rescue and do the buying for the lot of us and get the preferred price. Price is what we want, the same price that our competitor gets, no more, no less. For my part I will go over the head of every intermediate source of supply before

going to the business boneyard, and in the language of the late lamented Patrick Henry, "If this be treason make the most of it."

Mail Order House Sets Price.

During the month of December last an important meeting of manufacturers, jobbers and retailers was held in Chicago, the object being to arrive at some definite plan that would enable the 15,000 retail hardware merchants composing our Association to purchase their goods as low as their competitors purchase them. Your committee was confronted at the outset by the statement that, the small retailer was to blame in a measure himself for a great deal of his trouble, inasmuch as he bought without question of price. I believe this is

often true and this condition can only be remedied by ourselves as individuals. Use your competitor's catalogues when buying. Familiarize yourselves with their prices and insist on buying so you can meet these prices plus service and accommodation. In that connection I will read you the resolution adopted at the Chicago conference by the jobbers and retailers.

"Resolved—That we assume as distributors, wholesale and retail, that the prices made by catalogue and mail order houses are those at which manufacturers are willing that their goods are to be sold to the consumer, and that we feel it is only just and proper that those who distribute to the consumer for the manufacturer

Foster, Stevens & Co.

Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.
 Grand Rapids, Mich.

SEASONABLE GOODS

We Stock

Diamond Brand Steel Goods

Wood }
 Wilson } Shovels and Spades
 Piqua }

Iwan }
 Fenns }
 Vaughns }
 Invincible } Post Hole Diggers
 Universal }
 Hercules }
 Gibs }

Michigan Hardware Company

Exclusively Wholesale

Ellsworth Ave. and Oakes St. GRAND RAPIDS, MICH.

er shall be remunerated for the service rendered."

Now if the above resolution means anything at all, it means that we should use these catalogues as a basis of price. When buying make it clear to every salesman that he should get your goods to you at a price that will enable you to compete. Stick to this and you will see results. You can't expect others to help you unless you help yourself.

Retail Ethics Open to Improvement.

The fact is that it is not altogether the other fellow that needs reformation. There are a great many things that retailers do, even members of retail hardware associations, that are not what would be called ethical to say the least. How many of us take our cash discounts? I fear not as many as would if they were better collectors. How many take the cash discount ten or twenty days after the date set by the terms of the invoice? I sincerely hope that not many association members are guilty of this practice, but if any are I would advise them to discontinue it. Every time you do something of this kind, while the jobber or manufacturer may allow it, still he puts the fact away in the back of spelling book that you have done it and you lose in his good opinion just that much.

How many of us have any system for collections, or are we afraid of offending our customer by asking for what is due us? Do we in consequence of weak knees or water in our backbone let these accounts run on indefinitely, stand off our creditors, lose our cash discounts or borrow from the bank to take them or to meet our current indebtedness?

I have been told by many good business men, who are located in a farming country and whose business is mostly with the farmers, that it is impossible to get a settlement often-er than once a year. I have no doubt that this is true but could not a change be brought about and still not offend your customers? I do not think it would be impossible to get a fair minded man to grant me the same consideration as he demands for himself. If one of your farmer customers brings in a load of any old thing to sell will he take a stand-off for a year for it? I see him doing it. Then why cannot we take a lesson from him and have the settlement of accounts within a reasonable time? Knowledge of Merchandise Lacking.

How many of us, even association men, take the pains to study and know something about the goods we sell? Or are we content to pass them along like so many bales of hay? Aside from the pleasure to be derived from knowledge, the ability to direct a customer intelligently in his purchases oftentimes gains his confidence and makes a lasting friend. It pays to know all you can about your goods.

How many of us find fault with things as they are but do nothing to correct or remedy them? We wait for George to do it, and perhaps find fault with George for the way he does it at that. Don't let us be

faultfinders. Criticise as much as you like but don't find fault. Criticism brings results but the chronic fault-finder is like the man who sent his son to Yale. The youngster was a good boy and studied hard and succeeded in getting a place next to the head of the class at the end of the first year. He came home quite elated and proudly announced to his father the fact that he was next to the head of his class. "Next the head! Next the head!" said the old man. "What do you think I am sending you to college for. You should be at the head of your class, sir." The youth was quite crestfallen and when he returned to college determined to please the old gentleman if it took a leg. The result was that he applied himself so diligently to his studies that he was enabled to announce at the end of the second year that he held the coveted place: namely, the head of the class. When his father heard the glad announcement he swung around and looked the boy up and down a moment and then remarked, "Head of the class, eh? Well, that's a fine commentary on Yale."

Criticism and Faultfinding.

I don't wish to be understood as decrying criticism, but there is a vast difference between the critic and the faultfinder. The critic analyzes a subject or the action of an individual and his analysis does not of necessity mean that the action or the individual was not right, while the faultfinder is just "forinst the Govern-ment" on general principles.

It is well sometimes to turn our thoughts inward and indulge in a little self-analysis, and if this self-analysis is good for the individual it is certainly good for an association. Let us, as it were, strike a balance, Debit and Credit. On the credit side we have the fact that we are successful hardwaremen, and I claim that it is not everyone who can make a success of the hardware business. To be a hardware merchant in this day and age requires as much study and as high a degree of intellectual ability as it does to be a professional man. In fact I know quite a few men engaged in the professions whose judgment in things outside of their profession is not worth the snap of your finger, still clients and patients place implicit confidence in that judgment in professional matters. Ask your attorney or your doctor for an opinion and the chances are that he won't give it to you without first looking up authority and usually a fee or retainer is necessary to properly make the oracle work. Yet every day you are called upon by perhaps these very men to give expert advice as to their roofs, furnaces, ranges, heaters, builders' hardware, etc., and your customers would be quite disappointed and perhaps go elsewhere to do business if you could not answer right off the bat dozens of questions relative to size, capacity, quality, application to your customers' particular needs, how made and by whom and all without either retainer or fee.

The Debit and the Credit Sides.

Therefore the fact that we are successful hardware merchants to my mind looms big in the credit side. But to offset this on the debit side is our apathy in association affairs, our disposition to allow someone else to do things or our timidity about pushing ourselves into the limelight, and perhaps the worst feature of all, our suspicion and jealousy of each other, which is only human of course. Therefore I think it well when taking this inventory, so to speak, to look our faults squarely in the face and try to overcome them as much as possible.

I believe our Association can help us in all of these things

We want better buying.

We want better selling.

We want better settlements.

We want better methods of account keeping.

These are the four corners of business and are eminently necessary to success. Our Association can help us to buy better if we who make the Association so will it. It can help us to be better salesmen by educating us in salesmanship. I believe that if we would have a school of salesmanship at our conventions each year, where we would all be given a chance to not only try our own hands at the selling game but listen to others selling, that we would derive untold benefit therefrom. We can derive help in our collections from our Association in many ways that we can learn more about if we will consult our Secretary.

Which of us is satisfied with our account keeping, our method of keeping posted as to whether we are making money or losing on each transaction? We oftentimes "guess" we are making a profit but do we know?

Dues Not the Only Requirement.

All this and more our Association can do for us, but we must first get into the game and begin doing ourselves. We can not expect that the payment of our Association dues is all that is necessary. We must put something more than money into it. We must put ourselves into it. At the meetings get up and say what you have on your mind. Suppose some one else does know all about it and he may think you dumb not to know also. That other fellow who knows is just the one we want to hear from and your question may be the means of drawing him out.

I see members right here who to my certain knowledge have never seconded a motion. Now that is not fair. It is not fair to the other members, nor fair to yourselves. Don't be a clam. There is a certain kind of clam that burrows in the sand just above low water mark. He also has a valve that extends from his clam-ship to the surface of the sand and when he is disturbed he spurts a stream of cold water and pulls in his valve. Come out of the sand, don't spurt cold water, get into the game. Don't be a clam.

It's queer what funny things some men see when they are blind drunk.

A. T. KNOWLSON COMPANY
Wholesale Gas and Electric Supplies
 Michigan Distributors for
Welsbach Company
 99-103 Congress St. East, Detroit
 Telephone, Main 5846
 Catalogue or quotations on request

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

Let us furnish you the material for that gravel roof and we will rent you the tools to apply it.....

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



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. Burtless, Marquette; J. C. Saunders, Lansing.

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

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. E. Allport, D. G. McLaren, J. W. Putnam.

Wafted Down From Grand Traverse Bay.

Traverse City, April 7—U. C. T. Assessment, No. 116, expires April 25. This is only the second assessment called this year. Not so bad, is it?

E. L. Packard has accepted a position as salesman for the Votruba Harness Co., of this city. Best of wishes, E. L.

W. J. Walker, formerly of Manton, has decided to make Traverse City his home. We certainly welcome you and your family to our city.

Rhea, the infant daughter of Mr. and Mrs. E. C. Knowlton, passed away last Sunday evening. Funeral services were held Monday. The remains were taken to Glenwood City, Wis., where interment took place. We all extend sympathy to the bereaved parents.

Otto Carlson, of Cadillac, was called home this week, owing to the serious illness of a little daughter.

W. S. and C. R. Lawton, of Grand Rapids, were seen making a house-to-house canvass between Luther and LeRoy one day this week—W. S. in the interest of the famous Miles remedies and C. R. for the Voigt Milling Co. Walking was good, too.

Little Willie Gerg, of the Reynolds Roofing Co., of Grand Rapids, has become a member of the entomologist league.

Traverse City Council had a net gain of 25 per cent. in membership the past year. Can you beat it? Gee, we are in sight of the flag now. In fact, we can see Adrian Oole proudly

carrying it in the parade at the next Grand Council meeting at Grand Rapids. It is all silk, too.

It was, indeed, a great pleasure to take luncheon with Jim Goldstein, of Ludington, last Tuesday evening. You are certainly welcome, Jim.

Jackson Council has not had a suspension this year. The Jackson boys were always a good, loyal bunch.

Most of our ladies were disappointed in not being able to wear their new spring hats and suits owing to the coolness of the weather, as they had planned to look their best when their husbands attended Memorial services. Some of them waited down town until after 10 o'clock Saturday evening to get their hats and it really must have been a great disappointment.

Mrs. Ray Thacher is reported as being ill.

Alva Cruzen, of our city, enjoyed the first strawberry short cake of the season at Copemish one day this week. We usually call for maraschino cherries in Copemish, but tastes differ.

Spurgeon, the scribe for the Jackson Council, mentions the fact in last week's issue that their Council is taking up the matter of proposed amendments which are to be submitted to the Supreme Council in June and we agree with you Spurgeon, that every council in the State should give these amendments more or less thought, so that the subordinate delegates to the Grand Council meeting can discuss them intelligently at that time and it would also be a great help to the representatives to the Supreme Council which will be selected at Grand Rapids. Think it over boys. They were submitted for your consideration. Why would it not be a good plan to appoint a subordinate jurisprudence committee in each council?

Has your council assisted the flood sufferers in our sister States. Ohio and Indiana? Every little bit helps. We may have some brothers who are in need and a small contribution sent to C. C. Daniel, Supreme Secretary, Columbus, would be distributed for a worthy cause and there would be no graft connected with it. Would it not be a good plan to write our Supreme Secretary and ascertain whether they are in need. Ours is a great fraternal organization and the only one consisting of commercial travelers in the world.

Bay City Council will celebrate the silver anniversary of our noble order, as well as the Council's twentieth anniversary, next Saturday evening and any members who happen to be in

that section of the State will spend a pleasant evening if they attend Bay City's meeting at this time.

Traverse City, the spotless town, the city without an executive, thanks to the action of Governor Ferris in removing Mayor Germaine for soliciting bribes.

Traverse City Council observed Memorial day Sunday by attending in a body the morning services at the Congregational church. About fifty-five of our members gathered at the Council chambers and marched two abreast to the church. Rev. Cochlin chose as his subject "Faith" and we were all repaid for attending and all feel that we are better members for having done so. U. C. T. memorial services are now being held in every council in the United States and Canada in respect to our first Supreme Secretary, Charles Benton Flagg, and the brothers of our order who have entered the "Eternal City Council."

Fred C. Richter.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, April 7—Last Saturday evening, Grand Rapids Council, No. 131, opened its meeting in regular form. All officers were present except Cliff Heric. Eight new members were initiated and one was re-instated. Brothers N. H. Graham and W. K. Wilson were each presented with a beautiful U. C. T. charm. Both of these brothers have served six years on the Executive Committee and are thereby Past Counselors. It was moved and seconded that Grand Rapids Council be instructed to support Brother W. S. Lawton for Grand Conductor and Brother John D. Martin for member on the Grand Executive Committee (his last term) to succeed himself. We would like to see Brother Martin elected for one more term and that is the wish of No. 131. The Council closed with 454 members in good standing.

On last Sunday morning the Executive Committee met at the Hotel Pantlind on account of a letter by the Secretary from Omaha Council, No. 118, asking for some assistance. The cyclone which struck Omaha a short time ago has left a good many members of the order in hard circumstances, some of them having lost everything except the clothes they wore at the time. The Executive Committee voted and instructed the Secretary to send at once a substantial check to the relief committee of Omaha Council.

Four of our members called on Brothers Harvey E. Skillman and Howard P. Damon the first of the week. Both of these brothers are improving and expect to be out in a short time. These friendly calls are very much appreciated by any member who is disabled or ill. H. E. Skillman lives at 1454 Robinson Road, S. E., and Howard P. Damon at 1251 Sigsbee, S. E. Make it your duty to call and see them if you have not already done so.

Our friend, Sunny Jim, seems to enjoy roasting the different correspondents of the Tradesman. We

have escaped ours until last week when we were mentioned in a round-about way. However, we don't take it very seriously. Always glad to hear from James at Ludington by the Sea.

We had with us at the last meeting a visiting brother from Fort Wayne Council, No. 212, and also Senior Counselor Anderson, of Muskegon Council, No. 404. Both of these brothers were called on for a few remarks, which were well received.

Walter F. Ryder was absent last Saturday night, the second time in nine years. That is some record and very few can beat it. Of course, Walter is very busy these days—at traction outside Council rooms.

Mrs. W. R. Compton, who has been on the sick list for some time, was brought home from the hospital last night, after a four weeks' stay. We trust a speedy recovery will follow.

Don't forget that next Saturday evening, April 12, will be the last U. C. T. dance for this season. We expect to have friends from Muskegon and Grant present. Let us make this last one a hummer.

Wm. D. Bosman.

You can't wish yourself to the top of the ladder of success, you have to climb there. The more time you spend wishing, the less you will have for climbing.

The employe who kicks because the boss corrects him must have an idea that he is not worth the trouble.

Spring Lines For 1913 Now Ready



Hats, Caps Straw Goods

G. H. Gates & Co. Detroit

Write for Catalogue

Chirpings From the Crickets.

Battle Creek, April 7—John Ackett, of Nashville, has taken possession of the store at Eckford formerly run by Geo. Foreman. Mr. Ackett was in the meat business at Nashville.

Peter Crisiss & Bro., of Albion, have opened a fruit and confectionery store in Homer.

Will Abel has bought the barber shop and pool room of Mr. Fisk, at Tekonsha. There are now three Abel brothers in business in Tekonsha and they have four sons associated with them in business.

Another hustling salesman has found the logical way to keep in touch with general Michigan business affairs and his fellow travelers. W. S. Grolle, of Kalamazoo, handed me a brand new one dollar bill for a year's subscription to the Tradesman. Mr. Grolle is with the Simmons Hardware Co., of St. Louis, and is known as a "Keen Kutter." W. S. is a member of the U. C. T. ball team of Kalamazoo.

W. I. Masters, B. C. Cortright and Guy Pfander audited the books of G. C. Steele, Secretary and Treasurer of No. 253, last Saturday night and found everything O. K.

April 6 was the day this year for the annual memorial services for our departed brothers. Our Council had no special exercises, but beautiful sprays of flowers were placed upon the graves of Geo. Sterling and Chas. Fleming.

Brother Fred Barney has a cousin who is sheriff of Barry county. Fred has not seen the gentleman since he went into office. On his last trip to Hastings, Fred thought he would have a little fun with him, so he had the hotel clerk call the sheriff's office and instructed the sheriff to come right over to the hotel and get a man. The sheriff came over and started to pick Fred off. Blood is thicker than water and the sheriff saw the joke and bought cigars for the bunch.

H. B. Gerould is covering his old territory again for the United Confectionery Co.

We are in hopes to put on a U. C. T. dance before the season is over. Kalamazoo, Lansing and a good many of our neighboring councils have been having a series of dances this past season which have been well attended and Battle Creek Council can as well put on one good dance as not. Next winter we should run a series of dances which I am sure would be well attended.

J. J. Potts, of Kalamazoo, has taken over a choice line of chocolates from Niagara Falls, N. Y., and a line of coatings from Milwaukee. He is working these goods with his regular line.

Brother R. A. Brooks is still confined to his home with sickness.

Our next meeting is Saturday, April 19.

A big vote is being polled in Calhoun and Jackson counties to-day. May the best men win, but God pity the women!

Mrs. B. C. Cortright has been call-

ed to Otsego on account of the illness of her mother.

We were glad to read Brother Hopkins' tribute to Brother Heath, of Boston Council, No. 44, in last week's Tradesman in the Kalamazoo article sent in by the Kalamazoo Secretary. Mr. Heath came over to our party with the Kalamazoo boys some little while ago and at that meeting he demonstrated his ability as an entertainer. His delivery of the "Ray of Hope" lecture was as impressive as anything that has ever been delivered in our Council chamber. We wished we all could have seen Brother Heath again before his return to the East. We trust that he may have the opportunity to visit the boys of No. 253 in the future.

M. L. Blakeslee attended church twice last Sunday. Has to, probably to offset his son-in-law's shortcomings in that direction.

Guy Pfander.

Manufacturing Matters.

Lake Linden—The Lake Linden Creamery Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,600 paid in in property.

Cadillac—Haynes Bros. have completed a strenuous run of five months with forty-five men on some big jobs of planing, which included the surfacing of an entire winter's cut of the Antrim Iron Co., of Mancelona, and other mills in the North.

Alpena—The Richardson Lumber Co., Alpena, has completed the erection of a new set of docks in connection with its plant. The company looks forward to a busy season, believing that the coming trade in the shipments of lumber from Alpena will break all past records.

Romeo—Geo. F. Robertson, manufacturer of sash doors and wood automobile parts, has merged his business into a stock company under the style of the Geo. F. Robertson Co., with an authorized capital stock of \$13,500 common and \$11,500 preferred, of which \$17,750 has been subscribed and paid in in cash.

Cadillac—The Cummer Manufacturing Co. is running its plant with full force in order to take care of an unusually large demand for Cummer crates from all parts of the country. H. H. Cummer, the originator and patentee of the crate, has disposed of his interests in the Paris (Tex.) plant and is giving his entire attention to the Cadillac plant.

Bay City—Reports from maple flooring manufacturers are to the effect that the extremely high prices asked for maple lumber have caused a sharp advance in the cost of maple flooring. All kinds of hardwood, in fact, are very firmly held, with low stocks and an unusually active demand. Hemlock is very firm at the recent advance and dry hemlock is almost unobtainable.

Onaway—E. J. Lobdell and Louis Emery, Jr., of Bradford, Pa., have bought the shares formerly owned by the late W. L. Churchill, of Bay City,

amounting to one-fifth of the stock, in the Lobdell-Churchill Manufacturing Co. The corporate style has been changed to the Lobdell & Emery Co. The two gentlemen named have for years held a large amount of stock in the company.

Cadillac—Iverson Bros., of Lake City, have just completed a general contract with the Mitchell Bros. Co., of Cadillac, and, as a result of their winter's work, have 7,000,000 feet of logs in decks. The recent thaw did not prevent them from putting in 600,000 feet since March 1. They have secured an unusually fine lot of logs for the coming spring and summer run.

Why It Is So.

The Tradesman regrets that it is unable to present more traveling men news on this page this week. The space was reserved for

Marquette,
Kalamazoo,
Port Huron,
Detroit,
Bay City,
Muskegon,

but no correspondence from any of these cities put in an appearance. There is some excuse for Marquette, because our Upper Peninsula correspondence was a candidate for Alderman of the Fourth ward, in that city, at the election held on Monday. Unfortunately for Marquette, he lost out by three votes, receiving 242, while his competitor scored 244. He will probably devote his next letter to the subject, "How it happened."

When Fred Richter finds he cannot furnish a letter the next week, he thoughtfully sends a postal card notice to that effect. If the other correspondents would kindly do the same, the favor would be greatly appreciated.

Richard Pyle has severed his connection with the Rodgers Boiler & Burner Co., of Muskegon, and has gone back to his old position as salesman and special erector for the Muskegon Boiler Works. Mr. Pyle gave up his position with Muskegon Boiler Works in 1905, but now he is again one of that concern's workers, and will represent it on the Pacific coast. Mr. Pyle has already left for the Coast, and expects to give all his time to selling and installing boilers of that company's make in the mill sections of the Northwest.

Marquette Mining Journal: Thomas F. Follis has begun extensive improvements to his house at 230 West Ohio street. Three rooms will be added to the second floor, and a modern porch will be built on the front. The upstairs rooms will be rented as a flat.

The National Lock & Stamping Co. has increased its capital stock from \$10,000 to \$15,000.

Show your goods but don't stop with showing them. Showcard them, too.

Silly people are usually happy, but not all happy people are silly.

The Produce Market.

Apples—Northern Spys, \$3.25 per bbl.; Greenings and Baldwins, \$3; Russets and other good varieties, \$2.50.

Asparagus—\$1.65 per doz. for Southern.

Bananas—Have advanced to \$3.50 per 100 lbs.

Butter—Fancy creamery has declined to 35c in tubs and 36c in cartons. Local dealers pay 27c for No. 1 dairy and 21c for packing stock.

Cabbage—\$1.75 per bbl.

Carrots—60c per bu.

Celery—\$1.90 per box for California; \$3.25 per crate for Florida.

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

Cucumbers—\$1.75 per doz. for Southern.

Eggs—Receipts are fairly liberal, but a large percentage is going into cold storage, and the market is fairly firm at the present range of quotations. No radical change is in sight within the next few days. Local dealers pay 15c for all receipts of fresh.

Grape Fruit—\$3 for 36s, \$3.50 for 46s, \$3.75 for 54s and \$4 for 64s.

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

Green Onions—20c per dozen for Southern.

Green Peppers—60c per basket.

Hogs—Local buyers pay 10@10½c.

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

Lemons—\$6 per box for fancy Messinas. Californias are entirely out of market.

Lettuce—New Orleans head, \$2.50 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.

Pieplant—\$2.65 for 40 lb., for Californias.

Pineapples—Cubans command \$4 for 18s and 42s and \$4.50 for 24s, 30s and 36s. Florida stock will not be in market for some weeks yet.

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

Poultry—Local dealers pay 14c for fowls; 7c for old roosters; 9c for geese; 11c for ducks; 16c for turkeys. These prices are live-weight. Dressed are 2c higher.

Radishes—25c per doz.

Seeds—Clover \$12@13 for either medium or mammoth; Alsike, \$13@13.50; Timothy, \$2@2.25.

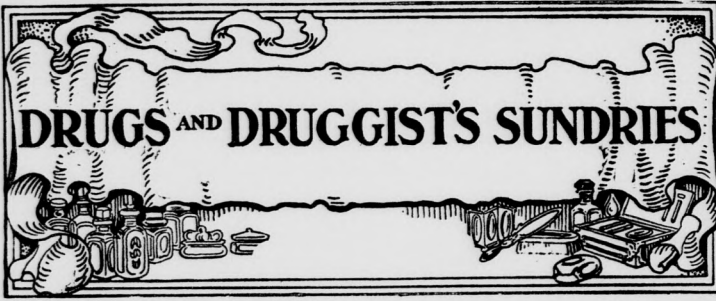
Strawberries—Louisiana fetch \$2.50 @2.75 for 24 pints; Florida's command 30c per quart.

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.

There are two reasons for telling the truth in business. One is because it's wrong to lie. The other is because it pays to be honest. They are both good.



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.

Successful Plans for Selling Drugs.

As a progressive druggist, your first move toward an effective campaign should be to improve conditions which meet the buyer upon entering your place of business. It is important that you should determine whether you are at present employing sufficient help or not. Every customer, no matter how modest, likes the idea of having his custom appreciated, and he has the right to receive prompt and efficient service in every instance, unless unforeseen conditions prevent it. Do you understand that the chief duty of the floor walker in most of the department stores is not only that of an information bureau, but also to see to it that clerks give to every customer prompt and efficient service.

It has always been my impression that there is as much refinement in the drug business as there could possibly be in any ordinary branch of trade, and when I go into a store where there is an unkempt, carelessly dressed clerk, or a lazy one, either mentally or physically, it is putting it rather mildly to say that I am thoroughly disgusted, not only with that clerk but with the proprietor for failing to kick him out. It costs nothing to be neat and active, and it costs but little to dress well—hence the excuse for a slovenly appearance due to a lack of means is a poor one indeed.

As the proprietor of a drug store it will pay you, if you have not already done something of the kind, to have enough type-written copies made of a set of instructions for clerks, so that one may be given to each new clerk you employ, each of your present clerks, and one posted

in the office. Make them cover the work you will expect of your selling force, and present them in such a manner that there should be no chance for any clerk to offer any excuse for not performing his full duties at all times, and under all circumstances.

For an ordinary retail drug store I would suggest something similar to the following, which may be elaborated upon or condensed, as you may deem best for your particular needs:

Rules for Clerks.

We want you to feel that we have an interest in you as an employe, and your interest in our business will be greatly appreciated.

We shall expect all clerks to dress neatly, but not flashily. Neatness of appearance adds much to the respect that other people should and will bear towards you.

All patrons must be treated with courtesy and respect under all conditions—giving marked preference to none.

Patent medicines in this store are arranged in groups on the shelves by makes or brands. Learn thoroughly the location of all in your department, and when through displaying to customers be careful to return them to their proper places. This rule also applies to stationery, camera and toilet preparation departments.

See that all stock which you are required to handle is properly labeled and marked. If not, report errors or omissions at once, in order that your time and the time of customers may not be wasted during a sale.

Do not allow torn and dilapidated boxes to remain on the shelves. Have them replaced by new as soon as you can.

Do not tire of showing different kinds and qualities of preparations, for that is your duty.

You should cultivate pleasantness. Do not talk personalities. Don't gossip. Try to have a friendly but not inquisitive interest in most people.

Be careful of expressing personal likes and dislikes. This means self-training, but it will pay.

Sell people what they want, and try to make every customer a satisfied patron.

Report low stock promptly. Do not allow any line to run out unless directed.

Study these rules carefully and we shall appreciate it if you try to follow them out dutifully.

If you make it plainly understood that the rules are to be heeded, the effect on the efficiency of your sell-

ing force will be remarkable, and the increased sales will be pleasing, for an appreciative public is not long in comprehending a situation and they are quick to appreciate good store service.

Druggists who operate a chain of drug stores may add to the above rules and have them printed, so there will be a sufficient number for the clerks in all the stores.

It is also important that the proprietor should either be a good salesman or a good student of salesmanship. He should take a deep interest in his clerks, and encourage every right move made by them toward the development of his business. I know of one proprietor who has a "night at home" annually, and invites all of his clerks to spend that evening with him in his home where a good social time is enjoyed. Employer and employe thus come into closer relationship and the latter take a deeper interest in the welfare of the business thereafter.

Clerks should be encouraged also to offer suggestions for the improvement of the business, whenever such ideas come to them. Encouragement along this line will have its effect on the general appearance of the store. It is a wise plan to suggest to a clerk now and then the designing of a counter, shelf or window display—and tell him to do it just as he would like it done for his own store.

Window Displays for Next Month—Newspaper Advertising—Counter Displays—Prescription Department—New Remedies, Etc.

These chats have been very successful, because first of all, they familiarize the clerks with all the details of the business, and as a rule a clerk well posted, is a good salesman. They create a feeling of fellowship and quicken the interest in each person in the business. They bring up fresh topics and make the business much more interesting. They result in a better kept store for the ideas of all brains combined is better than one in most cases.

Still another dealer, has not only these chats, but holds each clerk responsible for the work and appearance of a certain part of the store. For instance, one may be given the work of trimming windows, another of the arrangement of goods on the shelves, etc. This, too, had its good results and was a material aid in building the business.

Such plans are progressive, and are some of the secrets which some dealers have for holding good clerks for a long time. W. Clement Moore.

Colored Film Coating for Show Bottles.

Solution of aniline, dyes in spirit mixed with shellac varnish are used for coating the inside of carboys, so as to obviate the excessive weight of watery solutions, and the liability of these to freeze and thus crack the carboys during the winter months. The objection to the varnish coating is that it chips off. The following process is more satisfactory:

Aniline dye ...15 grs. to 25 grs.

Gelatine (not opaque) 1 oz.
 Water 6 ozs.
 Carbolic acid 1 dr.
 Soak the gelatine in water, dissolve the dye in warm water, and next add the softened gelatine and warm water till melted, then add the carbolic acid. When the solution has cooled to about 150 degrees F., pour it into the carboy, previously placed in a warm position until it has acquired a temperature of from 90 degrees to 100 degrees F. (a cloth dipped in hot water and carefully applied outside heats the carboy nicely). Now keep turning it upside down and round about until the gelatine shows signs of setting, then put in on its stands and allow the jelly not adhering to the sides to settle to the bottom. Leave the stopper out for a few hours.

The following colors have been tried: Malachite green, a good color to work with, and strikingly like sulphate of copper solution; about 25 grs. to 6 oz. is required. The color fades somewhat, so that it is well to make it a trifle dark.

Methylene blue, 15 gr.; a rich color very like ammonio-sulphate of copper.

Methyl violet, 15 gr., a rich bluish red; can be made to vary according to the dye used.

Flamingo gives the nicest red, 15 gr.

Browns may be obtained with Bismarck brown, brownish yellow with the same dye in smaller proportions; but the colors are not so striking as those already named. If the window is exposed to the sun, the film must be allowed to harden well before the carboy is placed in its position. The objection to the film is that the lens effect of the carboys is almost wanting.

The Drug Market.

Cocaine—Owing to the lower cost of raw material the price has been reduced 20c per ounce.

Opium—The primary market abroad is a little easier, but the local importers here have not yet reduced their price.

Quinine—This is still firm and while the expected advance has not materialized the foreign market is strong.

Cod Liver Oil—A slight improvement is noted owing to the moderation of the weather but the report now is that the quality of the yield so far this season is the poorest since 1904. Higher prices are still predicted.

No inventor has been able to produce a noiseless flat wheel as yet.

For Sale

One of the best located drug stores in Grand Rapids, doing excellent business. Complete and up-to-date stock and fixtures. Cutting of prices not necessary. Good reason for selling.

Address No. 959, care Michigan Tradesman.

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.

Table with columns: ADVANCED, DECLINED. Items include Flour-Ceresota, Kansas Hard Wheat, Opium, Turpentine-bbls., Cheese, Cocaine, Menthol.

Index to Markets By Columns

Index to Markets table listing various goods like Ammonia, Axle Grease, Baked Beans, etc. with corresponding column numbers.

1 2

Main price list table with columns 1 and 2. Includes categories like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, etc.

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

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

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

CHOCOLATE section listing items like Walter Baker & Co., German Sweet, 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, Fair, Choice, etc.

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

COFFEES, ROASTED (continued) listing items like Java, Mandling, 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 Stick Candy, Standard H H, etc.

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

Fancy-In Pails section listing items like Gypsy Hearts, Coco Bon Bons, Fudge Squares, etc.

Fancy-In 5/2 Boxes section listing items like Old Fashioned Molasses Kisses, Orange Jellies, etc.

Pop Corn section listing items like Cracker Jack, Giggles, etc.

Cough Drops section listing items like Putnam Mental, Smith Bros., etc.

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

NUTS-Whole (continued) listing items like soft shell, Brazils, etc.

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

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

CRACKED WHEAT section listing items like Bulk, 24 2lb pkgs., etc.

CRACKERS section listing items like National Biscuit Company Brands, Butter, etc.

Butter section listing items like Excelsior Butters, N. B. C. Sq. bbl., etc.

Soda section listing items like N. B. C. boxes, Premium, etc.

Sweet Goods section listing items like Animals, Armada Cakes, etc.

Sweet Goods (continued) listing items like Chocolate Bars, Chocolate Drops, etc.

Sweet Goods (continued) listing items like Circle Honey Cookies, Cracknels, etc.

Sweet Goods (continued) listing items like Crackermeal, Crystal Rosettes, etc.

Sweet Goods (continued) listing items like Cocoanut Taffy Bar, Cocoanut Drops, etc.

Sweet Goods (continued) listing items like Cocoanut Hon. Fingers, Cocoanut Hon. Jumb's, etc.

Sweet Goods (continued) listing items like Coffee Cakes, Plain, Crumpets, etc.

Sweet Goods (continued) listing items like Diana Marshmallow, Cakes, etc.

Sweet Goods (continued) listing items like Dixie Sugar Cookies, Domestic Cakes, etc.

In-er Seal Goods section listing items like Albert Biscuit, Animals, etc.

6

Uneeda Biscuit 50
Uneeda Jinger Wayfer 1 00
Vanilla Wafers 1 00
Zu Zu Ginger Snaps 50
Other Package Goods
American Beauty
Ginger Snaps 2 50
Barnum's Animals 50
Chocolate Tokens 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
Per doz
Festino 2 50
Mintaret Wafers 1 00
Nabisco, 10c 1 00

CREAM TARTAR

Barrels or drums 33
Boxes 34
Square Cans 36
Fancy caddies 41

DRIED FRUITS

Apples
Evapor'ed, Choice bulk 6 1/2
Evapor'ed, Fancy pkg. 7 1/2
Apricots
California 12@14
Citron
Corsican 15
Currants
Imp'd 1 lb. pkg. 9
Imported, bulk 8 3/4
Peaches
Muirs—Choice, 25lb. 9
Muirs—Fancy, 25lb. 10
Fancy, peeled, 25lb. 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 1/2

FARINACEOUS GOODS

Beans
California Lima 7 1/2
Michigan Lima 6
Med. Hand Picked 2 25
Brown Holland 1 65
Farina
25 1 lb packages 1 50
Bulk, per 100 lbs. 4 00
Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2 85
5 containers (60) rolls 4 75
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
Peas
Green, Wisconsin, bu. 2 00
Green, Scotch, bu. 2 00
Split, lb. 5
Sago
East India 5
German, sacks 5
German, broken pkg.
Tapioca
Flake, 100 lb. sacks 5
Pearl, 130 lb. sacks 5
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 in. 11
2 in. 15
3 in. 20
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 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. 80

7

FLAVORING EXTRACTS
Jennings D C Brand
Terpeness Extract Lemon
No. 1 F box, per doz. 75
No. 2 F box, per doz. 90
No. 4 F Box, per doz. 1 75
No. 3 Taper, per doz. 1 75
2 oz. Flat, F M per dz. 1 50
Jennings D C Brand
Extract Mexican Vanilla
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 40
Seal of Minnesota 4 70
Sunburst 4 70
Wizard Flour 5 10
Wizard Graham 5 10
Wizard Bran, Meal 4 00
Wizard Buckwheat 6 00
Rye 4 40
Valley City Milling Co.
Lily White 5 40
Light Loaf 4 80
Graham 2 20
Granema Health 2 30
Gran. Meal 1 60
Bolted Med. 1 50
Voigt Milling Co.
Graham 4 40
Voigt's Crescent 5 20
Voigt's Flourlet 5 20
Voigt's Hygienic 4 40
Voigt's Royal 5 60
Watson-Higgins Milling Co.
Perfection Flour 5 20
Tip Top Flour 4 80
Golden Sheaf Flour 4 50
Marshall's Best Flour 4 85
Worden Grocer Co.
Quaker, paper 5 30
Quaker, cloth 5 40
Quaker Buckwheat bbl 5 50
Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/8s 5 20
American Eagle, 1/4s 5 10
American Eagle, 1/2s 5 00

Spring Wheat

Roy Baker
Golden Horn, family 4 75
Golden Horn, bakers 4 65
Wisconsin Rye 3 75
Judson Grocer Co.
Ceresota, 1/8s 5 50
Ceresota, 1/4s 5 60
Ceresota, 1/2s 5 70
Worden Grocer Co.
Wingold, 1/8s cloth 5 40
Wingold, 1/4s cloth 5 30
Wingold, 1/2s cloth 5 20
Wingold, 1/8s paper 5 25
Wingold, 1/4s paper 5 20
Bakers' Patent 5 05
Wykes & Co.
Sleepy Eye, 1/8s cloth 5 40
Sleepy Eye, 1/4s cloth 5 30
Sleepy Eye, 1/2s cloth 5 20
Sleepy Eye, 1/8s paper 5 20
Sleepy Eye, 1/4s 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 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Kansas Hard Wheat

Worden Grocer Co.
American Eagle, 1/8s 5 20
American Eagle, 1/4s 5 10
American Eagle, 1/2s 5 00
Spring Wheat
Roy Baker
Golden Horn, family 4 75
Golden Horn, bakers 4 65
Wisconsin Rye 3 75
Judson Grocer Co.
Ceresota, 1/8s 5 50
Ceresota, 1/4s 5 60
Ceresota, 1/2s 5 70
Worden Grocer Co.
Wingold, 1/8s cloth 5 40
Wingold, 1/4s cloth 5 30
Wingold, 1/2s cloth 5 20
Wingold, 1/8s paper 5 25
Wingold, 1/4s paper 5 20
Bakers' Patent 5 05
Wykes & Co.
Sleepy Eye, 1/8s cloth 5 40
Sleepy Eye, 1/4s cloth 5 30
Sleepy Eye, 1/2s cloth 5 20
Sleepy Eye, 1/8s paper 5 20
Sleepy Eye, 1/4s 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 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Worden Grocer Co.

Ceresota, 1/8s 5 50
Ceresota, 1/4s 5 60
Ceresota, 1/2s 5 70
Wingold, 1/8s cloth 5 40
Wingold, 1/4s cloth 5 30
Wingold, 1/2s cloth 5 20
Wingold, 1/8s paper 5 25
Wingold, 1/4s paper 5 20
Bakers' Patent 5 05
Wykes & Co.
Sleepy Eye, 1/8s cloth 5 40
Sleepy Eye, 1/4s cloth 5 30
Sleepy Eye, 1/2s cloth 5 20
Sleepy Eye, 1/8s paper 5 20
Sleepy Eye, 1/4s 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 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Wykes & Co.

Sleepy Eye, 1/8s cloth 5 40
Sleepy Eye, 1/4s cloth 5 30
Sleepy Eye, 1/2s cloth 5 20
Sleepy Eye, 1/8s paper 5 20
Sleepy Eye, 1/4s 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 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

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 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Wheat

Red 1 02
White 1 02
Oats
Michigan carlots 36
Less than carlots 38
Corn
Carlots 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Oats

Michigan carlots 36
Less than carlots 38
Corn
Carlots 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

Corn

Carlots 56
Less than carlots 58
Hay
Carlots 11 00
Less than carlots 13 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

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 16
Calfskin, cured, No. 2 14 1/2
Pelts
Old Wool @ 30
Lamb's 50@1 00
Shearlings 50@1 00
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
15 1/2 pails, per pail 48
30lb pail, per pail 90
JELLY GLASSES
1/2 pt. in bbls., per doz. 15
1/2 pt. in bbls., per doz. 16
8 oz. capped in bbls. 18
per doz. 18
MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

MAPLEINE
2 oz. bottles, per doz. 3 00
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 22
Good 20
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
1/4 lb 6 lb. boxes 16
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 2 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 3 25
Sweet Small
Barrels 14 50
Half barrels 7 75
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. 372, Special 1 75
No. 98 Golf, 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 Family 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 13
Lard
Pure in tierces 11 1/2@12
Compound Lard 8 1/4@8 1/2
80 lb. tubs 1 1/2 advance 1 1/2
60 lb. tubs 1 1/2 advance 1 1/2
50 lb. tins 1 1/2 advance 1 1/2
20 lb. pails 1 1/2 advance 1 1/2
10 lb. pails 1 1/2 advance 1 1/2
5 lb. pails 1 1/2 advance 1 1/2
8 lb. pails 1 1/2 advance 1 1/2

9

Smoked Meats
Hams, 12 lb av. 17 @17 1/2
Hams, 16 & av. 16 1/2 @17
Hams, 18 1/2 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
Pleie Boiled Hams @15
Boiled 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
Headcheese 9
Beef
Boneless 19 00@19 50
Rump, new .20 50@21 00
Pig's Feet
1/4 bbls. 1 05
3/4 bbls., 40 lbs. 2 10
1/2 bbls. 4 00
1 bbl. 8 00
Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/8 bbls. 80 lbs. 3 00
Casings
Hogs, per 1/2 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, 1/4s 50
Potted Ham, 1/2c 90
Deviled Ham, 1/4s 50
Deviled Ham, 1/2s 90
Potted Tongue, 1/4s 50
Potted Tongue, 1/2s 90
RICE
Japan 6 @6 1/2
Japan Style 5 @5 3/4
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 sacks 1 80
Quaker, 18 Regular .14 45
Quaker, 20 Family .14 00
SALAD DRESSING
Columbia, 1/2 pt. 2 25
Columbia, 1 pt. 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 1/4s 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 20
28 10 lb. sacks 2 25
56 lb. sacks 40
28 lb. sacks 20
Warsaw
56 & 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 73
Queen, bbls. 11 00
Queen, 1/2 bbls. 5 75
Queen kegs 62
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 8 lbs. 75

Shoe Blacking
Handy Box, large 3 dz. 3 50

SPECIAL PRICE CURRENT

12

13

14

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

Smoking

All Leaf, 2 1/2 & 7 oz. 30
BB, 3 1/2 oz. 6 00
BB, 7 oz. 12 00
BB, 14 oz. 24 00
Bagdad, 10c tins 11 52
Badger, 3 oz. 5 04
Badger, 7 oz. 11 52
Banner, 5c 5 95
Banner, 8 oz. 1 60
Banner, 16 oz. 3 20
Belwood Mixture, 10c 94
Big Chief, 2 1/2 oz. 6 00
Big Chief, 16 oz. 30
Bull Durham, 5c 5 90
Bull Durham, 10c 10 80
Bull Durham, 15c 15 70
Bull Durham, 5c 5 90
Bull Durham, 10c 10 80
Bull Durham, 15c 15 70
Buck Horn, 5c 5 76
Buck Horn, 10c 11 72
Briar Pipe, 5c 6 00
Briar Pipe, 10c 12 00
Black Swan, 5c 5 76
Black Swan, 14 oz. 3 50
Bob White, 5c 5 95
Brotherhood, 5c 5 95
Brotherhood, 10c 11 00
Brotherhood, 16 oz. 39
Carnival, 5c 5 70
Carnival, 1/2 oz. 39
Carnival, 16 oz. 40
Cigar Clip Johnson
Cigar Clip Seymour
Identity, 3 & 16 oz. 30
Darby Cigar Cuttings 4 50
Continental Cubes, 10c 90
Corn Cake, 14 oz. 2 55
Corn Cake, 7 oz. 1 45
Corn Cake, 5c 5 76
Cream, 50c palls 4 60
Cuban Star, 5c foil 5 72
Cuban Star, 16 oz palls 10 20
Chips, 10c 10 20
Dills Best, 1 1/2 oz. 79
Dills Best, 3 1/2 oz. 77
Dills Best 16 oz. 73
Dixie Kid 5c 48
Duke's Mix, 5c 5 76
Duke's Mix, 10c 11 52
Duke's Cameo, 1 1/2 oz. 50
Drum, 5c 4 95
F A 7 oz. 11 50
Fashion, 5c 6 00
Fashion, 16 oz. 43
Five Bros., 5c 5 95
Five Bros., 10c 10 70
Five cent cut Plug
F O B 10c 11 50
Four Roses, 10c 96
Full Dress, 1 1/2 oz. 72
Glad Hand, 5c 48
Gold Block, 10c 11 88
Gold Star, 50c pail 4 70
Gall & Ax Navy, 5c 5 95
Growler, 5c 94
Growler, 10c 1 85
Growler, 20c 1 85
Giant, 5c 33
Giant, 16 oz. 33
Hand Made, 2 1/2 oz. 50
Hazel Nut, 5c 5 76
Honey Dew, 1 1/2 oz. 40
Hunting, 1 1/2 & 3 1/2 oz. 38
I X L, 5c 6 00
I X L, in palls 6 00
Just Suits, 5c 11 88
Just Suits, 10c 11 88
Kiln Dried, 25c 2 45
King Bird, 7 oz. 25 20
King Bird, 3 oz. 11 00
King Bird, 1 1/2 oz. 5 85
La Turka, 5c 5 76
Little Giant, 1 lb. 28
Lucky Strike, 1 1/2 oz. 96
Lucky Strike, 3 oz. 10 80
Le Redo, 8 & 16 oz. 38
Myrtle Navy, 10c 11 80
Myrtle Navy, 5c 5 94
Maryland Club, 5c 50
Mayflower, 5c 5 76
Mayflower, 10c 96
Nigger Hair, 5c 6 00
Nigger Hair, 10c 10 80
Nigger Head, 5c 5 25
Nigger Head 10c 10 50
Noon Hour, 5c 1 44
Old Colony, 1-12 gro. 11 52
Old Mill, 5c 5 76
Old English Curve 1 1/2 oz. 96
Old Crop, 5c 5 76
Old Crop, 25c 20
P. S., 8 oz., 30 lb. cs. 19
P. S., 3 oz., per gro. 5 70
Pat Hand, 1 oz. 63
Patterson Seal, 1 1/2 oz. 48
Patterson Seal, 3 oz. 96
Patterson Seal, 16 oz. 5 85
Peerless, 5c 5 85
Peerless, 10c 1 92
Peerless, 3 oz. 10 20
Peerless, 7 oz. 23 76
Peerless, 14 oz. 47 52
Plaza, 2 gro. cs. 5 76
Plow Boy, 5c 5 76
Plow Boy, 10c 11 00
Plow Boy, 14 oz. 40
Pedro, 10c 11 80
Pride of Virginia, 1 1/2 77
Pilot, 5c 5 76

Pilot, 7 oz. doz. 1 05
Pilot, 14 oz. doz. 2 10
Prince Albert, 5c 48
Prince Albert, 10c 96
Prince Albert, 8 oz. 3 84
Prince Albert, 16 oz. 7 44
Queen Quality, 5c 48
Rob Roy, 5c foil 5 90
Rob Roy, 10c gross 10 20
Rob Roy, 25c doz. 2 08
Rob Roy, 50c gross 4 12
S. & M., 5c gross 5 76
S. & M., 14 oz. doz. 3 20
Soldier Boy, 5c gross 5 95
Soldier Boy, 10c 10 56
Soldier Boy, 1 lb. 4 80
Sweet Caporal, 1 oz. 60
Sweet Lotus, 5c 60
Sweet Lotus, 10c 12 00
Sweet Lotus, per doz. 4 85
Sweet Rose, 2 1/2 oz. 30
Sweet Tip Top, 5c 50
Sweet Tip Top, 10c. 1 00
Sweet Tips, 1/4 gro 10 88
Sun Cured, 10c 98
Summer Time, 5c 5 76
Summer Time, 14 oz. 1 15
Summer Time, 7 oz. 5 90
Standard, 2 oz. 8 64
Standard, 3 oz. 8 64
Standard, 7 oz. 1 68
Seal N. C., 1 1/2 cut plug 70
Seal N. C., 1 1/2 Gran 63
Three Feathers, 1 oz. 63
Three Feathers, 10c 11 00
Three Feathers and
Pipe combination 2 25
Tom & Jerry, 14 oz. 3 60
Tom & Jerry, 3 oz. 76
Trout Line, 5c 5 95
Trout Line, 10c 10 00
Turkish, Patrol, 2-9 5 76
Tuxedo, 1 oz. bags 48
Tuxedo, 2 oz. tins 96
Tuxedo, 20c 1 90
Tuxedo, 30c 2 96
Twin Oaks, 10c 96
Union Leader, 50c 5 06
Union Leader, 25c 2 55
Union Leader, 10c 11 60
Union Leader, 5c 5 95
Union Workman, 1 1/2 5 76
Uncle Sam, 10c 10 20
Uncle Sam, 3 oz. 2 20
U. S. Marine, 5c 6 00
Van Bibber, 5c pouch 48
Velvet, 10c tin 96
Velvet, 8 oz tin 3 84
Velvet, 16 oz. can 7 68
Velvet, combination cs 5 75
War Path, 5c 5 95
War Path, 8 oz. 1 40
Wave Line, 3 oz. 40
Wave Line, 16 oz. 40
Way up, 2 1/2 oz. 5 75
Way up, 16 oz. palls 31
Wild Fruit, 5c 5 76
Wild Fruit, 10c 11 52
Yum Yum, 5c 6 00
Yum Yum, 10c 11 52
Yum Yum, 1lb., doz. 4 80

4 1/2 inch, 5 gross 55
Cartons, 20 2 1/2 doz bxs. 60
Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1, complete 40
No. 2, complete 28
Case No. 2, fillers, 15
sets 1 35
Case, medium, 12 sets 1 15
Faucets
Cork lined, 8 in. 70
Cork lined, 9 in. 80
Cork lined, 10 in. 90
Mop Sticks
Trojan spring 90
Eclipse patent spring 85
No. 1 common 80
No. 2 pat brush holder 85
Ideal No. 7 85
12lb. cotton mop heads 1 45
Palls
2-hoop Standard 2 00
2-hoop Standard 2 35
2-wire Cable 2 19
Cedar all red brass 1 25
Paper Bureka 2 25
Fibre 2 40
10 qt. Galvanized 1 70
12 qt. Galvanized 1 90
14 qt. Galvanized 2 10
Toothpicks
Birch, 100 packages 2 00
Ideal 85
Traps
Mouse, wood, 2 holes 22
Mouse, wood, 4 holes 45
Mouse, wood, 6 holes 70
Mouse, tin, 5 holes 65
Rat, wood 80
Rat, spring 75
Tubs
20-in. Standard, No. 1 7 50
18-in. Standard, No. 2 6 50
16-in. Standard, No. 3 5 50
20-in. Cable, No. 1 8 00
18-in. Cable, No. 2 7 00
16-in. Cable, No. 3 6 00
No. 1 Fibre 10 25
No. 2 Fibre 9 25
No. 3 Fibre 8 25
Large Galvanized 5 75
Medium Galvanized 5 00
Small Galvanized 4 25
Washboards
Bronze Globe 2 50
Dewey 1 75
Double Acme 3 75
Single Acme 3 15
Double Peerless 3 75
Single Peerless 3 25
Northern Queen 3 25
Double Duplex 3 00
Good Luck 2 75
Universal 3 15
Window Cleaners
12 in. 1 65
14 in. 1 85
16 in. 2 30
Wood Bowls
13 in. Butter 1 50
15 in. Butter 2 00
17 in. Butter 3 75
19 in. Butter 3 00
Assorted, 15-17-19 4 25
WRAPPING PAPER
Common Straw 2
Fibre Manila, white 3
Fibre Manila, colored 4
No. 1 Manila 4
Cream Manila 3
Butchers' Manila 2 1/2
Wax Butter, short c't 13
Wax Butter, full count 20
Wax Butter, rolls 19
YEAST CAKE
Magic, 3 doz. 1 15
Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 15
Yeast Cream, 3 doz. 1 00
Yeast Foam, 1 1/2 doz. 58
AXLE GREASE
MICA
AXLE GREASE
1 lb. boxes, per gross 9 00
3 lb. boxes, per gross 24 00
BAKING POWDER
Royal
10c size 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

CIGARS Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 31
El Portana 33
Evening Press 32
Exemplar 32
Worden Grocer Co. Brand Ben Hur
Perfection 35
Perfection Extras 35
Londres Grand 35
Standard 35
Puritanos 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

Old Master Coffee

10 5c pkgs., per case 3 60
36 10c pkgs., per case 2 60
16 10c and 38 5c pkgs., per case 2 60
Old Master 33
San Marto 33
Pilot 33
TEA
Royal Garden 1/4, 1/2 and 1 lb. 40
THE BOUR CO. TOLEDO, O.
COFFEE
Roasted
Dwinell-Wright Co.'s B'ds
White House COFFEE
DWINELL WRIGHT CO.
SAFES
Full line of fire and burglar proof safes kept in



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

COCOA-NUT Baker's Brazil Shredded



10 5c pkgs., per case 3 60
36 10c pkgs., per case 2 60
16 10c and 38 5c pkgs., per case 2 60



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



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.

The only 5c Cleanser. Guaranteed to equal the best 10c kinds. 80 - CANS - \$2.08

SOAP

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes 3 00
Big Master, 100 blocks 4 00
German Mottled 3 15
German Mottled, 5 bx 3 15
German Mottled 25 bx 3 05
Marseilles, 100 cakes 6 00
Marseilles, 100 cks 5c 4 00
Marseilles, 100 ck t/11 4 00
Marseilles, 1/2 box toil 2 10
Proctor & Gamble Co
Lenox 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Star 3 85
Tradesman Co.'s Brand
Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
A. B. Wrisley
Good Cheer 4 00
Old Country 3 40
Soap Powders
Snow Boy, 24s family size 3 75
Snow Boy, 60 5c 2 40
Snow Boy, 100 5c 3 75
Gold Dust, 24 large 4 50
Gold Dust, 100-5c 4 00
Kirkoline, 24 4lb. 3 80
Pearline 3 75
Soapine 4 00
Family Pork 4 00
Baubitt's 1776 3 75
Rouline 3 59
Armour's 3 76
Wisdom 3 80
Soap Compounds
Johnson's Fine 5 10
Johnson's XXX 4 25
Rub-No-More 8 85
Nine O'clock 3 20
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 60

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.

Oceana County—Fruit and farm land for sale; 60 acres; 2 1/2 miles out; corners in beautiful lake; bud of valuable timber; also 10 acre fruit farm and store building paying cash rent in village. J. W. Burton, Walkerville, Mich. 933

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

Bakery, ice cream parlor, confectionery store. County seat town in Illinois, twenty miles from St. Louis. Invoices \$1,200 to \$1,500, according to stock. Too large business for owner, on account of being a cripple. Will sell for \$2,300 cash. Imperial Bakery, Edwardsville, Ill. 984

Chance of a lifetime. \$200 will start you in a clean, honest business all your own in your own town. No experience needed. Business good for a life income. Don't miss this chance. Write quick. Modern Mfg. Co., 218 Washington Ave., North, Minneapolis, Minn. 961

For Sale At A Bargain—One 8x6x10 second hand B. A. Stevens refrigerator. Further particulars write or phone A. R. Hensler, Battle Creek, Mich. 982

For Sale—Stock of dry goods, notions and shoes, about \$3,500, in city of Grand Rapids. Stock in good shape. Location splendid. Address W. J. G., care Tradesman. 981

For Sale—Our pump and windmill business with tinshop, including tinners tools, also plumbing tools to do city plumbing. Invoice about \$1,000. This is a rare opportunity; good reason for selling. Apply to Hanover Hardware Co., Hanover, Kansas. 979

For Sale—N. W. quarter section 27, township 5 north, range 48, Yuma Valley, Yuma county, Colorado. Level, fertile, unimproved; perfect title; \$15 per acre. Alfred H. Brees, (owner), Mt. Gilead, Ohio. 955

Grocery For Sale—Located in prosperous city in Upper Peninsula of Michigan. Population about 4,500. Stock, fixtures, invoice about \$4,000. Doing \$18,000 yearly. Reason for selling, can not stand inside work. Address No. 954, care Tradesman. 954

For Sale—One of the best variety stocks in Central Michigan. Invoices \$3,800. If taken at once will sacrifice for \$2,500. Address No. 956, care Tradesman. 956

For Sale—Stock of men's and women's shoes, mostly Walkover and E. P. Reed, gunmetal and patents. Invoice \$1,300, 33 1/3% discount. Also 700 pairs women's and children's, 40c pair. Must sell for cash. Address B. F. H., care Tradesman. 951

For Sale—Clean stock men's togger, shoes and groceries. Invoice \$2,800. Write quick. Address No. 950, care Tradesman. 950

Grocery and hardware for sale or exchange. Nicely located. Will consider a residence or small place near town. Address J. N. Douglas, Belvidere, Ill. 949

For Sale—Grocery and dry goods stock, inventing \$2,500, in a live city within 25 miles of Grand Rapids. \$12,000 a year business. Address Judson Grocer Co., Grand Rapids, Mich. 946

For Sale—Tirill equalizing gas machine, 150 light capacity. Will sell cheap for cash. Write the Blanding Company, Detroit, Minn. 945

For Sale—A going general stock of \$13,000; can reduce; clean stock, strictly cash business of about \$40,000 last year; a good central Kansas town, with fine trade territory. Good reason for selling. Address 1226 N. Market, Wichita, Kan. 944

For Sale—Productive quarter section of land in Wallace county, Kansas; bargain for quick sale. Leslie H. Norris, 306 State National Bldg., Oklahoma City, Oklahoma. 943

For Sale—New flour and grist mill; complete and up-to-date machinery. Located on Ann Arbor and Manistee and Northeastern railroads. Controls extensive farming territory. Attractive proposition. Address Bank of Copenish, Copenish, Mich. 942

For Sale—Confectionery, ice cream, business lunch and bakery. Located opposite union depot and boat landing, in town of 35,000 inhabitants on Lake Michigan. Have other business to attend to and will sell very reasonable. Sales average \$50 per day. 75 per cent. transient trade. Address No. 941, care Tradesman. 941

For Sale—First-class grocery stock and fixtures, established 35 years. Want to retire. Good chance for one or two good young men. Doing nice business and good location. Cheap rent. Address J. Purtsch, S. S. Grocer, Traverse City, Mich. 953

5 cents an acre, cash. Texas school land for sale by the state. You can buy good land \$2 per acre; pay 5c per acre cash and no more for 40 years, but 3 per cent. interest; send 6c postage for further information. Investor Pub. Co., Dept. M. T., San Antonio, Texas. 952

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

We offer for sale, farms and business property in nearly all counties of Michigan and also in other states of the Union. We buy, sell and exchange farms for business property and invite your correspondence. J. E. Thom & Co., 7th Floor Kirby Bldg., Saginaw, Mich. 659

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

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

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 & Wohlfel, Three Rivers, Mich. 818

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

160 acres New Mexico patented land surrounding railway station, main line railroad, borderland auto route, store, school on ground. Pure water, climate, natural sanitarium. Beautiful, rich agricultural country, settling rapidly. Fine for townsite. Sixty dollars per acre. Will bear fullest investigation. Address Owner, care Tradesman. 940

For Sale—Shoe repair shop, equipped with all modern machines; nets from \$100 to \$135 month; rent \$10. Address Hilker, 777 Main St., Kankakee, Ill. 939

\$8,000 will buy well established house furnishing business in a growing county seat town of 2,000. Sales last year over \$25,000. No trades considered. \$25,000 will buy working interest in thoroughly established, well located house furnishing corporation. Buyer must have successful business experience. Address Box 408, Walla Walla, Wash. 978

For Sale—Variety store in Southern Michigan. Inventory about \$1,400. Good town, ideal location, brick, low rent and insurance. Fine stock, good business. Clearing \$80 per month over all expenses, living included. For immediate sale will sacrifice. Address No. 977, care Tradesman. 977

C. W. Johnson, Fairfield, Iowa, merchandise auctioneer, can sell your stock quickly and economically. Write early for date and terms. 980

For Sale—Short leaf pine stumpage, small tracts. One and one-half million feet, with or without portable mill, two and one-half miles from railroad, part cash, balance as timber is cut. Five million feet, railroad running through, reasonable terms. Eight million feet, railroad running through tract, 1/2 cash, balance as timber is cut. Taylor & Co., Pine Bluff, Ark. 976

Want To Buy—Grocery fixtures, scales, oil tank, refrigerator, etc. Must be in good condition. Address Box 635, Otsego, Mich. 975

For Sale—Stock of groceries, invoicing \$1,700 and doing a \$16,000 business. Cash trade. Low rent. V. C. Wolcott, Union City, Mich. 974

Wanted—To buy, good live grocery. W. H. Mitchell, 7228 Vincennes Ave., Chicago, Ill. 972

Opportunity—We are looking for a good, live salesman to take an interest in our business and have a fine opportunity for the right man. If you can deliver the orders upon good manufactured articles that are in good demand, we would be pleased to get into correspondence with you. Address Push, care Tradesman. 966

Rid your place of cock roaches. 35c per package. Costello & Son, Tustin, Mich. 973

An opening in Gary for first-class department or dry goods and ladies' furnishing store in the heart of the business district. Modern store building, constructed of brick, steel and terra cotta; plate glass arcade front, nearing completion and open to lease, 25,000 square feet floor space; passenger and freight elevators. For particulars address Guffin & Mauzy, Gary, Indiana. 971

Shoe man's stock book. This is a 200 page book, size 8 1/2 x 12 inches, cloth bound, pages numbered and indexed. Will aid you in sizing and buying shoes, clothing, overalls, shirts, collars or any sizing in a general store. Just the system to guard against overstocking in any line. The best kind of a stock book for shoe, clothing or general store. Sent charges prepaid for only \$2.50. J. F. Dahlinger, Elmo, Kansas. 970

For Sale—Complete elevator. Bank fixtures, time lock safe, farms. Write me about it. Phillip Lippert, Stanton, Mich. 969

Wanted—To exchange Toledo scale for account register, McCaskey preferred. Burns & Kibler, Persia, Iowa. 968

For Sale—Four sets Toledo computing scales, used one year. Will sell cheap. Rare chance to get scales cheap. Having sold my stock groceries, have no further use for them. Description on application. E. G. Snider, Cadillac, Mich. 967

Merchants! Get the cash for the goods you sell. You can do this by using my new plan. It works successfully, either singly or co-operatively with other merchants. No premium scheme. It gets the cash. Gets you new trade, brings the other fellow's customers into your store. Inexpensive, sure, and the best plan out. Be the first to adopt it. Be the leader in your city. Send \$2 for full printed instructions. This offer open for thirty days only. Act quickly. I. J. Stephens, Clothier, Mendon, Mich. 965

For Sale—General stock of merchandise, invoicing about \$25,000, double stores, population 5,000. One of the best towns in Southern Michigan. Address No. 964, care Tradesman. 964

One National cash register, cost \$250, will sell for \$150. Been used about three months. Also complete harness repair outfit, for sale at a bargain. Address J. B. Clark & Son, Levering, Michigan. 963

For Sale—Bakery and ice cream business. Only one in town. Good reason for selling. For further information address G. W. Berner, Dimondale, Mich. 962

Safes Opened—W. L. Slocum, safe expert and locksmith, 97 Monroe Ave., Grand Rapids, Mich. 961

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 921

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 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—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

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 Seyburn Ave., Detroit, Mich. 931

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

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

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. Reimberg, McBain, Mich. 896

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

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. E., 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

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. Weiler, Olney, Ill. 913

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

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

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

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

Will buy, for spot cash, stock clothing, shoes or general stock. Want location. Address Lock Box 143, Station D., St. Joseph, Mo. 650

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—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

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company, Grand Rapids.

COLD STORAGE EGGS.

At various times complaint has been made that cold storage adds to the cost of living, and we have had congressional, legislative and other investigations into the subject, to say nothing of the newspaper discussion and platform oratory. Cold storage is an expensive service and its cost may add, fractionally, to the cost of living, but in a large way what it does is to equalize the cost of living for the consumer and to give the producer a better chance to make a living. How the cold storage service operates may very well be seen at the present time in the matter of eggs. Egg production just now is at flood tide. Every old hen and young pullet in the land with the least trace of ambition in her make up is now an egg producer. Under old conditions the markets would be glutted with eggs and it is likely the consumer would be getting them at a shilling or 10 cents a dozen, which, of course, would be satisfactory to the consumer, so long as the condition lasted. It would, however, be somewhat tough on the producer who would be receiving 8 to 10 cents a dozen, and quantities of eggs, no doubt, would be allowed to go to waste for the double reason that there would be no money in collecting and marketing them and not enough consumers to take up the supply. The cold storage man buys the eggs at this season of their greatest production and when they are the cheapest and lays them away for the seasons of egg scarcity. This creates a big market for eggs at this season and producers receive 15@17 cents a dozen instead of half that and are encouraged to continue to be producers. The consumer in spring may have to pay a few cents more a dozen as a result of the cold storage buying, but they will get the benefit in reduced cost next winter. In the old days winter eggs were practically impossible to obtain at any price. Strictly fresh eggs in winter now run up to 40@50 cents a dozen, retail, but what would be the price if it were not for the relief given to the market by the cold storage eggs selling at around 30 cents a dozen? The cold storage eggs, carefully candled into storage in the spring, scientifically cared for during the summer and candled out in winter are as good as fresh eggs for most purposes, and they are infinitely better than the eggs which our grandmothers packed in bran, oats or salt against the usual winter famine. But for cold storage this country would be practically without eggs four to six months a year, and now we have good wholesome eggs all the year around, and at an average cost probably less than in the old days, provided we used eggs as freely and at all season then as we do now. The cold storage serves the same purpose with eggs, butter and other perishables as the canner does with the fruits and vegetables. The cannery may add to the cost of living, as does cold storage, but it is because the cannery gives us things to eat which a generation ago would have been impossible to obtain. A can of green peas undoubt-

edly cost more than the equivalent of peas in the pod fresh from the garden in July, but if we had to depend on peas in the pod in December or January we would go without. It is much the same with eggs.

There has been more or less prejudice against cold storage eggs, but this prejudice has been dying away in the recent years and it is but a matter of time, probably when the cold storage will have good standing in most family circles. Some of the Grand Rapids markets last winter, catering to the high grade trade, kept a supply of fancy fres hat 40@45 cents per dozen, but pushed the cold storage stock with such success, that the trade was largely increased. The prejudice against cold storage eggs is without reason and with a little educating the people will take them as easily as they take canned tomatoes or corn. The eggs put into storage are mostly of the April lay, recognized as the best eggs of the year from grain-fed hens and produced when the weather is cool. They are the best in quality, flavor and keeping qualities, and when put into storage are kept at a low even temperature which perfectly preserves them. The dealers candle the cold storage stock to the consumer, instead of passing them out case count, and this insures quality. Popular education in behalf of storage eggs has made very good progress, but the dealers still have work to do to remove the traces of the old prejudice.

HOUSE CLEANING SUPPLIES.

Take an inventory of your stock and check off every article which may or must interest the woman who is cleaning house. Make a collection of these in your front window and announce this in the morning paper. Make some special terms on your leaders. Show that you mean to push sales. See that your list is exhaustive so far as your own stock is concerned.

Brooms are always in demand. Show two or three grades. The cotton or outing flannel which the careful housewife makes into bags for covering the broom before brushing down the ceiling, as well as cheese-cloth for dusting purposes, will be called for providing good rates are offered. There are brushes galore, each having a special purpose for which it is adapted. Then there are the canvas gloves which protect the hands from dust and grime.

Paint is a great renovator and a pyramid of assorted sizes and colors, with a few brushes to make the application, will prove a convincing argument to some who had never given the subject a second thought that this is the quickest way to brighten up a certain room. Some good window cleaner the one which you yourself find best—and a few chamois skins will find ready sales. Then there are ammonia, borax, soaps of all sorts and materials to make hard water soft which are useful at this season. Disinfectants should also be included—everything which tends to make home cleaner, purer, brighter and more sanitary. There is pure gospel

in housecleaning, even though the head of the house fails to appreciate this at the time. The nearer we can come to supplying material which will do the work, the less will the season be dreaded. Methods and materials will surely lighten the work, and everything which does this is sure to find a welcome.

TIMELINESS.

"There is a time for everything" and the sooner the merchant realizes this and plans accordingly, the better will it be for him. During the recent flood a merchant sent across the country a good half day's drive for some rubber boots which were stranded in a sister town, just because the car wheels stopped moving before they reached his own depot. One entire residence section of the city was flooded. His competitors were selling rubber boats and coats like hot cakes. He could have done the same if his order had been given a day earlier. He ascertained that his goods were only twenty miles or so away when the railroad was tied up. He knew those goods would still find a ready market. So he sent a team for them, trolley and steam cars being at the time out of the question. And it paid!

We cannot anticipate floods or other overwhelming calamities as a rule, but in a general way we can anticipate many things and be prepared for them. The man who places his order for maple syrup now might as well stipulate that the goods be delivered next March. The one who waits to buy his onion sets until his rival has his displayed in the window will do well to place only a small order. There is a special time when almost any article has a special sale, and the only safe way is to keep your business calendar up to date and keep in close touch with it. Even sugar has its time—known to housekeepers as the "canning season." The same is true of many of the staple goods.

A glance at your salesbook for last year may suggest necessities for the weeks just ahead. You will, perhaps, recall how you were caught on a certain thing and can thus avoid a repetition of the shortage. Be sure to let the public know about any of the timely arrivals at the very earliest opportunity. When a thing ceases to be timely, it is time to think about closing out your stock on hand.

HELP THE CUSTOMER.

"I think Blank's store is so disappointing," declared a girl who was much interested in fancy work and the things connected with it. "They always have a fine window. Their embroidery designs shown in it are the most attractive in town; and their ready made dresses, one or two of which are always displayed, are neat and artistic. Yet when you once get inside, all the pretty things which I know they must have are mysteriously out of sight and there is only a clutter of things."

The criticism was too true. All the beautiful things in fancy stitches

which the window promised were in drawers or on shelves, safely out of sight. The prospective purchaser had for a guide only the patterns on exhibition in the one window. If she knew just what she wanted and how to ask for it, she got it promptly enough, as a rule, but if she had only a vague idea and was in the market for suggestions, all was blank. The shop was as a locked door, the "sesame" being unknown.

The window should serve as a sample of interior offerings. If you have a limited space for this display, show cases, counters and various means of display are the more needed within. Not one person in ten comes to your shop with a perfectly clear idea of all the purchases which they could easily be induced to make. Seeing is creating a desire in many instances. You may hang out a few choice things and then carefully shut up your interior like a clam shell, but you might as well have no other goods save those displayed in your window. The skilfully arranged interior will show in detail what the outside only suggested. Order and simplicity within do not require that everything be packed away out of sight except as specially called for. The knack of making the most of things applies to every part of the store. Patrons go to see and they are disappointed if they fail to find the things displayed. They forget some of the things really wanted unless the memory is jogged by some artistic arrangement.

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

Buffalo, April 9—Creamery butter fresh, 33@36c; dairy, 26@30; poor to good, all kinds, 20@25c.

Cheese—Fancy, old 17c; choice, old 16c; poor to common, 8@10c.

Eggs—Choice, fresh 18@19c.

Poultry (live)—Turkeys, 18@23c; cox, 13c; fowls, 19@20c; springs, 19@20c; ducks 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@55c per bu.

Rea & Witzig.

Sometimes a man who is really handsome earns a living in spite of it.

BUSINESS CHANCES.

For Sale—Drug stock and store building at Thompsonville, Mich. Good clean stock, doing nice business. Or will trade stock and building for small stock in city. Address C. N. Menold, Thompsonville, Mich. 986

Valuable Virginia timber tract, Colonial estate, 1,243 acres, \$20 an acre; 22 room residence, gas, hot and cold water, near two railroad stations; 200 fruit trees; 800 acres in timber—oak, pine, poplar; residence and timber worth more than price asked. Box 2266, Washington, D. C. 985

Shoe store in Muskegon for sale, or exchange for small farm. Address Shoes, care Tradesman. 987

H. WEIDEN & SONS
Dealers in Hides, Pelts, Furs, Wool, Tallow
Cracklings, Etc.

108 Michigan St. W. Grand Rapids, Mich.
Established 1862
Fifty-one year's record of Fair Dealing

TEA TALKS No. 4

TEA is THE drink. Domestically and socially it is the beverage of the world. The spirit of Tea is one of peace, comfort and refinement

IT is the "cup that cheers but not inebriates."

IT stimulates but not intoxicates.

IT is the most economical—most valuable beverage in the world.

One pound of tea, properly brewed, will make one cup of happiness for every day in the year.

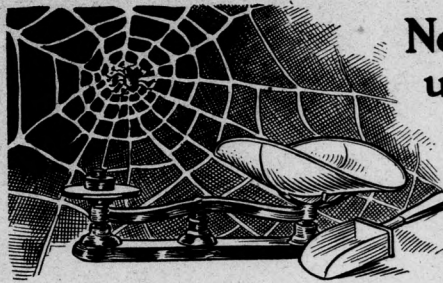
Call and see our TEA TREE growing from a seed from the Imperial Gardens.

THE TEA HOUSE

Judson Grocer Company

The Pure Foods House

Grand Rapids, Mich.



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"



Made at Niagara Falls

Look for the picture of Niagara Falls on the end of the carton when you buy

Shredded Wheat Biscuit

Any other "shredded wheat" that may be offered you is merely a poor imitation of the only original Shredded Wheat—the kind your customers have always bought—the kind that stands up in the market—always clean, always pure, always the same. Made only at Niagara Falls,

N. Y., in the cleanest, finest food factory in the world.

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.

Why Put Your Hand in the Lion's Mouth?

IF you feel that you must adopt the trading stamp system to enable you to compete with your neighbors in trade who are putting out system stamps, go your neighbor one better by adopting **YOUR OWN STAMPS**, bearing your own name or the name of your store, and thus avoid all chance of substitution which has caused hundreds of merchants large losses and much annoyance. These stamps can be redeemed by articles from your own store or cash from your till, thus enabling you to absorb the enormous profits which middlemen derive from their imperfect and wholly one-sided systems. We are prepared to make specially designed and engraved plates for this purpose for \$15. This done, we can then furnish the stamps in sheets of 100, bound in books of 50 sheets each, as follows:

125,000 stamps.....	\$15
250,000 "	25
500,000 "	45
1,000,000 "	85

The small books in which the stamps are attached can be furnished on equally favorable terms and on short notice.

TRADESMAN COMPANY
Grand Rapids

