

REPUTATION *and* CHARACTER

Reputation is seeming; character is being.

Reputation is manufactured; character is grown.

Reputation is your photograph; character is your face.

Reputation is what men say you are; character is what God knows you are.

Reputation makes you rich or poor; character makes you miserable or happy.

Reputation is what you need to get a job; character is what you need to keep one.

Reputation is what comes over you from without; character is what rises up from within.

Reputation is what you have when you come to town; character is what you have when you go away.

Reputation is what is chiseled on your tombstone; character is what the angels say about you before the throne of God.

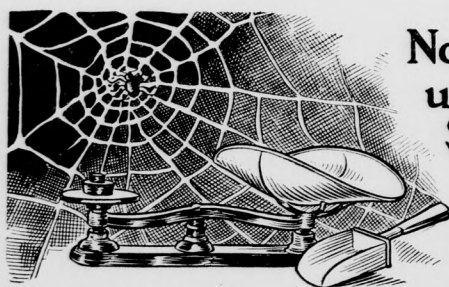
WHEN YOU SEE



"DOUBLE A"

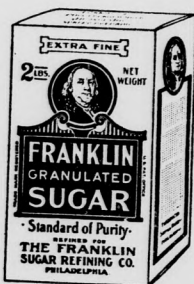
Remember it came from

The PUTNAM FACTORY, National Candy Co., Inc.
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"

WORDEN GROCER COMPANY
THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo

A Nimble Stock IS



White House Coffee is now SO WELL KNOWN by thousands of housewives, and is being so widely and persistently advertised, that it is merely a matter of handing it out and pocketing the profit. It is a "nimble" stock that makes a minimum of bother and brings

MAXIMUM SATISFACTION

JUDSON GROCER CO.—Grand Rapids, Mich.

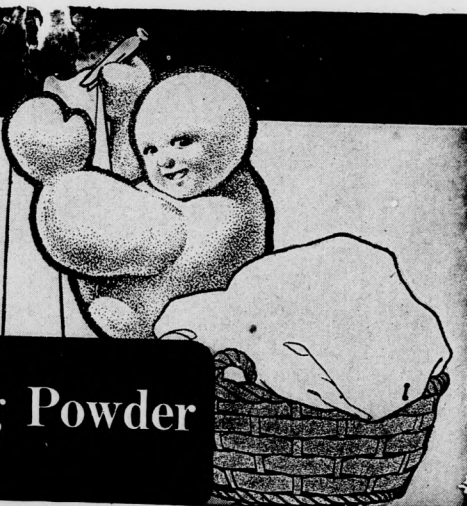
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, APRIL 30, 1913

Number 1545

SPECIAL FEATURES.

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CATCH CLAUSE.

Nefarious Scheme Resorted to By a Mishawaka House.

H. T. Stanton, trustee for the creditors in the matter of J. D. Van Sickle, of Carson City, has compiled a list of creditors of the estate, as follows:

G. R. Dry Goods Co.,	\$1,759.70
Judson Grocer Co.,	776.06
Worden Grocer Co.,	56.03
Herrpolsheimer Co.,	14.00
Vinkemulder Co.,	24.35
A. S. Van Sickle, Carson City,	1,222.37
F. H. Miller, Carson City,	43.71
H. E. Cowden, Carson City,	39.80
O. P. De Witt & Son, St. Johns,	331.89
Mishawaka Woolen Mfg. Co.,	544.58
F. Mayer Boot & Shoe Co., Mil-	
wauke,	325.46
Middleton Mfg. Co., Milwaukee,	35.00
Royal Valley Coffee Co., Detroit,	195.60
L. O. Skinkie, Detroit,	22.30
Beecher, Peck & Lewis, Detroit,	19.01
Philips, King & Co., Detroit,	19.51
A. C. Dietzsch, Detroit,	9.23
General Baking Co., Detroit,	27.12
A. H. Meeker, Sparta,	71.91
Saginaw Beef Co., Saginaw,	74.10
Symons Bros. & Co., Saginaw,	11.05
The Bonnett Co., Saginaw,	9.35
Alma Grain & Lumber Co., Alma,	27.00
Paragon Refining Co., Lansing,	67.55
Budley Paper Co., Lansing,	10.38
Perry Barker Candy Co., Lansing,	23.42
Pratt Food Co., Phila.,	20.00
Wright Bros. & Co., Greenville,	3.98
Reliance Casket Co., Jackson,	11.25
Walker Candy Co., Muskegon,	44.59
Plant Cigar Co., Flint,	24.25
Greenville Produce & Supply Co.,	
Greenville,	23.00
August Stephen, Owosso,	4.95
Alkman Baking Co., Port Huron,	83.34
Western Stoneware Co., Mon-	
mouth, Ill.,	42.55

As the assets and liabilities are about even it is expected that the creditors will receive pretty nearly the face of their claims. The business is being conducted the same as it was before the trust mortgage was uttered, so that there may be no shrinkage of assets on account of the estate not being a going concern.

A singular feature in connection with the failure is the discovery that the goods sold by the Mishawaka Woolen Manufacturing Co., whose claim amounts to \$544.58, are now demanded by the manufacturer on the ground that they were not sold but placed on sale. This claim discloses the fact that there are about 250 cases of this kind in Western Michigan, where merchants have signed orders for goods purchased of this house, apparently without knowing that at the same time they had agreed that the goods are to remain the property of the seller until they are actually disposed of and paid for. The "catch clause" is as follows:

GUARANTEE.

Prices on rubbers in this order are guaranteed against any decline made by us during 1912 to date payment becomes due. "Ball-Band" and "Straight-Line" rubbers guaranteed equal to any first quality rubbers on the market. Midland rubbers guaranteed equal to any second quality rubbers on the market. Agents have no authority to change prices and terms or give exclusive sales. All orders subject to approval at home office.

It is agreed by and between the Mishawaka Woolen Manufacturing Company, party of the first part, and the undersigned order of the foregoing goods, party of the second part, that the title to, property in and right of possession to said goods and to all other goods ordered by said second party of said first party within one year from the date hereof shall remain in said first party until sold by said second party and that upon sale thereof the proceeds received therefor, whether notes, accounts, or moneys, shall be and remain the property of said first party until said goods are fully paid for in cash; that if payment for the same shall not be made when due, or if at any time before the same shall be fully paid for, said second party shall become insolvent, or shall, in the opinion of the said first party, be in danger of insolvency, or if said first party shall, for any reason whatever, deem itself in danger of losing the price of said goods, then the said first party may reclaim and take possession of so much of the said goods as shall remain unsold in the ordinary course of retail business, and may also take possession of any proceeds of sale of any such goods. That said second party shall not sell, ship, or re-ship or in any manner, directly or indirectly, supply any retail or wholesale dealer with any such goods, nor dispose of them in any manner except in the ordinary course of business at retail sale, except with the express consent and approval of said first party previously obtained. That "purchased" goods are ordered subject to said first party's having them in stock, and that it does not guarantee quality or delivery. The party of the first part will not be responsible for delays by reason of strikes, fires, accidents or other causes beyond its control.

This is one of those questionable dodges that is sometimes resorted to by houses of dubious character to obtain priority of claim in the event of liquidation or insolvency. The fact that the stipulation is in fine type and that it is prefaced with the misleading word "guarantee," proves that the scheme is a nefarious one and ought not to be tolerated for a moment by any reputable merchant. A similar contract was in controversy in the United States Court here about two years ago. Judge Denison held that the contract was void because the use of the word "vendor" signified that the goods were sold and not consigned. The Mishawaka Woolen Manufacturing Co. thereupon took an appeal to the Circuit Court of Appeals at Cincinnati and that tribunal unanimously sustained the decision of Judge Denison. Judges Knappen, Hollister and Warrington all agreeing on this point. The Mishawaka house thereupon changed the word "vendor" to "orderer" and this amended contract Mr. Van Sickle signed, along with hundreds of other Michigan merchants who have dealt with the house on the theory that it was dealing with an honorable institution. Trustee Stanton refuses to deliver up the goods to the attorneys of the Mishawaka house and proposes to make a test case in the State courts. The higher courts generally

have held that while a seller can retain title in a safe or a typewriter or a machine of any kind, in the case of goods purchased to be re-sold or consumed, the title cannot be retained by the seller. This is so thoroughly established in law that it is very doubtful whether the Mishawaka house will permit its nefarious contract to be passed upon by the Michigan courts unless it happens to be badly advised by its attorneys.

Honest Advertising Bill Passed.

The Montiet bill, imposing a penalty for making a fraudulent, misleading or deceptive statement in an advertisement in a newspaper, folder, circular or in any other form, has passed both the Senate and the House of Representatives and is now before Governor Ferris for his approval. The act in its entirety is as follows:

Any person, firm, corporation or association, or the agent or manager of any such firm, corporation or association who, with intent to sell or in anywise dispose of merchandise, securities, service or anything offered by such person, firm, corporation or association, directly or indirectly, to the public for sale or distribution, or with intent to increase the consumption thereof, or to induce the public in any manner to enter into any obligation relating thereto, or to acquire title thereto, or an interest therein, makes, publishes, disseminates, circulates, or places before the public, or causes directly or indirectly to be made, published, disseminated, circulated, or placed before the public, in this State, in a newspaper or other publication, or in the form of a book, notice, handbill, poster, bill, circular, pamphlet, or letter, or in any other way, an advertisement of any sort regarding merchandise, securities, service, or anything so offered to the public, which advertisement contains any assertion, representation or statement of fact which is untrue, deceptive or misleading, shall be guilty of a misdemeanor, and shall be punished by a fine of not less than \$25 nor more than \$200, or by imprisonment in the county jail for a period of not more than 90 days, or by both such fine and imprisonment in the discretion of the court: Provided, that the publisher or printer of any newspaper shall not be liable under this act for publishing deceptive advertising of any other person.

The Sugar Tariff Protects General Consumer.

Beyond the amount a reasonable rate of income tax would bring, the Government needs some thirty million dollars of revenue, which can be assessed upon sugar at a reduced duty and give consumers cheaper sugar, and at the same time permit the domestic sugar producers and manufacturers to live and compete in trade.

If this revenue is not assessed on sugar it will be assessed in the form of increased income tax, as the Government must collect it from the people in some form.

No tax can be more equitable than the tax on sugar, which every person in the country will pay in proportion to their consumption of sugar and amounting annually to so small a figure as 35 cents per capita, that it will not be felt. This is based on a duty of 80 cents per 100 pounds Cuba

sugar, against present duty of \$1.34, or 40 per cent. reduction.

This reduction would decrease the profits of the beet sugar manufacturers some \$7,000,000 and would be so large a cut that only those factories could stand it as are suitably located and properly managed.

Inasmuch as the people must pay the tax in any event, it will be better to assess it on sugar and save and continue a legitimate industry, which is a good thing for the country in protecting the general consumer by producing at home a sufficient quantity of a necessity of life to prevent advantage being taken by foreigners. If all duty is taken off sugar, the closing of domestic factories will give the trade to foreigners, who will eventually advance prices, and our people will receive no benefit by the removal of duty but must still pay the increased tax while the benefits go to foreigners.

The consumer gets cheaper sugar under the protection of duty to the home industry than he will without such protection against the European speculative sugar exchanges. To-day sugar is 74 cents per 100 pounds below the world's prices. This is equivalent to a duty of 61 cents per 100 pounds on Cuba raws instead of \$1.34 because our free and privileged supplies of sugar have so increased under protection that we are independent of European prices and now under the influence of competition among the sugar producers at home.

It might be said that if the domestic sugar industry is no longer an infant industry requiring protection on its own account, it has reached a point where it requires protection on account of the domestic consumer.

Let us reduce the duty, but leave sufficient to insure a domestic production large enough to successfully compete with foreign countries, in the interest of the general consumers of America. Willett & Gray.

Munising—The Superior Veneer & Cooperage Co. has closed two large timber deals—the absorption of the holdings of the C. H. Worcester Co., and the Forster Brothers Co.—as a result of which the output of its manufacturing plant will be increased until within a year it may be necessary to double the capacity.

Benton Harbor—The Shane-Caugherty Co. has engaged in business to manufacture and deal in stationery, with an authorized capitalization of \$65,000 common and \$10,000 preferred of which \$39,400 has been subscribed and paid in in property.

A strong will is all right if you are not married to the owner.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids Referee.

Grand Rapids, April 22—A voluntary petition was filed by John H. Kinsey, a shirt manufacturer of Grand Rapids, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on May 6, for the purpose of electing a trustee, examining the bankrupt, proving claims, etc. The following assets are listed by the bankrupt:

Merchandise	\$ 425.08
Cash on hand	5.00
Household goods, etc.	6.00
Machinery, etc.	352.75
Due on open account	347.04

\$1,190.87

The following creditors are scheduled:	
Otto Ranje, (note)	\$ 100.00
Geo. D. Harger, Laurium (note)	500.00
Sadie B. Kinsey (note)	400.00
Mary Kinsey (note)	300.00
E. McConnell & Co., N. Y.	268.07
Wm. Anderson, N. Y.	218.07
LaPorte Woolen Mills, LaPorte, Ind.	94.05
A. Kroll & Co., Detroit	13.71
G. R. Pearl Button Co.	6.50
Mallock Knitting Co.	6.00
J. J. Harter	39.85
H. Daane	30.00
Spool Cotton Co., Chicago	11.40
Brown & Bigelow, St. Paul	11.25
G. W. Todd, Rochester	25.00
Donovan Building Co., Detroit	50.60

\$2,084.90

In the matter of Charles Johnson, bankrupt, formerly merchant at Ludington, the final meeting of creditors was held. The final report and account of C. G. Wing, trustee, was allowed, and a final dividend of 53 1/2 per cent. ordered paid. A first dividend of 25 per cent. was paid on January 15, making the total for general creditors 78 1/2 per cent. No cause to the contrary being shown by creditors it was determined a favorable recommendation as to the bankrupt's discharge be made by the referee.

April 23—In the matter of Eugene D. Tangney, merchant at Ludington, the first report of Frank A. Foster, trustee, was filed showing cash on hand \$3,234.09 and an order was made by the referee calling a special meeting of creditors to be held at his office on May 8, to consider such report and for the purpose of declaring a first dividend for creditors.

In the matter of Harry Leach, bankrupt, formerly on West Bridge street, the final meeting of creditors was held. The final report of Don E. Minor, trustee, as considered and approved and a final dividend of 6 1/2 per cent. declared for general creditors. Creditors having failed to show sufficient cause to the contrary, it was determined that a favorable recommendation as to the bankrupt's discharge be made by the referee.

April 24—In the matter of I. N. Hillard & Son, bankrupt of Kaleva, the bankrupt's schedules of assets and liabilities were received and an order was made by the referee calling the first meeting of creditors to be held at his office on May 9, for the purpose of electing a trustee, proving claims, examination of the bankrupts, etc. The following assets are scheduled:

Promissory notes, all past due \$1,502.76

Stock of merchandise \$2,190.60

Pictures, etc. 300.00

Accounts receivable 2,445.49

\$6,349.25

The following creditors are scheduled:	
Taxes	\$ 50.00
Lena Espo, Kaleva (labor)	122.21
Alex Miller & Co.	2.75
C. R. Dry Goods Co.	1,628.28
Hennip Mills Co.	25.50
National Biscuit Co.	32.74
Northrup, Robertson & Carrier Co.	20.21
C. W. Mills Paper Co.	13.97
S. A. Bowman, Waterloo	8.40
Mayer Boot & Shoe Co., Milwaukee	600.00
Schust Baking Co., Saginaw	5.65
Frank D. LaLonde, Phila.	126.84
McLaughlin, Ward & Co., Jackson	15.42
Hoffstadt & Robinson, Toledo	115.73
Puhl, Webb & Co., Chicago	31.55
Saginaw Beef Co., Traverse City	120.42
South Side Lumber Co., Traverse City	22.70
F. Widlar & Co., Cleveland	53.79
Hershey-Rice Mfg. Co., Columbus	122.75
A. Casabianca & Co.	12.76

Mishawaka Woolen Mfg. Co.,

Mishawaka 12.65

Walker Candy Co., Chicago 26.14

Business Men's Paper Press Co.,

Wayland 20.00

Muselman Grocer Co., Saginaw 716.56

Saginaw Milling Co., Saginaw 7.99

W. F. McLaughlin & Co., Chicago 14.90

Reed, Murdock & Co., Chicago 15.50

Dawse & Company, Chicago 22.21

Straub Bros. & Amiotte, Traverse City

20.90

Moore Flow & Implement Co.,

Greenville 45.17

American Thread Co., Chicago 23.76

Wilson & Andrews, Manistee 4.33

Wm. Frankfurth Hardware Co.,

Milwaukee 38.17

J. I. Case Threshing Machine Co.,

Lansing	30.15
Mich. Employment Institution for the Blind, Saginaw	13.75
Mancelona Screen Co., Mancelona	17.10
A. J. Brown Seed Co.	27.90
Gruce Cracker Co., Detroit	19.60
G. R. Stationery Co.	3.35
Smallegan, Smith & Co., Central Lake	4.00
I. N. Hilliard, Kaleva	392.42
Edgar Hilliard, Kaleva	132.53

\$4,897.65

In the matter of the Lathrop Co., bankrupt, of Grand Rapids, it appearing that there were no assets above exemptions, an order was made closing the estate. No cause to the contrary having been shown by creditors a certificate was made by the referee recommending the bankrupt's discharge.

A voluntary petition was filed by Edward W. Simpson, of Grand Rapids, and he was adjudicated bankrupt by Judge Sessions and the matter referred to Referee Wicks. The following are scheduled: Two automobiles, both covered by mortgage \$2,200.00

148 shares of stock in Simpson

Automobile Supply Co., bankrupt 0000

Wearing apparel and watch (claimed exempt) 50.00

The following liabilities are scheduled:

Robert Willey Auto Co., (secured by title note on automobile) \$1,000.00

Chas. V. Hilding (secured by mortgage on automobile) 400.00

Frank B. Winegar, (secured by mortgage on automobiles) 1,000.00

The following liabilities incurred by the bankrupt while doing business as the Grand Rapids Auto Supply Co., but which it is claimed was assumed by the Simpson Auto Supply Co., on July 1, 1912:

Advance Packing & Supply Co., Chicago \$ 26.34

Burg Auto Trunk & Spec. Co., N. Y. 6.50

Barrett Adding Machine Co. 110.65

B. & B. Rubber Co., N. Brockfield 34.74

Chicago Rubber Co., Chicago 27.49

H. Channon & Co., Chicago 660.65

Wm. Crane & Co., New York 34.00

Crane Puller Co., Arlington 5.88

Cont. Illus. Co., N. Y. 9.72

Crescent Tool Co., Jamestown 82.79

Crank & Carrier Co., Elmira 23.00

John L. Dykes Co., Chicago 8.32

J. Dixon Crucible Co., Jersey City 25.05

Electrical Appliance Co., Chicago 168.00

Empire Tire Co., Trenton 1,000.00

Frey Auto Specialty Co., Buffalo 2.50

Fulton Machine Co., Chicago 2.04

Ferguson Waterproof Co., St. Louis 3.54

G. R. Label Co. 2.37

Herald Publishing Co. 125.90

Hoeft & Company, Chicago 65.25

Howe Tire Cover Co., Detroit 41.55

 Hiwell Mfg. Co., Pittsburgh | 103.12 || Inner Shoe & Tire Co. | 331.70 |
Johnson Printing Co.	223.50
Krautner & Co., Newark	19.38
Lockwood Ash Motor Co., Jackson	46.17
Sidney LaBarge	134.00
C. & A. Matissee Co., N. Y.	66.80
Ralph Mosher	4.81
J. C. Moore Co., Racine	95.90
New Haven Clock Co., N. H.	66.00
Northwest Mfg. Co., Chicago	60.50
Natl. Cash Register Co., Dayton	190.00
Pyrene Company, Dayton	14.00
Planet Company, Westfield	15.93
Palmer Ger Perry, Detroit	13.06
Geo. S. Smith	75.00
Standard Oil Co.	74.33
Sentinel Publishing Co., Lolland	3.19
Transcontinental Chem. Co., Clinton	898.62
Tisch-Hine Co.	9.10
U. S. Horn Co., New York	20.00
Chas. Weyland, New York	25.00
Handy Press Co.	19.28
Sands & Maxwell, Pentwater	212.30
Rie Nie Mfg. Co., Minneapolis	36.00
Zellar Mfg. Co., Chicago	18.00

\$5,330.88

April 25—In the matter of John Innis, bankrupt, of Grand Rapids, the first meeting of creditors was held. Creditors failed to elect and the referee appointed Leon W. Harrington, of Grand Rapids, as trustee; bond fixed at \$5,000. The bankrupt was sworn and examined and the meeting then adjourned to May 23.

A voluntary petition was filed by Herbert F. Caswell, a merchant of Portland, and he was adjudicated bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee appointing Henry J. Horigan, of Ionia, as custodian, pending election of a trustee. The following assets are scheduled:

Cash in bank \$ 6.05

Stock in trade, about 5,000.00

Household goods 200.00

Accounts receivable 668.27

Stock in Ready Measurement Co., Chicago, (12 shares) 100.00

\$5,974.32

The following liabilities are scheduled:

J. B. Roe, Portland (borrowed money) \$1,032.00

Mrs. H. F. Caswell, Portland (borrowed money) 2,073.25

Davis Brothers Co., Toledo 417.36

J. V. Farwell Co., Chicago 350.00

L. Mene Co., New York 87.70

Geo. H. Heilmann Co., Milwaukee 40.38

Dudley Paper Co., Lansing 2.41

May Morrison Co., Detroit 25.00

Steketee & Sons 49.00

West End Pottery Co., E. Liverpool 40.90

Monarch Knitting Co., Buffalo 13.75

Northwestern Knit. Co., Buffalo 13.25

Barmon Brothers Co., Buffalo 43.25

The Munson Company, Albany 131.50

Vicksburg Mfg. Co., Vicksburg	27.00
D. S. Zemon & Co., Detroit	404.96
Nonotack Silk Co., Chicago	71.56
Annisfield & Co., Cleveland	61.00
J. & S. Goldstone & Co., N. Y.	20.00
F. Simmons & Co., Chicago	25.00
Kops Brothers, New York	24.00
Brilling & Co., Detroit	38.30
A. Kroll & Co., Detroit	80.64
Hoffmastein & Co., Cincinnati	86.95
Benedict Mfg. Co., Syracuse	15.00
Chicago Rubber Co., Chicago	23.50
Rose Knit Goods Co., Cleveland	50.48
Stone Brothers, Chicago	12.38
American Lady Corset Co., Detroit	57.30
Colonial Garment Co., Detroit	84.00
Richardson Silk Co., Chicago	129.38
Wilcox & Co., Toledo	10.80
Butler Brothers, Chicago	24.30
Sidney M. Schwartz & Co., N. Y.	1.80
R. & G. Corset Co., Chicago	115.80
Julius Kayser & Co., N. Y.	46.75
King Mfg. Co., Toledo	51.00
F. E. Caswell, Portland	200.00
Maynard & Allen St. Bk, Portland	1,100.00
Webster State Bank, Portland	233.33
J. M. McCausey & Co., Detroit	400.00

\$7,722.28

St. Joseph Referee.

St. Joseph, April 23—In the matter of Price W. Perry, bankrupt of Ewart, an order has been made by Referee Banyon, appointing Elmer F. Birdsall, of the same place, trustee, in place of David Rorison, who refused to act. Mr. Birdsall has filed his bond with sureties approved by the court. James W. Turner, Dan Youngs and Robert Seath, also of the same place, have been appointed appraisers. The bankrupt's estate consists of an equity in a house and lot in Ewart, purchased under land contract.

April 24—Fred W. McPherson, bankrupt, of Kalamazoo, having deposited sufficient money with the referee to pay expenses, an order has been entered for a first meeting of creditors to be held on May 5, at Kalamazoo, for the examination of the bankrupt and the election of a trustee if desired by the creditors.

April 26—In the matter of Clarence M. Jennings, Robert Jennings and Jennings Brothers, partnership, bankrupts of Lawrence, the inventory and report of appraisers show assets to the amount of \$1,940.64. An order has been made by the referee directing the trustee, Amos Benedict, to sell the assets at public sale on May 10 at the former store of the bankrupts in Lawrence.

April 28—In the matter of William H. Evans, bankrupt of St. Joseph, a petition has been filed by the bankrupt, requesting an allowance of \$250 in cash in lieu of his personal property exemptions.

In the matter of Charles W. Vanderbilt, bankrupt of Kalamazoo, an order was made adjourning the first meeting of creditors to May 28, at the office of the referee. The bankrupt's assets, consisting of a half interest in an ice cream factory at South Haven, will be disposed of at public sale at South Haven by trustee George C. Monroe, May 2.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	78	81
Am. Gas & Elec. Co., Pfd.	43	45
Am. Light & Trac. Co., Com.	365	375
Am. Light & Trac. Co., Pfd.	105	107
Am. Public Utilities, Com.	62	63
Am. Public Utilities, Pfd.	75	76
Can. Puget Sound Lbr.	1	2
Cities Service Co., Com.	114	117
Cities Service Co., Pfd.	85 1/2	87 1/2
Citizens' Telephone	93	94

Commercial Savings Bank

*Com'w'th Pr. Ry. & Lt., Com. 67 1/2 68 1/2

*Com'w'th Pr. Ry. & Lt. Pfd. 88 90

Elec. Bond Deposit, Pfd. 72 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. 149 155

G. R. Nat'l City Ban. 180 181

G. R. Savings Bank 223 225

Kent State Bank 266

Macey Co., Com. 200

Macey Company, Pfd. 95 97

Lincoln Gas & Elec. Co. 28 32

Michigan Sugar Co., Com. 37 1/2

Michigan State Tele. Co., Pfd. 100 101 1/2

National Grocer Co., Pfd. 90 92

Old National Bank 207

Pacific Gas & Elec. Co., Com. 52 54

Peoples Savings Bank 250

Tennessee Ry. Lt. & Pr., Com. 19 1/2 20 1/2

Tennessee Ry. Lt. & Pr. Pfd. 74 76

Utilities Improvment Co., Pfd. 73 75

Utilities Improvment Co., Com. 62 65

United Light & Ry., Com. 76 77

United Light & Ry., 1st Pfd. 78 81

United Light & Ry., 2nd Pfd. (old) 75 77

United Light & Ry., 2nd Pfd. (new) 71 73

Bonds.

Chattanooga Gas Co. 1927 95 97

Denver Gas & Elec. Co. 1949 95 1/2 96 1/2

Flint Gas Co. 1924 96 97 1/2

G. R. Edison Co. 1916 98 100

G. R. Gas Light Co. 1915 99 100 1/2

G. R. Railway Co. 1916 100 101

Kalamazoo Gas Co. 1920 95 100

Saginaw City Gas Co. 1916 99

*Ex-dividend.

April 30, 1913.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, April 28—A better feeling on the Coffee Exchange for options has had the effect of giving a great deal of strength to the spot market and the whole lot of sellers are in glee. Supplies with roasters must be running low and, with rather poor assortments and very small quantities of coffee en route, the whole trend seems to favor the seller. In an invoice way No. 7s are quoted at 11 1/4@11 3/4c and Santo 4s at 13 3/8@13 1/2. In store and afloat there are 2,117,624 bags, against 2,211,008 bags at the same time last year.

Granulated sugar is quoted at 4.20 and the market is reported dull. Withdrawals under previous contracts are light and buyers and sellers both appear to be awaiting the outcome of the tariff bill. With this out of the way within a short time there will come an increasing volume of orders for the season is at hand when there is "use" for sugar.

Teas are quiet, but there is a steady run of rather small orders and, in the aggregate, the total must be quite respectable. Stocks are not especially large and there is some interest in the market in Japan which will soon be open.

Rice is in only moderate request. Buyers are taking only enough to get along with and are letting the holders carry the umbrella. Mills South insist upon having full quotations. Good to prime domestic, 5@5 3/8c.

The market for spices is a little stronger and this is especially true of black pepper. Supplies are not especially large and the situation at the moment rather favors the seller.

Grocery grades of molasses are doing fairly well and foreign is also in better request at full figures. Good to prime centrifugal, 35@40c. Syrups are steady and practically unchanged.

Canned foods are really feeling a better market and dealers generally speak in a more hopeful tone. It is time. Considerable business is reported in tomatoes and 80c is the usually-named rate for 3s which are really standards. Corn is unchanged, but in better call. Fine peas are plentiful and well sustained. Other goods show little if any change in any respect.

Creamery butter is a little lower—31@31 1/2c; firsts, 30 1/2@31c; process, 28@30c; imitation creamery, 29@29 1/2c; factory, 27 1/2@28c.

The new cheese market is pretty well cleared up day by day and prices are well sustained at 13@14c. Old stock, 16 1/4@17 1/4c.

Eggs are steady for top grades and little if any change is to be noted in other grades. Fresh gathered, 20@21c, and this is top. Other sorts are down to 17@18c.

The man who banks on his family tree in place of branching out for himself, is going to die of dry rot.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, April 21—In the matter of Colonial Electric Car Co., bankrupt, schedules have been duly filed and show the following creditors:

Wayne county, taxes \$ 7.77
City of Detroit, taxes 43.66
W. B. Sanderson, labor claim 27.65

Secured Claims.
Mark W. Allen, Detroit \$ 50.00
O. F. Barthel, Detroit 200.00
J. A. McQuade, Detroit 400.00
F. C. Willis, Detroit 24.43
W. J. Lovelace and F. C. Willis, Detroit 140.00

Unsecured Claims.
Blvd. Moving and Storage, Detroit \$ 4.00
Brush Detroit Co., Detroit 375.00
G. W. Bolton 27.45
Central Pattern Works 6.85
Chin. Ball Crank Co., Cincinnati 16.50
Central Heating Co., Detroit 197.16
Det. Sat. Night 38.98
Det. Free Press Co. 122.60
Douglas & Lomason Co. 7.92
Detroit City Gas Co. 8.99
Detroit Foundry Co. 1.50
Det. Electro Plating Co. 2.95
Edison Illuminating Co. 162.77
Evening News Assn. 50.40
Fisher Body Co. 1,092.25
A. Fisher 315.70
Ft. Wayne Min. Lamp Co., Ft. Wayne 33.00
Grinnell Elec. Car Co., Detroit 12.51
D. F. Godfrey 85.00
Greenwood Printing Co. 2.50
Gray & Davis, Boston 17.40
Horseless Age, N. Y. City 290.00
Huron Radiator Co., Detroit 16.40
E. Hicks 15.00
Imperial Mott Co., Flint 8.00
Indian Refining Co., N. Y. City 11.75
D. C. James Co., Detroit 39.40
Board Water Commrs. 2.04
Western Union Tel. Co., Detroit 46
W. J. Marshall, Auto Co. 3.20
O. F. Barthel 53.82
Liberty Cut Glass Wks., Egg Harbor City, N. J. 3.75
Det. Window Cleaning Co., Detroit 1.00
Kinsey Mfg. Co., Toledo 370.00
Kelsey Wheel Co., Detroit 75.50
Link Belt Co., Phila. 23
Mich. State Tele. Co., Detroit 6.20
Multi Color Copying Co. 22
Motor World Pub. Co., N. Y. City 351.00
Motz Tire Co., Akron 500.80
Miller Selden Co., Detroit 29.01
The McCue Co., Hartford 31.92
Noak & Gorenflo, Detroit 5.25
Phinney Walker Clock Co., N. Y. 24.00
R. L. Folk & Co., Detroit 33.00
Rudd Auto Top Co., Detroit 21.05
Reliable Tire Repair Co. 17.09
Roller Smith Co. 19.75
Chas. A. Strellinger Co. 25.05
Stoddard Jakes Mach. Co. 9.85
Strong Carlisle & Hammond 96
Scott Bros. 3.00
Stewart Warner Speed, Corp., N. Y. City 12.00
E. I. Rumsey Elec. Co., Detroit 5.05
F. C. Teal 8.17
Toledo Plate Glass Co. 1.87
Union Brass Works 2.72
U. S. Tire Co., N. Y. City 222.19
U. S. Light & Heating Co., N. Y. City 83.15
Vesta Accumulator Co., Detroit 17.45
Westinghouse Elec. & Mfg. Co., Pittsburgh 40.01
Willard Storg Batty Co., Cleveland 371.92

Total indebtedness \$6,535.12
The assets are scheduled as:
Stock in trade \$4,387.13
Machinery, fixtures, etc. 1,760.00
Drawings and Designs 2,500.00
1 die at Kinsey Mfg. Co., Toledo 200.00
1 Hood at D. F. Godfrey, shop 25.00
Toledo 25.00
Open accounts 104.12

Total \$8,976.25
Adolph W. Voegel, James Ferris and Willis Trombley, Detroit, were appointed appraisers and have reported their appraisal of the property as follows: Stock in trade, \$3,052.24. The first meeting of creditors has been called to be held at the office of the referee, Detroit, on May 6.

April 22—In the matter of Alfred L. Brooks, bankrupt, butter and eggs, Detroit, first meeting of creditors held; bankrupt present and was sworn and examined by Referee Joslyn. Order made setting aside the property scheduled as exempt. Further order that no trustee be appointed. Case continued to June 24.

In the matter of Victor Broom Co., bankrupt, Detroit. Final meeting of creditors held. Trustee reported a balance on hand of \$591.89. The account was allowed and Wunsch & Wunsch, attorneys for trustee, the sum of \$200 for their services and Edwin S. Bartlett, the sum of \$40 for his services to bankrupt. Trustee ordered to pay clerk of the court \$30 deposit fees. Balance, after payment of administration expenses, ordered paid as a second and final dividend, the estate thereupon be closed and the trustee be discharged.

April 23—In the matter of Clarence E. Cole, bankrupt, general dealer at Lapeer. The property of the bankrupt had been ordered sold to-day, but the bankrupt has filed an offer of composition of 50 per cent. upon all unsecured claims not entitled to priority and the sale was not held, a notice to creditors of the offer of

composition having been given and setting a meeting to be held at the office of the referee at Detroit, on May 6, at which time the creditors may vote upon the acceptance of the offer of composition.

The bankrupt schedules his debts as follows:

Taxes \$123.29
Secured claims (attorney fees) 250.00
Tittsworth & Snowman, contract on auto 250.00

Unsecured Claims.
D. Auerbach & Sons, N. Y. City \$ 42.95
Sentinel Printing Co., Indianapolis 42.50
Maiser Cloak Co., Cleveland 279.75
Diamond Rubber Co., Akron 219.06
Crowley Bros., Detroit 218.44
Symons Bros. & Co., Saginaw 95.21
Wm. F. Mayo & Co., Boston 173.64
David Scott, Detroit 127.50
Swiss Embroidery Lace Combine, N. Y. City 32.85
Mich. Employment Inst., for Blind, Saginaw 32.60
Mishawaka Woolen Mfg. Co., Mishawaka 251.52
New York Cotton Bating Co., N. Y. City 38.75
C. Elliott & Co., Detroit 217.90
Osgood & Heiner, Decatur, Ill. 105.00
Taxes, Lapeer, Mich. 123.29
H. C. Kudner, Lapeer 200.00
Nat'l Cash Register Co., Dayton 170.00
The Bour Co., Toledo 53.60
Millington Milling Co., Millington 28.50
Mich. Knitting Co., Lansing 7.00
Ann. Sales Book Co., Ltd., Elmira, N. Y. 15.65
Des Moines Hosiery Mills, Des Moines 120.03
Phelps Kratz Co., Detroit 38.00
Kalamazoo Corset Co., Kalamazoo 55.92
George Buck, Lapeer 70.00
Chas. Broadway Rouss, N. Y. City 9,200.00

Total \$11,949.66

Assets.
Cash \$ 20.00
Stock in groceries and notions 806.61
Stock in boots and shoes 835.09
Stock in drygoods, ribbons, laces, etc. 6,780.30
Household goods, etc. 500.00
Books, prints and pictures 10.00
One automobile 410.00
Choses in action 627.63
Machinery fixtures apparatus tools 500.00
Property claimed as exempt 450.00

In the matter of Stollwerck Brothers, Inc., William Herron Co., Inc., and the Paper Mills Co. to have Taylor Brothers Co., of Battle Creek, adjudicated bankrupt, a petition was filed for the appointment of a receiver. The Security Trust Co., Detroit, was duly appointed receiver with bond of \$10,000. The petition for receiver recites that the estate of Taylor Brothers Co., consists of a large candy factory at Battle Creek, Edwin C. Lewis and John W. Bailey appear for the petitioners for a receiver.

In the matter of Samuel Isberg, Detroit, grocer, voluntary petitions and schedules filed and referred to Referee Joslyn for action in the absence of the district judge. The bankrupt has filed an offer of composition at the rate of 20 per cent. upon all unsecured debts not entitled to priority, which composition will be proposed at the first meeting of his creditors, after he has been examined in open court. A meeting of creditors has been called to be held at the office of the referee, Detroit, on May 6, to permit the filing of claims, examination of the bankrupt and consideration of the above offer. The bankrupt schedules his liabilities as follows:

1913 Taxes Amount unknown
Secured Claims.
Harry Cohn, Detroit \$500.00
Ralph Isberg 300.00
Arthur E. Fixel & Max H. Finkler, Detroit 500.00

The above named creditors are secured by assignment of contract covering real estate at 1464 Michigan avenue, subject to homestead exemption, such real estate being held by entreties by petitioner and his wife, Dinah Isberg, and such assignment being made by petitioner and his wife. Value of security unknown.

Unsecured Claims.
Michigan Grocer Co., Detroit \$3,880.00
Frank Bros. 386.00
Wayne Produce Co. 775.89
Ohio Enamel Co., Cleveland 275.00
Novelty China Co., Cleveland 235.00
Queensware China Co., Cleveland 55.00
Chavez Bros., Detroit 225.00
A. J. Engleman 121.00
F. Ogger 83.00
Chas. Grossberg 300.00
Chas. Ehrlich 200.00
J. Brown 200.00
Louis Stern 100.00
M. Jacob 100.00
S. Cohn 200.00
A. Danto 75.00
Empire Queensware Co., Cleveland 42.10
Pillsbury Flour Co., Detroit 26.55
Washington Crosby Co. 26.15
Charles Appel 400.00
J. Gutterman 100.00
Jos. Goldstein 100.00
Ralph Isberg 300.00
H. Cohn 200.00
E. J. Dossin, Detroit 150.00
A. Jakabowitz 277.24
Willard Smith 50.00
A. H. Gillow 21.40
Wellsville China Co., Wellsville, O. 49.10
Shayer's Sons & Co., Chicago 45.00
Chicago Tinware Co., Chicago 50.00
Porcelain Enameling Assn., Detroit 33.78
Wedlar Co. 54.00
George Levin 16.70
Ben Schwartz 89.00
Hammond, Standish & Co. 28.50

Detroit Savings Bank 150.00
Standard Oil Co. 13.75
Total unsecured \$ 8,991.46

Assets.
Stock in trade \$3,000.00
Household goods about 100.00
One delivery wagon 50.00
Fixtures in store 350.00
Choses in action about 100.00
N. Y. Life Insurance policy Unknown
Damage suit against Louis H. Miller for alleged breach of contract. Right to suit undetermined in another proceeding pending. Value doubtful, if any, and subject to attorney's claim and lien for services.

Exemptions Claimed.
H. H. Goods \$ 100.00
Stock in trade 250.00
If estate has any claim to realty held by petitioner by entreties with petitioner's wife, petitioner claims a homestead exemption of \$1,500.00 in same.

Howard C. Baldwin, Detroit, appointed receiver with bond of \$2,500.00.
April 24—In the matter of Robert Johns Manufacturing Co., of America, and Hershey Chocolate Co., to have the United Confectionery Companies adjudicated a bankrupt, involuntary petition filed April 23. Petitioners also filed a petition for the appointment of a receiver and the Detroit Trust Company was appointed receiver, with bond of \$1,000. The receiver is authorized and empowered to proceed at once to make a complete inventory of all the assets and effects of said alleged bankrupt, and to have an appraisal made by appraisers to be appointed by the court. Receiver further authorized to employ such assistance, including counsel, as may be necessary.

In the matter of Robert F. Hartenstein, et. al., to have the Standard Gas Mantel Co., adjudicated a bankrupt, petition in involuntary bankruptcy filed April 23, also a petition for the appointment of a receiver. Petition for receiver referred to Referee Joslyn, who appointed the Detroit Trust Company as receiver with bond of \$5,000 and empowering the receiver to fill any orders now on hand and to continue the business of said bankrupt, so far as it may appear to the said receiver to be for the benefit of creditors and until the further order of the court.

April 25—In the matter of John Baldwin, bankrupt. First meeting of creditors held at Adrian, Franklin J. Russell, Adrian, appointed trustee, with bond of \$1,000. Meeting adjourned to May 27.

In the matter of the National Heater Co., bankrupt, the trustee, Charles C. Simons, Detroit, has filed his final account showing a balance on hand of \$872. The receiver has filed a petition for fees as allowed by the bankruptcy act on total receipts of \$1,225.00. The attorneys for petitioning creditors, receiver and trustee ask for \$150.00 as their compensation in the matter. The final meeting will be called for May 13.

In the matter of William Barringer and Joseph Brayman, of Marine City, bankrupts. The trustee, Richard Minnie, Port Huron, files a report setting forth that there are no assets above exemptions and prays that he may be discharged from his trust. This will probably be done without further meetings of creditors.

In the matter of Grabowsky Power Wagon Co., bankrupt. The trustee having filed a petition which shows that, within four months of the filing of the petition in bankruptcy, seven of the creditors of the said bankrupt received 20 per cent of their claims; that thirty-nine creditors did not receive any dividends or payments within four months; that in certain cases checks were drawn

for the payment of dividends to creditors but not delivered; that nearly all of the creditors within the four months' period received at least 10 per cent. Of the amount of their claims and that as to the payments so made the creditors might be compelled to surrender the amounts so paid as a preference, and it further appearing that to adjust the rights of all creditors, those who have not received 20 per cent. should receive that amount in order to avoid possible litigation over the matter, the referee has issued an order to show cause on the creditors, returnable on Tuesday, May 6, at the office of the referee, Detroit, why an order should not be entered authorizing and directing the trustee to pay to all creditors, who have not received a dividend, either 10 or 20 per cent., so that all creditors will be placed upon the same basis. Any creditor or party in interest may appear.

In the matter of Anna Anderson, doing business as F. Anderson & Co., bankrupt. Final report of trustee shows a balance on hand of \$110.19. Final meeting of creditors called to be held at the office of the referee, Detroit, on May 6, to pass upon the trustee's account and to close the estate.

In the matter of the U. S. Auto & Supply Co., bankrupt, Detroit, the trustee has received an offer of \$100.00 for the interest of the bankrupt's estate in a leasehold interest of premises at 220 Jefferson avenue, east. Notice to creditors of hearing on the offer May 6.

In the matter of Herman Pfeifle, bankrupt, trustee filed his final account showing balance on hand of \$274.56. Final meeting of creditors called to be held at office of referee, Detroit, May 6, to pass said account, reasonable attorney fees, receiver's fees (\$83) and other administration expenses and to close the estate upon a final distribution.

In re Great Northern Department Store bankrupt. Final report of trustee showed funds for distribution among creditors. Final meeting noticed for May 6, to pass upon the trustee's account, administration expenses, order a final distribution and close the estate.

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A woman who talks like a book isn't so easily shut up.

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A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
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We solicit inquiries and guarantee satisfaction. In close touch with the Wholesale Trade.

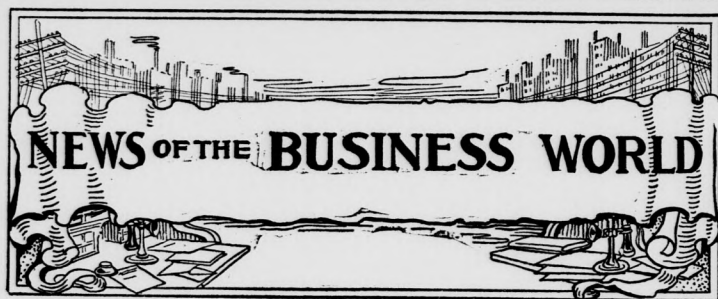
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CITIZENS TELEPHONE CO., Grand Rapids



Movements of Merchants.

Caro—R. J. Putnam has re-entered the grocery business here.

Pentwater—L. J. Deck has opened a bakery and restaurant here.

Hudsonville—Mott McEachron will open a drug store here about June 1.

Flushing—Claude M. Reed has engaged in the grocery business here.

Ontonagon—Joseph Burton succeeds Labyak Bros. in the meat business.

Whitehall—George H. Haverkate has opened a grocery store on Colby street.

Hartford—High & Thompson succeeds High & Doyle in the grain and coal business.

Grandville—McNamara & Son have engaged in the confectionery and cigar business here.

Sunfield—A. H. Sayre has closed out his stock of hardware and will retire from business.

Falmouth—Misses Willison and Puttermore have engaged in the millinery business here.

Menominee—The Twin City Packing Co. has increased its capital stock from \$25,000 to \$50,000.

Ionia—Fred Cutler, Jr., has resumed his former position as office manager for Thomas A. Carten.

Ionia—Spaulding & Powell succeeds Spaulding & Merriett in the hardware and agricultural implement business.

Cheboygan—William Clark has opened a general store here under the style of the Pine Hill Merchandise Co.

Coldwater—The Reed & Johnson Implement Co. has sold its stock to E. A. Dunton, who will continue the business.

Portland—Mrs. M. T. Hyland has sold her stock of teas, coffee and spices to Henry Gass, who has taken possession.

Benton Harbor—A. L. Freeman has leased a store in the Mills block and will occupy it with a stock of groceries May 15.

Petoskey—Fire damaged the store buildings and stock of Bump & McCabe, dealers in hardware, to the extent of \$17,000 April 25.

Springwells—Henry Strub, recently engaged in general trade at Dearborn, will open a clothing, shoe and men's furnishing store here May 24.

Sears—J. F. Bark has sold his stock of general merchandise to B. F. Lambert, who will continue the business at the same location.

Pewamo—S. G. Young & Son have sold their grain elevator to the Farmers' Elevator Co., of Ionia, which will continue the business under the management of Joseph Bower.

Cadillac—McCarn Bros. have engaged in the hardware business at the corner of Mitchell and Pine streets under the style of the Economical Hardware.

Freeland—George Courtright and Edward Garner have formed a copartnership and purchased the James D. Smith grist mill and will continue the business.

Kalamazoo—G. R. Kenney & Co., of New York City, who conduct a chain of thirty-eight shoe stores, have opened a similar store at 311 North Burdick street.

Escanaba—The estate of the Rathfon Bros., which has been in bankruptcy for ten years, was closed last week. Creditors received 30 cents on the dollar.

Fowlerville—M. L. Bennett, recently of Milan, has purchased the harness stock of the late J. H. Orth and will continue the business at the same location.

Manistee—Christian Audrian, recently of Milwaukee, has leased the Ryan store building and will occupy it with a stock of confectionery and cigars about May 15.

Owosso—The Owosso Outfitting Co. has sold its stock of new and second-hand furniture to A. W. Soper, who will continue the business under the same style.

Pewamo—The Farmers Elevator Co. has been organized with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed and \$2,500 paid in in cash.

Fowlerville—Daniel Griffin and William Johnson have formed a copartnership and leased the B. D. Grover meat market and will continue the business.

Leslie—The Darling & Freeman Co. dealer in hardware, agricultural implements, carriages, etc., has changed its name to the H. M. Freeman Hardware Co.

Allegan—William Babcock has sold his grocery stock to F. M. and A. W. Johnson, who will continue the business under the style of F. M. Johnson & Son.

Menominee—Joseph, John and Edward Kellner have engaged in the meat business at the corner of Dunlap and Bellevue street under the style of Kellner Bros.

Detroit—The Dorothy Dainties Candy Co. has engaged in business with an authorized capital stock of \$1,000, of which \$500 has been subscribed and paid in in cash.

Comstock—Wallace W. Baldwin has purchased the Montague & Johnson stock of drugs and general merchandise which he sold to them last January, and will continue the business.

Big Rapids—Morris & Lindblom, hardware dealers, have dissolved partnership and the business will be continued by Mr. Lindblom, who has taken over the interest of his partner.

Gwinn—Saul Saulson has sold his interest in the clothing and general merchandise stock of Weinstein & Saulson to his partner, who will continue the business under his own name.

Negaunee—F. Braadstad, who conducts department stores here and at Ishpeming, has purchased the stock of general merchandise of the D. McDonald estate and will consolidate it with his own.

Alma—S. S. Gallagher has traded his stock of crockery, confectionery and bazaar goods to D. Brown for his 160 acre farm. The purchaser will continue the business at the same location.

Dimondale—Wayne R. Mead, who conducts a drug store at Eaton Rapids, has opened a branch store here under the management of Dr. R. C. Rolfs, with whom he has formed a copartnership.

Kalamazoo—Edward Joldersma has sold his interest in the undertaking and embalming stock of Joldersma & Co. to Robert Brookie and the business will be continued under the style of the Joldersma-Brookie Co.

Cloverdale—Hugh Campbell, of the hardware firm of Campbell Bros., died at his home April 25 of heart trouble, aged 68 years. Mr. Campbell has conducted the hardware store here for more than forty years.

Coldwater—Warren Walker has sold his interest in the Hall & Walker Grocery Co. to Frank B. Kennedy and the business will be continued under the style of the Hall & Kennedy Grocery Co.

Ontonagon—Mrs. Mary Bergeron has sold her bakery and confectionery stock to Raymond and Walter Bergeron, who have formed a copartnership and will continue the business under the style of Bergeron Bros.

Osseo—William E. Burnett, who conducted a general store here for many years, died April 26 as the result of an accident, his automobile turning turtle and pinning him under the car. Mr. Burnett was 71 years old.

Lansing—George Hagameir has sold his interest in the hardware stock of Sadler & Hagameir to his partner, who has admitted his son to partnership and the business will be continued under the style of Sadler & Son.

Shelby—C. H. Tullar has traded his store building, furniture stock and small fruit farm to Harry Thomasma, of Grand Rapids, for a 235 acre stock farm near Plainwell. Mr. Thomasma will continue the business at the same location under the management of A. D. Blanchard.

Traverse City—John J. Brezina has uttered a trust mortgage on his grocery stock, securing an aggregate indebtedness of \$3,568.33. Charles H. Beers is named as trustee. Mr. Beers has had an inventory taken of the stock and fixtures, which he values at \$1,682.76. Book accounts to the amount of \$2,500 he estimates as worth \$500, making the

total value of the estate about \$2,200. He has issued a letter to the creditors, under date of April 28, enquiring whether he shall wind up the business at once or continue it during the summer months.

Frederic—A. Krolic & Co. and Goldsmith & Co., of Detroit, and the Meize, Alderman Shoe Co., of Saginaw, have filed a petition in the United States Court, to have Max Kling, declared bankrupt. The petitioning creditors have claims against Kling amounting to about \$3,000.

Flint—Warrick Brothers, dry goods merchants, set a new record for the purchase of business property when they paid over \$1,600 per foot to Murray & Smith for the building occupied by them on Saginaw street. Warrick Brothers plan the erection of a large department store.

Allegan—Siebe Baker, who established a business here in 1890, making combination book-cases, has purchased the interest of the estate of George E. DeLano, of Otsego, and his son, Hollis Baker, has bought the interest of Hiram A. DeLano, of this city. Gerrett Dykstra, who has been with the firm many years, has also been taken into partnership. About fifty men are employed and the business is in a very thriving condition.

Battle Creek—Following two years of litigation with the Weickgenant Furniture Co., the Eccles furniture store has been closed by order of the court, and both Mr. and Mrs. Eccles were enjoined from doing further business in Battle Creek. On January 19, 1911 Weickgenant bought the Eccles Furniture Co.'s business under an agreement that the latter would not sell furniture again in this city. An injunction was secured immediately when the second store was opened, but Mr. Eccles claimed that his wife, Lula J. Eccles, was the sole owner and proprietor. The firm was allowed to continue in business, under bond to make good any losses inflicted on the purchaser, and on March 20 of this year the Supreme Court sanctioned the opinion of Judge North that Eccles should be restrained from doing business.

Manufacturing Matters.

New Era—The New Era Canning Co. is building an addition to its plant.

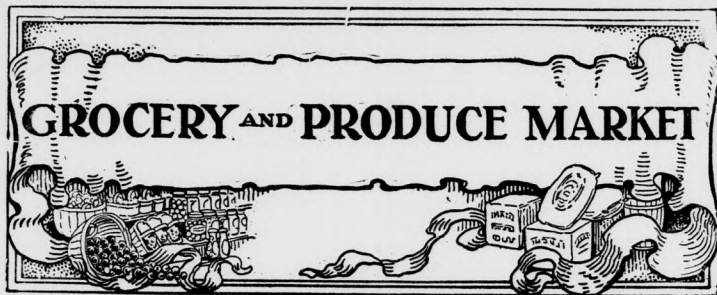
Port Huron—The Center Lumber Co. has increased its capital stock from \$12,000 to \$15,000.

East Jordan—The Traverse City Creamery Co. has leased the plant of the East Jordan Creamery Co. and will conduct the business as a branch to their Traverse City plant.

Niles—The capital stock of the Kawneer Manufacturing Co., manufacturer of metal architectural specialties, has increased its capital stock from \$500,000 to \$1,200,000.

Adrian—The Home Steamer Washer Co., Ltd., has engaged in business with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and paid in in cash.

Seneca—Fire destroyed the George Horton cheese factory and the A. Dersham store building and stock of general merchandise April 24. Sparks from a freight engine caused the fire.



The Grocery Market.

Sugar—Refined is dull and withdrawals are light, despite the more favorable weather for consumption. The distributors are unwilling to drop their waiting policy, for the tariff uncertainty operates to restrain the trade. They will presumably continue hand-to-mouth buying until the Senate has passed the Underwood bill; for there is a feeling in some quarters that a reduction of more than $\frac{1}{4}$ c may be made in raws in return for the free sugar clause being eliminated. The active season for refined, however, is approaching and even on a hand-to-mouth basis the withdrawals must increase materially. Granulated at 4.20, which is quoted by all the New York refiners for prompt shipment, is only 75 points above raws, so that the profit of refiners is small.

Tea—The Japan market remains firm for high grades, the stocks of which are not large. Low grades are easy and some lines have been closed out at unusually low prices. The shipments from Japan to America of last season crop has closed with a decrease from the preceding year, of nearly five million pounds. It is thought that overstocking in 1911 and unsettled trade conditions, resulting from non-coloring regulations together with renewed activity of Ceylon tea growers, are responsible for the reduced sales. China teas are generally dull and transactions are on a small scale. Congous are easy, while Gunpowders are firm for the better grades. Ceylons are firm for good cup teas and stocks are low.

Coffee—A better general feeling seems to be responsible, aided by the fact that the market in Brazil has kept steady on a basis considerably above ours all through the slump in this country. Holders of milds are also feeling firmer and believe in a better market. Mocha is firmer and holders ask an advance of about $\frac{1}{4}$ c. The demand for coffee is somewhat improved, though still light.

Canned Goods—Tomatoes are unchanged. It is said that the off grades of corn are cleaning up and a firmer market is expected to develop on quality corn, although the supply of any grade is thought to be of sufficient size to meet the demand until the 1913 pack arrives. Apples are unchanged and moderately active. California canned goods unchanged and in fair demand. Small Eastern staple canned goods unchanged and dull.

Dried Fruits—Currants are steady

in price, without change in demand. The consuming demand for California raisins has improved quite a little recently, though it is of a strictly jobbing nature. Choice are steady here but firmer on the Coast. Loose raisins are inactive here, but there is not much stock on the market, or at least no more than it is thought the trade can take care of until fall, and therefore prices are pretty well maintained. For apricots the market is firm, under limited supplies here and on the Coast and a steady demand for spot stock on jobbing orders. The demand for peaches is improving, but is still of a light jobbing character. Prunes are firm, particularly on the large sizes, for which there is most demand. The market has an upward tendency. Bulk dates are dull as usual at this time of the year, but there is a fair demand for cartons, the market on which is steady. Figs are inactive. Citron for future delivery is attracting some attention, particularly as prices are on a lower basis than last year. Quite a number of orders for early September shipment have been booked within the past few days.

Cheese—The producing season of cheese is during May and June, but with quotations of butter holding so high and cheese prices on as low a level as are usually quoted at this season of the year, lower prices are hardly expected.

Syrup and Molasses—Glucose remains unchanged for the week. Compound syrup is dull at ruling prices. Sugar syrup is quiet and in demand only for manufacturing. Molasses is moderately active at unchanged prices.

Rice—Reports from the South are to the effect that there is not a great deal of activity shown in any grade, but millers are holding stocks at full quotations.

Canned Fish—Domestic and imported sardines are both unchanged and quiet. Some new pack domestic sardines are now being offered at around \$2.10 in a large way. It is still too early to tell anything definite about the price on the 1913 pack of salmon, but quotations have been sent out from the Coast, which were lower than opening prices of last fall on red salmon. As this is the year for a big run of Sockeye salmon it is expected that 1913 prices will be lower than those of 1912.

Salt Fish—Cod, hake and haddock are in quiet demand at steady prices. The mackerel market has continued dull and weak since the last report.

Prices are in buyers' favor, especially on Norways, and to a lesser degree on Irish. The demand is very light.

Provisions—Smoked meats are firm. Both pure and compound lard are steady and unchanged, with a good consumptive demand. Dried beef is firm and in good demand at unchanged prices. Barreled pork and canned meats unchanged and quiet.

The Produce Market.

Apples—Baldwins, \$3; Ben Davis and Russets \$2.50.

Asparagus—\$1.50 per dozen for Southern.

Bananas \$3.75 per 100 lbs.

Beets—25c per dozen for new.

Cabbage—\$1 per bbl. for old; \$1.75 per crate for new from Texas.

Carrots—60c per box.

Celery—California jumbo, 80c per bunch; Florida, \$3.50 per crate.

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—Advanced to \$2 per dozen.

Grape Fruit—\$3.75 for 36s \$4 for 46s, \$5 for 54s and \$5.25 for 64s and 80s.

Eggs—Local dealers pay 17c.

Egg Plant—\$2 per box for Florida.

Green Onions—15c per dozen for Texas.

Green Peppers—60c per basket.

Hogs—Local buyers pay 10@11c.

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

Lemons—\$5@5.50 per box for fancy Messinas.

Lettuce—New Orleans head, \$2 per bu.; hot house leaf 15c per lb.

Onions—Home Grown, 25c per bu. Texas Bermudas, \$1.25 per crate.

Oranges—4.50@5 per box for either Florida or Californians.

Parsley—30c per dozen.

Pieplant—75c per bu. for home grown.

Pineapples—\$2.75 per box for all sizes from 18s to 42s.

Potatoes—Local dealers sell at 40 @45c. Country buyers are paying 25@30c. New stock from Florida, \$2.50 per bu.

Radishes—25c per doz.

Seeds—Clover \$14 for either medium or mammoth; Alsike, \$13.50@14; Timothy, \$2@2.25.

Spinach—\$1.25 per bu.

Strawberries—Louisiana fetch \$2@2.25 for 24 pints; Florida' command 30c per quart.

Sweet Potatoes—Kiln dried Illinois \$1.50 per hamper.

Tomatoes—\$4.50 per crate of 6 baskets—Florida.

Butter—Fancy creamery is steady at 34c in tubs and 35c in cartons. Local dealers pay 28c for No. 1 dairy and 20 $\frac{1}{2}$ c for packing stock.

Poultry—Local dealers pay 14@15c for fowls; 7c for old roosters; 9c for geese; 11c for ducks; 16c for turkeys. These prices are live-weight. Dressed are 2c higher.

Veal—Buyers pay 6@10 $\frac{1}{2}$ c, according to quality.

Explanation in Order From Peter Anderson.

Mears, April 28—I have your notice in regard to the expiration of my subscription to the Michigan Trades-

man. This is, indeed, sad news. It would be a calamity were I unable to raise the required dollar. Business is so good that it was as easy as stealing berries from a blind squaw to get the lone simoleon. I would have sent same by return mail, but hesitated, as I could not fathom the exact meaning of your application for renewal. It stated concisely, one dollar for one year. I wanted to send a six year subscription for \$5, but maybe you were in doubt as to my being able to send so large a check. You have my permission to frame the enclosed check and hang it over your desk if you want to. What you do with the check really does not matter to me, so long as you keep the Tradesman coming. You may even try to cash it. On second thought, it is likely wise for me to simply renew each year. I may be in heaven before six years have passed. The only drawback I can see is that when I do arrive in heaven I will sadly miss the commercial travelers. Pete Anderson, that big little, "way up" tobacco salesman arrived here yesterday with five other traveling ginks and the bunch tried to get my goat. Did any of them? Ask Pete. He may bamboozle the Scotten-Dillon Co. to keep him on a salary list, but once in awhile he runs up against a country merchant who can put one over on him. One of Pete's side-kickers on this trip was representing Puhl, Webb & Co., of Chicago. I wonder if he was selling anything or only advertising! How do you suppose that bunch happened to mislay all their suit cases in Hart, and had to go to Pentwater without them, and who showed the bunch where to pick arbutus in Pentwater? Also how did it happen that they had six big lovely bunches of arbutus when they left Pentwater in the evening for Muskegon? I rode from Mears to Hart on the train with them and I have a dandy big bouquet of arbutus on my desk now. If you can get next to this whole story from Pete Anderson, you will have some reading matter which will interest a few hundred traveling men who have bumped up against Pete the Kidder.

C. A. Brubaker.

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

Buffalo, April 30—Creamery butter fresh, 28@31c; dairy, 25@29c; poor to good, all kinds, 20@25c.

Cheese—Fancy, old 16c; choice, old 14@15c; poor to common, 6@10c. New full cream, 13@14c.

Eggs—Choice, fresh, 18 $\frac{1}{2}$ @19c.

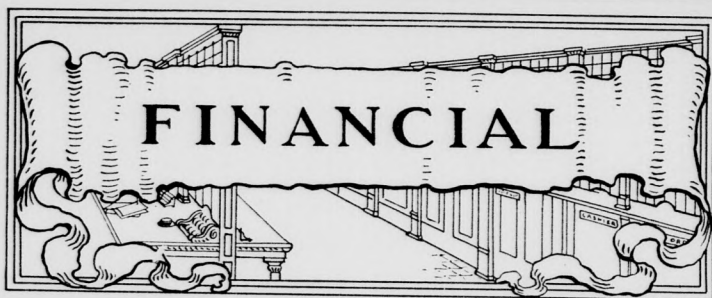
Poultry (live)—Turkeys, 16@22c; cox, 13c; fowls 18@19c; springs, 18@19c; ducks 20@21c; geese, 15@16c. Poultry dressed, turkeys, 20@25c; ducks, 18@20c; chicks 18@20c; fowls, 17@19c.

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—50@55c per bu.

Rea & Witzig.

No, Cordelia, rum is not suitable for a church rummage sale.



Owners of Stock in Local National Banks.

The list of stockholders in the state banks was given last week, and in this issue is given the names and their holdings of those who are stockholders in the National banks, and also in the Michigan Trust Company. The Grand Rapids National City has 409 stockholders, or more than double the number in any other bank. Of these stockholders 102 own less than ten shares each and twenty hold 100 shares or better. The stockholders in the Grand Rapids National City also own the stock in the City Trust and Savings in the proportion of \$18 in the latter to each \$100 of the former. The Old National has 198 stockholders of whom forty-one have less than ten shares and twenty hold above 100 shares each. The Fourth National has eighty-one stockholders, of whom twenty-one are in the less than ten class and seven 100 shares or better. In all the banks, state and National, omitting the City Trust and Savings, there are 1,074 stockholders, which includes many duplicates, and of these 313 hold less than ten shares each and sixty-nine to 100 shares or better. The Michigan Trust Company has sixty-eight stockholders and of these six are under ten shares each and four above 100 shares. Following are the lists:

Old National Bank.

L. H. Accard, Chicago, 5; Luella V. Allis, Syracuse, 5; J. K. V. Agnew, 20; N. Fred Avery, 10; Francis C. Barnett, 60; Jas. F. Barnett, 50; James F. Barnett trustee, 42; James M. Barnett estate, 300; Catherine Barnett Williamson, 50; Miss Lucy Barnett, 50; Mrs. Mary Barnett estate, 55; Mrs. Helen P. Barnhart, 12; Willard Barnhart, 100; George P. Berkey, 13; M. R. Bissell estate, 60; Mrs. Nellie C. Blacker, Manistee, 14; Jennie Morman Block, 8; Geo. S. Boltwood, 5; Fannie H. Boltwood, 15; Elvira W. Boltwood, 8; Chas. W. Boltwood, 5; Lucius Boltwood, 5; Clarinda B. Boltwood, 35; Adolph H. Brandt, 10; Mrs. Nellie R. Brandt, 10; Mrs. C. P. Breuer, Buffalo, 80; Max M. Brock, 10; Miss Abbie Mc Brown, 7; John L. Buchanan, 12; Mrs. G. H. Bundy, 56; McGeorge Bundy estate, 14; R. W. Butterfield, 30; Kate Champlin Butts, 6; Mrs. Catherine Byrne, 58; John P. Byrne, 29; Mrs. Jennie Burchard, 15; Miss Lizzie Clancy, Toledo, 10; Wm. D. Clancy, Traverse City, 13; Estelle Champlin, 6; Frederick M. Champlin, 6; Frederick M. Champlin trustee, 2; Francis H. Chardon, South Grange, N. J. 10; Frank S. Coleman, 10; M. S. Crosby estate, 60; W. W. Cummer, Jacksonville, 190; Heber A. Curtis, 25; Mrs. Helen P. Cutler estate, 23; Martha Ross Dickinson, 12; Mrs. Carrier E. Diggins, Cadillac, 150; John McIntyre estate, 150; John Duffy, 51; Wm. E. Elliott, 54; E. E. Farman, Warsaw, N. Y., 125; George C. Fitch estate, 10; F. W. Foster, 37; Chas. Fox, 10; Henry Freuchen, 5; Mattie A. Gerber, Fremont, 40; Clark H. Gleason, 10; Chas. H. Hackley estate, 74; Claude Hamilton, 29; Mrs. Caroline Hanlin, Ann Arbor, 10; Benj. S. Hanchett, 10; Mrs. E. B. DeCamp, 20; Mrs. Harriett Heald, 12; Thos. Heffran, 100; Wm. G. Herpolsheimer, 40; W. G. Hinman estate, Pontiac, 150; Clay H. Hollister, 88; Denis Gundrum, LeRoy, Mich., 31; Geo. Gundrum, LeRoy, 30; George C. Hollister, N. Y., 1; Mrs. Justina M. Hollister, 5; J. C. Holt, 10; Elizabeth Horner, 1; Mrs. Sarah C. Horner, 1; Wm. S. Howard, Washington, 165; Mary Ann Hubbard estate, 30; Frank T. Hulswit, 26; Anna Isabella Hunt, 10; Mrs. Ruby Hunt, 10; Mrs. Nancy H. Hunting, 32; Mrs. E. R. Huntley, 31; Mrs. Anna D. Idema, 10; Henry Idema, 37; S. B. Jenks estate, 50; Frank Jewell, 10; Mrs. Kate Johnson, 23; Anna E. Johnson, 5; George K. Johnson, 5; Betsy H. Jones, Columbus, O., 10; E. E. Judd estate, 1; Mrs. Harriet G. Judd, 9; Wm. Judson, 125; M. S. Keeler, 30; George T. Kendall, 30; A. H. Kortlander, 20; Wm. Kramer estate, 60; A. E. Kusterer, 20; Mrs. Johanna Kusterer, 150; Miss Pauline Kusterer, 20; C.

L. and Anna Lane, Morley, Mich., 7; Chas. M. Larrabee, Boston, 20; Susan E. Leavenworth, 10; Kittie M. Lee, Muskegon, 90; Mrs. Emma Loettgert, 104; Edward Lowe, 500; Mrs. Susan Blodgett Lowe, 100; Chas. D. Lyon, 10; George F. MacKenzie trustee, 97; Julia Pike Mapes, 5; John B. Martin, 30; Joseph H. Martin, 510; E. G. Maxwell, 25; George Metz, 50; Mich. Trust Co., for John Canfield, 10; Laura A. Berkey, 14; Frank W. Morris estate, 54; Francis D. Howell and Natalia Gilbert, 20; Margaret Caulfield, 10; S. W. Osterhout estate, 18; Daisy B. Eddy, 29; W. A. Greason and Eliza Lyon, 57; Thos. D. Gilbert estate, 50; Amanda Rathbone estate, 32; Caroline K. Sands, 11; Marion W. Adams, 20; Michigan Trust Co., 56; C. Morton, 71; Timothy Moseley, 15; Mrs. Eva D. McBain, 5; Rachel McMullen, 5; Florence R. McLachlin, 30; Blanch McMullen, 5; David McWhorter, 30; Mary E. Nancy, Ann Arbor, 10; Mrs. Delia H. O'Brien, 35; T. J. O'Brien, 35; Mrs. J. C. Packard, S. Dearfield, Mass., 5; J. C. Palmer, Lac Du Flambeau, Wis., 15; Edith H. Parkhurst, 2; Christina and Chas. B. Parmenter, 4; Chas. W. Peck, Chicago, 5; Fred N. Peck, Chicago, 5; Mrs. Kate Waldo Peck, 10; Louis T. Peck, 20; Mabel Peirce, 160; Mrs. Delia F. Perkins, 10; Edward F. Perkins, 5; Chas. Pettersch, 20; Carrie L. Pike, 10; Mrs. Francis M. Porter, 10; Mrs. Nellie E. Ross, 20; Mrs. Julia A. Post, 20; Enos Putnam estate, 12; Mrs. Estell R. Putnam, 12; Benj. Pyle, 61; Wm. H. Ramsey, jr., Port Washington, Wis., 22; Minnie Potter Ranom, 70; Mrs. Helen Roberts, 20; Miss Helen A. Roberts, 10; Robert B. Richenbaugh, 55; F. J. Russell, Hart, 8; Richard Schaddellee, 26; S. A. Sears, 35; Mrs. Louise B. Shaw, 258; Mrs. Martha Shaw Cole, W. Stockbridge, Mass., 5; Wm. R. Shelby, 10; Dennis L. Slaght, 2; M. J. Smiley estate, Chicago, 10; Mrs. Myra Wonderly Smith, 5; Wm. Alden Smith, 50; Mrs. Frederick DeL Stevens, 20; Wilder D. Stevens, 10; Warren P. Sutton, Saugatuck, 10; Carroll F. Sweet, 10; Jessie A. Sweet, Clinton, N. Y., 25; Samantha Sweet, Clinton, N. Y., 30; Mrs. Mary H. Thompson, 5; L. Agnes Tracy, 15; Caroline C. Thorsen, Milwaukee, 14; Ferdinand Thum, Pasadena, Cal., 35; Otto Thum, 56; Wm. Thum, Pasadena, 25; Mrs. Zena S. Travis, 10; Mrs. Alice Twamley, 10; Fred A. Twamley, 10; Paul Van Denise, 5; Dirk Vanderlaan, 5; C. G. A. Voigt estate, 40; John S. Weidman, Weidman, Mich., 30; A. S. White, Hart, Mich., 8; Mrs. Eleanor M. Willard, 96; C. S. Withey, 100; Lewis H. Withey, 210; Mrs. Marion L. Withey, 95; Mrs. Nancy Wood, 10; H. A. Woodruff, 1.

Grand Rapids National City Bank.

Euphrasia J. Aldrich, 127; Edward J. Aldworth, 8; George R. Allen, 10; Hattie Bell Allen, 20; Viola M. Allen, 10; David M. Amberg, 45; Hattie H. Amberg, 83; Ellen R. Anderson, 6; Maud Leonard Andrus, 6; N. Fred Avery, 10; Anna F. Baars, 25; Gertrude M. Baars, 25; Mary L. Baars, 25; Mary E. Barnard, 10; James F. Barnett, 15; Louis Barth, 100; Abbie R. Bathrick, 55; Henry W. Becker, 6; Abbie A. Bemis, 15; Chas. H. Bender, 29; Sallie K. Bender, 7; Anna Benjamins, 63; James Benjamins, 35; John Benjamins, 4; Anna Bissell, 32; Emma Palmer Bissell, 4; Myla C. Blanchard, 40; Jennie M. Morman Block, 13; Chas. W. Boltwood, 9; Clarinda B. Boltwood, 72; Elvira W. Boltwood, 14; Etta M. Boltwood, 13; C. Borrendamme, 10; Max Braudy, 55; Mary E. Breed, Pittsburg, 25; Edward E. Brewer trustee, 31; Chas. S. Briggs, 77; J. L. Buchanan, 92; M. F. Butters, Cleveland, 5; Mrs. Catherine Byrne, 50; Ella Hodgen Byrne, 21; John T. Byrne, 100; Jessie Cady and Florence Osborne, 8; Chas. W. Calkins, 4; Jas. H. Campbell, 10; Louise S. Carr, Chicago, 25; Anna Carr, 8; Harvey O. Carr, 17; Julia H. Carroll, 38; Thos. F. Carroll, 15; Anna Waters, Cassard, 111; Emma L. Chamberlain, 25; Estelle Champlin, Cleveland, 25; Frederick M. Champlin, 5; Frederick M. Champlin trustee, 1; Francis H. Chardon, 40; Emma S. Clapp, 2; M. J. Clark estate, 10; J. T. Clarke, Harbor Springs, 5; Clara A. Collins, 58; Mary L. Collins, 2; Samuel S. Corl, 20; John P. Coggins estate, 8; Carrie A. Cumings, 13; Fred M. Deane, 10; Aart DeJongh, Burnips Corners, 4; Cornelius DeJongh, Burnips Corners, 4; C. Dosker, 6; Margaret L. Duffy, 41; Wm. P. Dreyer, 1; J. Edward Earle, 28; Minerva E. Elliott, 3; Wm. E. Elliott, 20; Carroll M. Fechheimer, Detroit, 5; Maude Fechheimer, Detroit, 5; Moses A. Fechheimer, Detroit, 5; Reda Fechheimer, Detroit, 5; Sydney M. Fechheimer, Detroit, 5; Mary Belle Ferguson, Larchmont, N.

Fourth National Bank

Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock

\$300,000

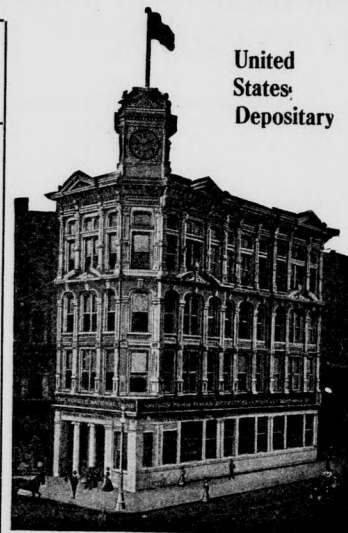
United
States
Depositary

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000



GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

**Merchants, Treasurers, Trustees,
Administrators and Individuals**

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

CORRESPONDENCE PROMPTLY REPLIED TO

We have purchased for our own account, and have a limited number of

First Mortgage 5% Bonds

\$500 and \$1,000 denominations with
a small amount of stock

on a public utility company operating in a prosperous community and with a demonstrated earning capacity. We recommend these bonds for investment.

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building

Bell M 229

Grand Rapids, Mich

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

Y., 15; Anna Force, Rapid City, S. D., 11; Chas. Fox, 10; Lulu Berkeley Freeman, 3; Thomas Friant, 42; Elsie M. Friedman, 4; Laura B. Friedman, 10; Morris Friedman, 74; Philo C. Fuller, 17; Chas. V. Garfield, 42; Gertrude H. Benjamin Gezon, 28; Wm. E. Gill, 30; C. H. Gleason executor, 51; Adelaide M. Godfrey, 43; Ellen L. Godfrey, 71; Florence B. Godfrey, 51; Lulu C. Godfrey, 40; May L. Godfrey, 108; Martha C. Godnam, 3; Julia C. Goldsmith, 8; R. P. Grant, Clayton, N. Y., 10; Rosa K. Gronbacher, 5; Margarretta L. Haines, 15; Leo F. Hale, 2; Mrs. John T. Hance, 33; J. K. and Stella E. Hanna, Dutton, 5; Claude Hamilton, 10; Jos. S. Hart, 30; Chas. A. Hauser, 10; Chas. S. Hazeltine, estate, 30; Harriet Heald, 8; E. A. Hebard estate, 25; Wm. G. Herpolsheimer, 83; F. F. Hilbert, Woodland, Mich., 5; Margaret Hills, Muskegon, 118; John P. Hommiller, 10; A. W. Hompe, 4; C. B. Hooker, 5; John Hout, 8; Wm. Houseman, 43; Mrs. Helen K. Hoyt, 11; Nancy A. Hunting, 24; Lee M. Hutchins, 20; Loraine Immen, 88; R. W. Irwin, 88; Ethel O. Johnson, Rapid City, S. D., 7; John George Kalmbach, 50; Jas. E. Keegan, 10; Isaac H. Keeler, 5; Jeannet N. Keeler, Brooksville, Fla., 12; M. S. Keeler, 6; Willard F. Keeney, 5; Eugene L. Kendall, 22; Alexander Kennedy, 20; Emma Kleinbans, 8; Mary Ella C. Konkle, 8; Sophia Kramer, 30; Augustus Kuppenheimer, 10; Arthur Kusterer, 12; James D. Lacey, Chicago, 71; Millson C. Lambert, Detroit, 17; Jennie Lamos, 25; Eugenia A. Ledyard, 5; Adolph Letelt estate, 17; Lemmon, 6; Frank W. or Latta Leonard, 4; George M. Leonard estate, 6; H. Leonard & Sons, 5; Jennie L. Leonard, 6; Francis Letelier, 17; Everett P. Lewis, 8; George Liverton, 10; George H. Long, 200; Edward Lowe, 443; Edward Lowe trustee, 52; Rowland Lowe trustee, 13; Susan Blodgett Lowe, 100; Georgianna G. McFarland, Los Angeles, 50; Wm. W. McKean, 3; Jas. H. McKee estate, 4; Laura E. McKee, 4; Emily W. McKibbin, Detroit, 80; Ewen McLennan, 11; Ellen McManus estate, 30; G. Earl McVoy, 1; S. Mainzer, 8; Martilda S. Mangold, 9; Julia Pike Mapes, 4; Joseph H. Martin, 473; Warren A. Mason, Butler Ind., 20; W. V. Matulajitis, Silver Creek, Penn., 5; Eva L. Meech, 3; Charlotte G. Meigs, Jacksonville, Fla., 17; George Metz, 25; Mary A. Miller, 22; Amelia W. Morley, Cedar Springs, 18; Samuel A. Morman, 19; George M. Morse, 50; John Mowat, 100; George K. Nelson, 37; George H. Newell, 100; Daniel W. Northrup estate, 71; Thos. J. O'Brien, 13; Otto A. Ohland, 5; Anna Palin, 11; Jessie A. Pantland, 49; J. Boyd Pantland, 10; Mary G. Pearsall, 8; O. K. Pearsall estate, 17; John E. Peck, 105; Thos. M. Peck, 42; Martha M. Penfield, 50; Gaius W. Perkins, 17; G. W. Perkins, jr., 4; Chas. A. Phelps, 58; Wm. A. Phelps, 40; Phelps & Waters Co., 70; Chas. C. Philbrick, 15; Carrie L. Pike, 17; Chas. F. Pike, 4; Alonzo B. Porter, 73; Anna E. Porter, 8; Enos Putnam estate, 70; Dr. Benj. Pyle, 54; Joseph Rademacher, 25; Cyanea Ramsey, 28; Emily S. Ramsey, 47; F. E. Ranney, Greenville, 15; Minnie Potter Ransom, Columbus, O., 7; Edward G. Raymond, 3; Cyrus W. Rice, 3; Alfred S. Richards estate, 50; Carrie Richards, 33; Wm. Richardson, 8; Rebecca L. Richmond, 37; Bishop Richter, 10; Lillian B. Rickenbaugh, 4; Robert B. Rickenbaugh, 1; Rosalia B. Rickenbaugh, 4; Lester J. Rindge, 17; Helen Roberts, 2; F. S. Robinson, 7; Fred S. Robinson guardian, 7; C. F. Rood, 8; Jas. L. Rumsey, 19; Clara C. Russell, 8; Irene T. Russell, 9; Rosalia L. Rybens, 5; Wm. Savidge, Spring Lake, 50; Barbara Schneider, 10; Mabel Waters Schwarz, Chicago, 111; Robert E. Shanahan, 4; Mrs. Robert E. Shanahan, 4; Louise B. Shaw, 80; T. H. Shepherd, Martin, Mich., 20; Elizabeth K. Sherwood, 17; Geo. K. Shields, Columbus Springs, Colo., 32; Martha R. Simonds, Chicago, 19; Chas. R. Sigh, 20; Elliott T. Slocum, Detroit, 42; Edmund T. Smiley, 25; Chas. Snyder, 8; J. S. Stearns, Ludington, 60; D. C. Steketee, 6; George G. Steketee, 8; John P. Steketee, 15; P. J. Steketee, 6; Minnie Steketee, 6; Albert Stickley, 10; N. A. Stone, 15; L. G. Stuart, 7; Mary J. Hubbard estate, 25; W. P. Sutton, Madison, Wis., 10; Christopher TerMeer trustee, 9; Ferdinand Thum, Pasadena, 38; Otto Thum, 27; Wm. Thum, 5; Chas. Trankla, 10; Joseph J. Tucker, 17; Bessie A. Twamley, 17; Fred A. Twamley, 12; Mrs. Alice F. Uhl, 440; Marshall Uhl, 107; M. T. Vanden Bosch, 5; Paul Van Deine, Greenville, 3; Belle Blake Vinkemulder, 30; H. J. Vinkemulder, 10; Elizabeth S. Voigt, 83; John Waddell, 8; Dudley E. Waters, 404; Dudley E. Waters trustee, 19; Mary L. Waters, 176; Ben E. West trustee, 42; Josephine Swan White, 17; T. Stewart White, 83; Wm. Widdicombe, 25; Caroline B. Wilcox, 50; Frederick P. Wilcox estate, 20; A. L. Williams, Clayton, Ky., 10; Oscar R. Wilmarth, 49; Chas. M. Wilson, 10; Walter C. Winchester, 50; Frank P. Winegar, 10; Wm. S. Winegar, 20; Abraham I. Wolf, 25; L. M. Wolf, 5; Jas. R. Wyllie, 144; Chas. Yeretsky, Des Moines, 5; Dr. W. G. Young, 25; Michigan Trust Co., 26; Michigan Trust Company, administrator, 73; Michigan Trust Company, for Marion W. Adams, 4; F. DeLano Avery, 6; Carolina S. Baars estate, 25; Henry M. Brown, 13; John T. Byrne, 10; Helen P. Cutler estate, 12; Bishop Gillespie estate, 6; Chas. H. Hackley estate, 25; Isaac Joslin, 25; Mary E. Joslin, 26; Margaret B. Long, 8; Eliza B. Lyon estate, 8; Thos. Munroe estate, 8; Mary Ella Paine, 13; Amanda Rathbone estate, 42; Samuel Sears estate, 100; George P. Wanty estate, 50; Edward L. Withey, 4.

Fourth National Bank.

Wm. H. Anderson, 250; Louise Atkinson, 6; Maude Leonard Andrus, 3; John W. Blodgett, 10; John W. Blodgett guardian, 25; Blodgett Co., limited, 290; Helen C. Bradfield, 5; Catherine Byrne, 167; Bissell estate, 40; Max Braudy, 210; Louis Braudy, 15; Saml. G. Braudy, 15; Anna Braudy, 10; Lena Braudy, 10; Eliza S. McC. Butler, 3; Reuben Bloomer, 40; Christian Bertsch, 90; Caroline Bertsch, 60; J. C. Bishop, 5; O. P. Conklin, 50; Wm. P. Conklin, 30; D. W. Comstock, 10; Wm. L. Curtis, 100; Mary H. Cumming, 1; Gertrude Gay Carman, 39; George Gay Carman, 3; L. Z. Calkin, 10; Mrs. Ida E. Cartwright, 14; Florence L. Cartwright, 7; W. F. N. Davis, 25; Wm. E. Elliott, 20; Wm. H. Gay, 100; Wm. E. Gill, 10; Mrs. Adolph Goetz, 10; C. W. Garfield trustee, 50; Martha J. Graves, 3; Robert D. Graham, 79; Ezra A. Hebard, 50; Wm. Martha J. Hebard, 2; Jas. L. Hamilton, 10; Frederick Hirth, 10; Anna E. Johnson, 20; Chas. B. Judd, 5; George T. Kendall, 80; Jacob Kleinbans, 20; Chas. D. Lyon, 20; Emma V. Lyon, 47; S. M. Lemon estate, 120; Jennie L. Leonard, 4; George M. Leonard, 3; Frank W. Leonard, 5; Amos S. Musselman, 40; John Murray, 5; Miss Bessie McNabb, 5; Mich. Trust Co., 131; trustee, 36; trustee for Amanda Rathbone, 30; T. D. Gilbert estate, 25; G. B. Kittzinger estate, 36; Anna Woodcock, 1; Marian W. Adams, 30; Florence Osborne and Jesse Cady, execut., 17; A. D. Rathbone estate, 50; Cecelia Rathbone, 10; Mary Rodgers, Sparta, 5; Carrie H. Richardson, 45; Rosalie Rickenbaugh, 15; Louise B. Shaw, 33; Sydney F. Stevens, 10; Frank W. Squier, 25; Robert E. Shanahan, 40; Mrs. Mary H. Thompson, 18; Marrietta A. Udell, 40; Elizabeth Voigt, 15; O. R. Wilmarth, 10; T. Stewart White, 20; Robert G. Woodcock, 2; L. H. Withey, 5; A. E. Watson, 66; A. E. Watson guardian, 4.

Michigan Trust Company.

Mrs. E. J. Aldrich, 20; N. Fred Avery, 12; Noyes L. Avery, 6; Jas. M. Barnett estate, 25; Mrs. Nellie Blacker, Manistee, 14; Willard Barnhart, 80; Lillas Nellie Salling Burden, Detroit, 40; Geo. M. Barr, Manistee, 10; Roger W. Butterfield, 20; Anna Waters Cassard, 26; Olga Salling Cornwell, Saginaw, 40; Jas. E. Danaher, Detroit, 20; E. Golden Filer, Manistee, 115; Chas. Fox, 40; Wm. H. Gay, 35; F. A. Gorham, 30; Claude Hamilton, 127; Susan Salling Hawes, Detroit, 40; Thos. Hefferan, 40; George Hefferan, 18; Harver J. Hollister estate, 10; Anton G. Hopenpyl, N. Y., 30; Thos. Hume, Muskegon, 10; Annie D. Idema, 10; Henry Idema, 25; Chas. B. Judd, 10; Wm. Judd, 10; Henry W. Kanouse, Detroit, 20; Willard F. Keeney, 10; Jacob Kleinbans, 10; Jas. F. Knowlton, 10; Jas. D. Lacey, Chicago, 10; Edward Lowe, 170; Susan

Blodgett Lowe, 40; Emma V. Lyon, 15; Chas. D. Lyon, 10; W. W. Mitchell, Cadillac, 10; Laura S. Morey, Danville, N. Y., 10; Amos Musselman, 10; T. J. O'Brien, 10; R. E. Olds, Lansing, 25; J. Boyd Pantland, 20; Enos Putnam estate, 20; F. L. Reichel, 15; Wm. Savidge, Spring Lake, 90; John H. Schouten, 5; Mabel Waters Cassard, Chicago, 26; S. A. Sears, 10; Wm. Alden Smith, 10; Fred A. Twamley, 15; Dudley E. Waters, 93; Mary L. Waters, 40; T. Stewart White, 50; Willis B. Willard, 34; Lewis H. Withey, 133; Jas. R. Wyllie, 11; Michigan Trust Company for Mary E. Joslin, 5; Isaac Joslin, 5; T. D. Gilbert estate, 50; Harriet C. Phelps estate, 10; F. D. Avery, 6; F. DeLano Avery, 6; Helen W. Canfield et. al, 29; Daisy B. Eddy, 29; Wm. G. Robinson estate, 15; Chas. H. Hackley estate, 25; Samuel Sears estate, 25; Marion Salling Kanouse, 25.

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E. A. STOWE, Editor.

April 30, 1913.

UP TO THE GOVERNOR.

Governor Ferris will render a valuable public service by a veto of the so called "blue sky law" which is now before him for approval or rejection. He can do this and still be consistent with his repeated declarations in favor of affording some protection to innocent investors and remain loyal to the platform upon which he was elected. A wisely conceived, carefully worked out law regulating the issuing and sale of investment securities in this State would be highly desirable. The enactment of such a law has been urged by the Tradesman, and bankers, business men and investors have favored it. The measure now before Governor Ferris for his signature may have been designed for the protection of investors, but it is so crudely drawn that the amount of real protection it will afford to investors is but an incident to the annoyance and embarrassment it will cause the business interests of the State. There is very little in the enactment that will serve as a curb on the tricksters in finance, but there are many and serious shackles in it for legitimate enterprise and honest men. The enactment should be vetoed, not because the purpose it represents is not worthy, but because the bill as it has passed the Legislature is too crude to be worthy of a place among the statutes of the State. The bill creates a commission to whom all securities to be sold in this State must be submitted for approval, and in vetoing the measure Governor Ferris might well put this proposed commission to work devising such a measure as shall meet the requirements and report the same at a special session of the Legislature, if one shall be held, or at the next regular session. The State has got along many years without a blue sky law and it can better stand it a year or two longer than have a law that falls so far short of what it should be as does the present bill. An excellent precedent for Governor Ferris will be found in our neighboring State of Indiana. The Legislature of that State passed a blue sky law patterned after the Kansas law, just as the Michigan bill is, and the governor vetoed it because of its crudities and he appointed a commission to study the subject thoroughly and recommend a wisely framed measure that would serve the purposes desired and not place too many hampers on legitimate business. His

action has been generally commended, both in Indiana and outside, as safe and sane and as a guarantee that when a law is finally enacted it will be one that will serve the public interest.

In the Michigan Legislature eleven bills were introduced covering the subject of blue sky, and the bill that finally passed represents a combination of them all. The framers of the combination were not experts in the matter of finance or investment and they took very little advice from those who have made both of these matters life long study. The result of their labors is a measure that will put a great and unnecessary burden on local, legitimate enterprises, that will prevent the sale in this State of the better classes of securities that are sold at time of issue, that will prevent the sale of many securities now held in the State and thereby depreciate their value, and that will put curbs on investment brokers and bankers who live in Michigan and do business in this State, which brokers and agents in other states with no reputations or credit to maintain will not feel. Reputable dealers in this State would be hampered and harassed, while the mail order and fly-by-night sellers of fake securities would be untouched. Michigan should have a good blue sky law, one that will protect investors and prevent the flotation of wild cat schemes of all kinds, and a good step toward securing such a law is to veto the present bill and then put a commission or committee to work on something better.

MENACING THE CITY.

The Common Council last fall employed a Chicago firm of engineers of high reputation at a cost of \$2,500 to put a value on the water power rights in Grand river and to estimate the cost of development of the power as a municipal enterprise. The firm made its report last winter and the report was of such a nature that it was suppressed until a representative of the city government could go to Chicago to see if the engineers would not alter it to meet the views of the aldermen. The engineers refused to jockey with the conclusions they had reached. The report, when finally made public, showed the estimate to be in the neighborhood of \$3,000,000. The report, apparently, was made in good faith and represented the honest judgment of experts in hydro electrical development who had reputations to sustain. But the aldermen have refused to accept it in the spirit intended. They insist that they know more about the subject than the experts and they question both the estimates and the conclusions and, under the impression that an old tax title of \$2,800 on the Powers estate will give the city some advantage in acquiring the water power, they refuse to release the tax title. This would be a humorous situation were it not so serious in its possible consequences. The interests building the Kalamazoo interurban want to buy the Powers estate properties as a private right of way into the city, and want the water power with it. The attitude of the aldermen is to hold up the sale and, if possible, prevent it entirely, compelling

the interurban to find some other route into the city or driving it away entirely. The business interests of Grand Rapids have for years been urging the building of more interurbans. The retailers want more of such roads because of the increase in their trade they are certain to bring. The wholesalers want them because of the better facilities they will have for doing business. Property owners want them because of the added value they give to real estate. In spite of the long-standing and often-professed desire for more interurbans for the city, a few fool aldermen have been using an old tax title to hold up one of the best interurban propositions that has ever been presented to the city. It would be supposed, under the circumstances, that the various interests which have been urging more interurbans would emphatically protest against the hold up. Thus far the only murmur that has been heard, however, has come from one of the west side improvement associations whose chief interest is in getting the terminal. The Association of Commerce has taken no apparent interest in the situation. The retailers' association has passed it by. The wholesalers' association has kept out of the controversy. This silence on the part of the business interests is not creditable to the city. It indicates a willingness to let cheap politics stand in the way of a great and important public improvement.

WELCOME RELIEF.

The regular session of the State Legislature has come to an end, and not many in Michigan other than those on the legislative per diem pay roll will be grieved thereat. The session has lasted approximately four months. It will take four months and probably another four for the people to discover all the new laws they are expected to obey and what old laws have been changed and wiped out, and for a couple of years, and perhaps longer, the courts will be busy trying to put some sort of meaning into some of the enactments and trying to reconcile others to the plain provisions of the constitution. This is one of the evils of popular government. The Legislature is made up of a lot of good citizens who are full of ideas as to what ought to be, but whose experience with the world and knowledge of practical affairs is so limited that as law makers they would be jokes if it were not so serious a matter in the final results. Some of the best and most useful work of the Legislature that has just adjourned has been to kill a lot of the fool bills that were introduced. Some of the legislation enacted will, no doubt, be found to be very desirable, but it can safely be said that we could have got along without any new laws this year and would be better off if some of the laws that were enacted had not been passed. It is not altogether complimentary to the lawmaking body that its adjournment comes as a general relief to the business and industrial interests of the State. Now if the special session of

Congress would come to an end, business would feel that it has some chance.

DON'T SPLIT HAIRS.

The stickler often defeats himself; and much that passes for defense of a principle is merely a little personal opinion. An eastern railroad at one time sent a great many cars over a certain western road. One day it filed a claim for seven dollars against the western road, and that road did its best to keep the money. The correspondence lasted four years—the eastern road prolonged it just for fun, to see how far the other road would carry it. But in the meantime it quit sending cars that way. Finally a representative of the traffic department called to ask why his line didn't get the business it used to get. For an answer the officer of the eastern road brought out a pile of correspondence six inches high and placed it on the table before him. "That," he said, "is the result of our effort to collect a claim of seven dollars from your road. We quit sending cars your way four years ago."

Then the two men figured out how much that piece of stickling had cost the western road in four years. It amounted to over \$8,000.

It is one thing to stand your ground when a real principle is involved, and another thing to carry your contention beyond all reason. Good will is sometimes worth more than petty satisfaction.

The Legislature which adjourned last Saturday did well in killing the proposed appropriation of \$100,000 or \$150,000 for the erection of a building at the San Francisco Exposition. Under existing conditions in San Francisco, it is almost next to impossible to construct any building within reasonable expense. The city is so thoroughly unionized that everything costs from two to three times what it would cost in a city that is honestly administered and does not yield to the tyranny of the walking delegate. From present indications the success of the Exposition will be very greatly jeopardized by the lawless union propaganda, backed, as it is, by the political chicanery of the city and State officials. This lawless spirit finds ample expression in the proposed embargo against the Japanese. The Japanese may not be the most desirable people in the world, but they are a thousand times more desirable citizens than the union men of San Francisco, who have done more to retard the growth of the City by the Golden Gate than all the other calamities combined fire and earthquake not excepted. Many foreign nations will probably refuse to take any part in the Exposition on account of the unfortunate condition the city is in through the domination of union conspiracy and thuggery.

It is a fine thing to be thoroughly familiar with a subject before talking about it, because then it isn't necessary to talk so much.

Many a frail girl has been able to bring a powerful man to his knees.

THE GARBAGE PROBLEM.

The "City Beautiful" in prospect means your city. Of course it does. The esthetic in your surroundings is becoming more and more a business asset. Thrift is betokened by the well-kept town. It means more enterprise. If you are bidding for new industries of any sort, the town which can make the best personal appearance has this in its favor, other things being equal.

The disposal of garbage has come to be a problem which municipal authorities cannot dodge with impunity. The remains of old boxes, bags and refuse of various sorts in your back yard may mean the harboring of noxious pests, pestilential microbe. They are just as bad—no worse—in an adjoining yard, although they may seem worse to you. The fast-growing village sometimes fails to appreciate when it has come to the stage where rules and regulations are in order; when the every fellow for himself rule fails to work out because of the greater population.

One thing is certain, the garbage problem must be grappled with firmness. Carelessness in using the passing stream as a dumping ground cannot be tolerated in a thickly settled community. The transportation of garbage is unsafe except in tightly covered cans. Its presence during the gathering process should be equally guarded. The crematory rules may seem overdrawn, but they must be made to cover every phase of the question, rigid enough for the worst cases. Vigilance at the beginning of the season means much from the point of view seen by the eye. It may mean very much more from that of sanitation. The "City Beautiful" in the modern acceptance of the term is also the clean city, the city where malaria and epidemic are the exceptions; and the disposal of garbage is an important factor in its existence.

ALFALFA ON EVERY FORTY.

A campaign of more than usual interest is being conducted in Kent county this week to promote, encourage and develop interest in the growing of alfalfa as a high grade and profitable forage crop. The campaign is being conducted under the direction of J. H. Skinner, of the United States Farm Management Service, and he has a half dozen or more experts to go with him on a tour that will reach practically every township in the county and which will take most of the week to make. The party will travel in automobiles, holding meetings in school houses, grange halls and town halls and in the open when the weather and other conditions permit or where halls may not be convenient. A schedule of thirty-one meetings has been arranged, with big evening meetings at Kent City, Cedar Springs, Grattan Center and Caledonia. The campaign has been widely advertised by posters, through the newspapers, through the granges and other mediums, and it is believed the meetings will be largely attended. The missionaries will tell

why alfalfa should be a profitable crop to grow, how to plant and how to grow and harvest the crop, and as experts will answer any questions the farmers may ask. The slogan of the trip will be "Alfalfa on Every Forty." It is claimed for alfalfa that it is even better than hay as feed for cattle, that it is easy to grow when managed properly, that it is a great improver of the soil, as the roots reach far down into the ground and that taking off two or three crops a year makes it highly profitable for the farmer. Such a campaign as this ought to be productive of good results, if only the farmers will receive the gospel that is carried to them in the same spirit it is given. The progressive and successful farmers undoubtedly will do so and will profit thereby, but among the farmers, as in every other class, there is an element that knows it all and will not take to new ideas. The alfalfa campaign might well be carried into every county in the State and then other campaigns might be taken up—campaigns for better corn, better potatoes, better beans and better other crops, with experts to advise and tell how. All this information may be given at the farmers' institutes during the winter months, but regular campaigns in behalf of single crops such as the present alfalfa campaign would be in the nature of specialized effort and would attract more attention and awaken more interest than when the instructions given, cover the entire field. Special campaigns might also be conducted in fruit growing, in dairying and in poultry raising. For the missionaries to travel in automobiles would add a spectacular feature that would help draw the crowds and would be especially appealing to the younger people, and it is the new generation more than any others that should be reached.

MEASURING EXPERIENCE.

A year of experience means much or little according as we have gained one point a day or one a month.

Did you ever hear the story of the young man who met the girl at a New Year's reception? He talked with her for three minutes that day, saw her again in two weeks and talked for five minutes, and saw her at intervals of a week or two until the first of April. Then he said to himself, "I've known that girl for three months." As a matter of fact, adding all the periods of conversation together, he had spent but thirty minutes in her company. Another man met the same girl at the same time, but at the end of the first week he had spent a total of ten hours with her—just twenty times as long as the other man had in three months.

Some men learn a business just like that—some learn more in a week than others in three months. But a "year's experience" is credited up to both when twelve months have rolled by.

When you count your years of experience, consider also the gait you have traveled.

Some people love to tell the truth—when they think it will hurt.

Tea Talks---No. 5

TEA was introduced into Europe by the Dutch East India Company in 1610, but it took nearly fifty years for England to wake up to the fascinations of the new drink, and even then, it is recorded in English Tea History, tea sold in 1652 for as high as \$10 (\$50.00) per pound.

Gradually from that date Tea has become the most economical beverage in the world, growing from a luxury to a table necessity, until now at fifty cents per pound we are given seven cups for a cent.

It is the revenue producer of the retail grocery store.

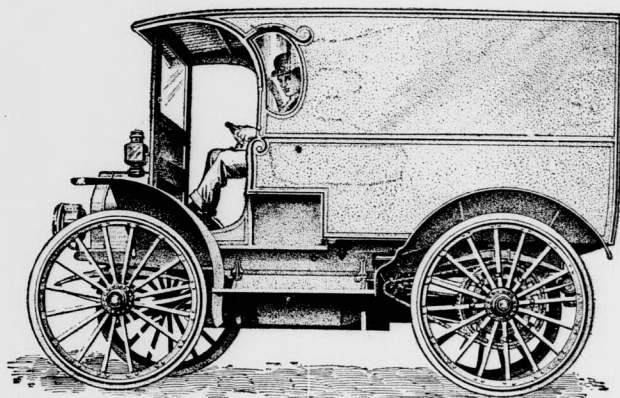
Great care should be taken in the selection of cup quality.

Call and see our Tea Tree growing from a seed from the Imperial Gardens.

THE TEA HOUSE

Judson Grocer Co.

The Pure Foods House
GRAND RAPIDS, MICHIGAN



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

INTERNATIONAL MOTOR TRUCK

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

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

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

International Harvester Company of America

(Incorporated)

85 Harvester Building

Chicago, U S A



Fine Appearance Helps Little Without Knowledge.

Regarding human nature as a solid mass, sensitive, emotional and vacillating, we are struck with wonder at the tiny thread success hangs on. A misjudgment or careless handling of a customer occurs and the news spreads with startling rapidity to many other individuals. If the fault is often repeated the patronage that once flowed into our store is split up among our competitors. If we dealt solely with an individual the chances of a mistake might be minimized, but this being far from possible how best can we guard against this law of trade?

When the stockman, by virtue of the law of advancement, becomes a salesman he is entrusted with a serious responsibility. Being a living agent between his store and the public, his actions largely determine the rate of progress. If he is incompetent he offers an unconscious resistance that can be overcome only by his absence. By graduating from his more humble position, he has had opportunity through observation, and practice, to take up his new duties with intelligence. His very association with the men who sell has made him a likely candidate. But many times a man becomes a salesman, or rather is called a salesman, merely by being hired to fill that position. In some cases he is naturally gifted, but in many cases he is merely a poor imitation. No man can slide into the aft-cabin through a kindly porthole and successfully navigate the ship. Even the most humble of callings exacts its tribute. There is always a starting point. The merchant who disregards this fact by engaging men on their word only will soon find himself drifting about on the treacherous mercantile sea, with a helpless selling machine.

A man wise in the art of salesmanship defines it as a combination of knowledge, adaptability and persistence. Yes, it is all of that and more, too. A dictionary on salesmanship written every morning would need such copious revisions and additions that we would be staggered by what little we know. We admit perfection in salesmanship, like everything else, never can be attained, yet there are certain rules we can follow to become good salesmen. Let us go over the points that will assist us most.

It is necessary first of all that a salesman have appearance. His clothes should be scrupulously neat, his linen fresh, and his skin well cared for. He should always take pains to preserve an outward show of clean-

liness. It has a stimulating effect on a prospect. Many times a purchaser has left a store never to return because of the funereal aspect of a salesman's nails. But appearance without knowledge is like a fortress without guns. The overgroomed man with a lot of useless lumber in his head furnishes a striking example.

A fine-looking gentleman entered a haberdasher's and stated his wants. The salesman who attended him seemed of the better type—faultlessly attired, with intelligent face and attractive manners. The gentleman regarded the shirts placed before him, evidently puzzled.

"These are very pretty," he finally said, "but I want a mercerized Oxford."

The salesman looked surprised and hurt. He mumbled an apology, and laid out some more with the same result. At last, in desperation, his face red, and perspiration fast melting his collar, he deposited two totally unlike in cloth and pattern, and said: "There you are, sir."

The gentleman, much provoked, shook his head and turned to go out, but the buyer, who had been watching the proceedings, intercepted him, and asked the trouble. The gentleman reluctantly told him.

"Will you kindly wait one moment while I look?" asked the buyer.

A range of the required style was produced, the gentleman selected two and departed, his humor restored. The over-groomed salesman, his air of wisdom removed, stood a silent witness. The buyer, however, gave him a sharp rebuke, which seemed to have the desired effect.

Interwoven with your appearance is personality, the force which is present in every transaction. Writers as a rule lead us to believe that it is a mysterious agent. It isn't, for personality literally means individuality or distinction between people. None of us is born without it, although few of us succeed in making it commercially productive. Like everything else worth while, it must be developed. Cheerfulness, sincerity, constancy and absolute naturalness are the prime factors in obtaining the result. The visible tightening of unused muscles, the forced smile and halting speech immediately react on the prospect. No matter how adept we feel, an artificial nature always exposes itself.

Strive for simplicity, for with simplicity comes dignity, and dignity closes more sales than given credit for. Remember that when you handle a customer you are dealing with

a complex machine. The slightest provocation and he is lost or your work must be done all over again. He willingly enters your store and asks to purchase. Why give him an opportunity to change his mind? If then, personality, which is nothing else than you, is such a vital force in salesmanship, isn't it our duty to develop it to the greatest efficiency?

Now, granted that we possess appearance and attractive manners, there is another step we must take in order to fill our position with merit. We must educate ourselves to be able to instantly determine how to handle a prospect immediately we come into contact. Hesitation on our part is felt at once by the prospect and what confidence he had in our ability is shaken.

There is only one way in which to acquire this faculty, and that is through experience. Beginners must expect to make mistakes, because each prospect is of different caliber. No two can be approached or handled in the same manner. But these mistakes, which are so discouraging, are nothing more than the true approach to success. Intelligently diagnosing each cause and effect will put us into possession of facts that we can apply to similar types. Your mind will unconsciously make classifications and store the identification marks into their rightful niches.

This ability to judge prospects will give you an assurance that can be gained in no other way. When a customer steps before you there is a bond of fellowship immediately established. It is almost as near friendship as can be imagined, because of that feeling of understanding your attitude disarms him and makes him a ready believer in your remarks. He places a certain amount of confidence in you, that, if asked why, he couldn't explain. And all this because you have intelligently studied human nature.

The Merchant Who Knew Men.

A prominent Boston haberdasher, who has had phenomenal success, owes most of it to his ability to read human nature. I was amused and interested one day in watching him handle one of those stout, very important gentlemen, who came in to buy a cravat. All the salesmen being busy, the owner waited on him.

He looked his prospect over quickly, taking note of the suit, shirt and cravat. Then, without any questions, he reached for his most expensive cravats, and quickly arranged them on the counter. The prospect's eyes lit with pleasure, and he immediately selected a beautiful Persian.

"How much?" he asked.

"Three dollars," was the reply.

The fat gentleman surveyed the owner in astonishment. "Three dollars!" he repeated. "Why I can get three ties for that money," and he dropped the Persian as if it burnt his fingers.

Said the owner with an engaging smile. "That's a beautiful suit you have on. I have been admiring it ever since you came in."

"Cost me sixty dollars," said the fat gentleman, proudly.

"You like nice clothes," remarked the owner. "I'll warrant you find that it pays to have things right, and it's great to have something the other fellow can't."

"Yes," replied the fat gentleman with enthusiasm. "I'd hate to walk along the street and meet a fellow dressed in the same style of hat or suit that I had on. I always bear this in mind when purchasing."

"Take this cravat," said the owner briskly, picking the one up the fat gentleman dropped. "I bought just one range in six colors. Now whoever buys one is sure, first of all, of quality; second, of a richness unsurpassable, and third, that no one can buy one like it. When a man can afford good clothes he always wants his hat, shirt, shoes and cravat of like worth. You'd be surprised how much better even an expensive suit looks under those circumstances."

The fat gentleman surveyed the cravat again with new interest, felt of it carefully and held it up against his suit. Without another word he produced the required amount, thanked the owner and departed with a feeling of appreciation and confidence in the store.

The Needed Joy of Selling

Now, coupled with all the attributes so far discovered, the joy of selling, a creator of energy, stands paramount. You can have appearance, attractive manners, and be a keen student of human nature, but if you lack the qualities embodied in pure joy of selling, you will never rise above the mediocre. Persistence, resourcefulness, enthusiasm, tact and faith in your merchandise and store are all born of this one great essential. Every contact is a delight in itself; every sale closed, a gratifying satisfaction. Your whole being radiates its pleasure, until customers, salesmen and minor employees come within its influence.

Customers wait until you are at liberty to serve them. They seem eager to purchase because you have lessened their shopping problem. Even the proverbial grouch cracks a smile and digs a little deeper into his buttoned pockets. You sell goods to everybody at all times, in the face of the heralded poor business, and why? Because the pure joy of selling entertains those who stand before you.

Salesmanship behind a counter never belonged to the class of easy jobs. It is a man's work, for men who will sell goods, day in and day out, without a feeling of fatigue or displeasure; for men who will intelligently study the many problems it presents. You can't learn salesmanship out of books or through friends, but you can learn it through experience. Give each day unreservedly to your business, don't be afraid to make mistakes and analyze every step before you take it. With this determination you will be the best salesman possible, and will fulfil the trust your store places in you with merit. —John E. Lowry in Haberdasher.

A man is always willing to pay what he owes—if it is a grudge.



RENOWNED FOR
FIT AND WEAR



Our
MACKINAW
COATS
will
Please
Your
Trade

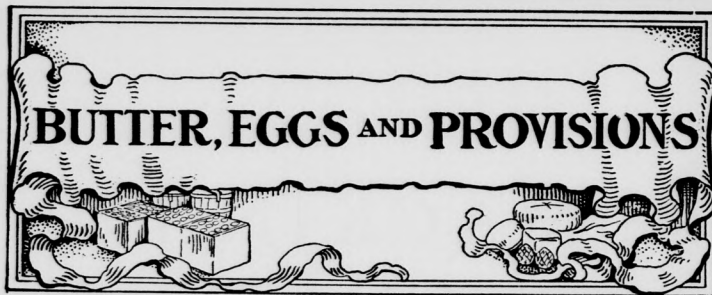
YOU no doubt are aware that the Mackinaw will be the most popular coat for the Fall and Winter seasons of 1913-14, and we wish to state that our new line is the best in quality and most attractive in appearance of any we have shown during our fifteen years' experience as manufacturers of these garments.

Cut from Camden 28, 32 and 36 oz. all wool blanketings, in red, brown, tan and grey plaids, the colors being woven so as to give the finished cloth that soft, rich appearance which is so pleasing to the eye. Made large and roomy; 34 to 36 inches long, with extra full sleeves; having a shawl collar and belt and finished with high grade ivory buttons which match the goods. These coats will not only please your customer as to appearance, but will assure him of warmth and comfort, and we do not hesitate to say they are the best values that are being offered to-day.

Write for samples, be convinced and place your order before the best numbers are withdrawn.

The Ideal Clothing Co.

Grand Rapids, 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.

Preparation of Frozen and Dried Eggs.

About two years ago the Food Research Laboratory of the Bureau of Chemistry undertook an investigation of the methods in use in the preparation of frozen and dried eggs. The purpose of the investigation has been to determine the condition, from the food viewpoint, of the eggs used by the breakers and to devise methods of handling which would enable the industry to maintain a product originally good without deterioration until it reach the consumer.

The Department of Agriculture was not seeking facts for itself only. Its object was, also, to give the industry in a practical fashion any information which might be obtained that would tend to better the product and remove it from controversy. In order to do this it was necessary to conduct the investigation co-operatively with the industry. The plans were, therefore, laid before some members of the industry, and their hearty and continuous assistance obtained.

The study has been conducted along the same general lines as have been successful in the investigation of the handling of poultry, namely, practical work in the packing houses, chemical and bacteriological work in the laboratory to furnish a definite scientific basis for conclusions, and a tracing of the product, step by step, to the consumer. The work is by no means complete. But certain fundamental principles have been established, and a great mass of data obtained. It is with the fundamentals that I would concern myself here. I want to give you some idea of the up-to-date egg breaking establishment—the kinds of eggs that go into the output intended for food, the construction of the room in which the eggs are broken, its equipment and the skilled labor that does the work.

The canning of eggs for food purposes can no longer be conducted in some odd corner or dirty basement. It need no longer be the step-child of the egg industry. There is a legitimate field of endeavor for the egg breaker who will equip properly, maintain a skilled, accurate corps of workmen and who has sufficiently good business ability to insist that any egg of doubtful food quality be consigned to the fertilizer tank or the

product need knock at the door lead-tanners' bucket. Only the first-classing to success.

Good eggs are the first requisite of a good product. The question of good and bad eggs will be taken up later. But even if a high quality egg is used it must be handled under the most cleanly conditions, else the number of bacteria in the product will prevent good keeping. The degree to which cleanly methods had to be pushed to ensure a clean product was a surprise even to ourselves.

For example, the problem of washing the cup, tumbler, saucer or other receptacle into which the eggs were broken was not the problem of ordinary dish washing. If an egg unfit for food touched the vessel, washing in running water, even if hot, did not remove the bacteria that the objectionable egg contained. When the good egg fell into the receptacle it was contaminated by the portions of the bad egg remaining. Unfortunately, neither sight nor smell furnished any indication of the contamination. The laboratory tests showed its presence. Heating the utensil in a closed vessel in live steam for twenty minutes served to kill the bacteria, and that was the only practical way that we found to do it.

We found, also, that the slightest roughness in the surfaces of cans, pails, etc., served as places for bacteria to lodge and to multiply in the very minute greasy film of egg that ordinary washing did not remove. The longer the pail was used the worse it became, hence it was found necessary to steam-sterilize all the utensils coming in contact with the liquid eggs.

The fingers of the breakers offered a problem in cleanliness. They were, of course, covered with bacteria from the bad egg that had been opened, and sterilization by steam was not possible, hence a method was devised of holding the egg and emptying the shells so that the fingers were scarcely wet. Clean squares of linen or tissue paper, used but once for drying finger tips, were a further help toward cleanliness. The method was not only far more cleanly but it served to get more egg out of the shell than the haphazard plan generally in vogue.

These are merely examples of the sources from which bacteria entered the liquid egg and of the precautions taken to destroy them. Not only was it necessary to prevent bacteria from the occasional egg reaching the good egg, but the surroundings in which the work was performed should be such that dust did not enter, and

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

FILLS A LONG FELT WANT

ADAPTED TO THE REQUIREMENTS
OF ALL CLASSES OF MERCHANTS



You can candle 36 eggs a minute. Does this appeal to you? When you receive eggs from your customers, test the eggs before them. If any are bad they would not ask you to pay for bad eggs when they see the bad eggs with their own eyes. Your saving by using our Rapid Tester on this one item alone, would pay for the Tester many times over. The saving of time reduces your expenses. Compare the work of our Rapid Tester with any known device for candling eggs.

Send us your check for \$5.50 and we will ship the Rapid Egg Tester to you by express. Use the Tester ten days and if, for any reason whatever, you are not satisfied with it, return it to us at our expense and we will immediately refund your money.

Michigan
Dairy and Food Department
Lansing

JAMES W. HELME
COMMISSIONER

M. J. SMITH
CHIEF CLERK

April 17, 1913.

Rapid Egg Tester Co.,
Saginaw, Michigan.

Dear Sirs:-

Replying to your letter of April 15th,

I will state that I have examined the egg candler that you have left for inspection and wherever electricity is available it seems to me that this is a great improvement over any other device for the saving of time. I hope to see it generally adopted by egg buyers.

Yours very truly,

J. W. Helme

State Dairy and Food Commissioner.

RAPID EGG TESTER CO. Saginaw, Michigan

Mr. Merchant, you cannot afford to be without the Rapid Egg Tester. The cost is small. It is a great time saver. Merchants, test your eggs before your customers. Just place the Tester on a small table or counter in your store. No dark room or cellar necessary. Can be used wherever electricity is available. The Tester will be sent you complete in every way and ready for immediate use. In ordering the Tester, be sure and specify the voltage used by your local electric light company.

Sample Tester in actual operation at the office of the Tradesman.

the comparatively few bacteria that were certain to be present did not multiply.

To comply with this requirement meant that the work must be done in refrigerated dust-proof rooms. It was desirable, too, that the principles on which they were constructed should be, as nearly as practical, the principles of the hospital operating room, hence these rooms are built with sufficient insulation and refrigeration to ensure a temperature between 60 and 65 degrees F., the interiors are concrete, finished with enamel. Daylight is furnished through insulated windows with the outermost pane of prism glass to increase the light. The tables and, in fact, all the equipment, if of metal or other non-absorbent material permitting of steam sterilization.

The workers are gowned and capped in white. They are not permitted to talk while they work. They cannot concentrate their attention on grading if they do. Where space permits the girls are placed so far apart they cannot hold conversations; where they must work closer together a discipline almost military is maintained. The more troublesome was the labor in the past, the firmer the discipline now instituted, and the most contented and painstaking egg breakers that we have seen are these strictly governed girls.

The work of a great many individual girls was studied to determine the rate of speed at which eggs could be broken and still ensure good grading. As was to be expected, the girls varied widely among themselves as well as because of different breaking equipment used. Almost invariably they misused the time devoted to taking the egg from the container, cracking the shell, emptying its contents, throwing away the shell, and grading the liquid egg. Unguided, each part of the operation is performed at the same rate of speed, whereas the halves of the shell, if held perpendicular, require the time it takes to count three clearly, to drain. If of doubtful grade, about the same length of time is needed to smell the egg and decide into which bucket it should go. In the other steps of the operation the girls were urged to move rapidly.

The usual good egg breaker can handle about twelve eggs per minute and do accurate work. Many of them would break seventeen per minute unless they are checked. Such a rate sooner or later means a bad egg in the food egg bucket. These details were worked out by the aid of a split-second timer.

The equipment used for the breaking of the shell and the receiving of its contents must be based on the following essentials, though the mode of their adaptation may vary considerably. First, the shell must be cut on a rigid sharp knife; second, the receiver must be transparent and sufficiently far away from the knife to prevent flying dirt from falling into it; third, the receiver must be so supported that its exterior, especially the base, is kept practically free from

egg; fourth, the whole apparatus must be so constructed that it can be readily washed and steam sterilized.

It is not possible at this time to do more than to outline the most important topics of the investigation. The details must be deferred for bulletin publication. However, the question of the kinds of eggs coming to the breaker, the eggs that can be used and the eggs that cannot, must be touched upon.

The egg that is clean shelled and fresh, but too small to ship in the shell profitably, is, obviously, a good egg and needs no comment. The same egg slightly stale—such as are carried by the great majority of the grocery stores in summer time—in the same class. The egg with the dirty shell, if the contents are in good order, can be handled satisfactorily if the shell is not allowed to sweat and if the breaker holds it with finger tips only. Special care must be exercised to prevent dirt on the shell from coming in contact with the egg. The lightly cracked eggs—the “checks” of commerce, must be broken as soon as possible. They deteriorate very rapidly and soon yield a low grade product. They are difficult to grade, also.

Far more difficult to grade are the eggs in which the yolk is just beginning to mix with the white, and where neither odor nor taste is bad. Where only a few shreds of yolk are in the white the egg will usually pass muster; where more than this is present it does not. The latter condition is too close to the well known “white rot” to be a satisfactory food product. White rots, stuck spots, mouldy eggs, musty eggs and eggs with blood rings have been discarded. These eggs are all readily excluded by either the candler or the breaker. The egg with a green white and the “sour” eggs are the most difficult to detect and exclude. The candler cannot find them; when the white is just tinged with green, or when the faint pungency that characterizes the sour egg is just detectable, too rapid breaking, too many eggs in the cup before emptying, or a girl slow of eye and dull of nose, is sure to result in the admission of these eggs to the food bucket. They are highly undesirable eggs, infested with millions of bacteria per gram and showing distinct evidences of deterioration in their chemical composition. In the past many of these eggs, in the early stages, have gone into the second grade food products. They are responsible for much of the trouble that has come to frozen and dried eggs in interstate commerce.

M. E. Pennington, Chief Food Research Laboratory.

It Is a Bad Thing

To let your boys and girls grow up without having a chance to read good books and newspapers.

To keep two dogs and not do anything to help support a preacher.

To never do anything that you ought to do without bragging about it.

To profess in public what you are not willing to practice in private.

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

Hart Brand Canned Goods

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Michigan People Want Michigan Products

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

Satisfy and Multiply

Flour Trade with

“Purity Patent” Flour

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

Rea & Witzig

PRODUCE
COMMISSION
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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.

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

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

MOSELEY BROTHERS

Both Phones 1217 Established 1876 GRAND RAPIDS, MICH.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.



Comfort for the So-Called Incompetent.

So your husband's mother has been to visit you, and on that last dreadful morning, after you had been on the stretch for three long days of her presence, your nerves went on the hummer and things began to go wrong. You scorched the toast and you forgot the eggs so that they boiled fully eight minutes, and you dropped a piece of Sevres which was one of your very choicest wedding gifts and which you had gotten out in special honor of your husband's mother, and it crashed at your feet in forty pieces, and—but why enumerate the horrors of that terrible half day? The blessed hour of two arrived at last when your husband's mother had to take her train and your tense nerves could relax. Of course she had to drop into the homes of all the relatives during the forenoon to say good-bye and tell them some of the incidents of that deplorable breakfast and that she had to "take hold and make some more toast and boil a couple of eggs decently so that Tom could have a little something he could eat before he ran to catch his car; she hated to interfere but she didn't want the poor boy to starve quite;" and she told Aunt Hattie Wilson that you are "something fierce to smash china," and—unkindest cut of all—she epitomized all the shortcomings that she thought she had discovered in her three and a half days of keenest scrutiny in one sweeping generalization to the effect that "Louise is amiable and accomplished, but hopelessly incompetent in practical matters."

That was two days ago and some one in mistaken kindness has told you all she said, and now you sit in tears bemoaning your inadequacies and implicitly believing your mother-in-law's dictum that you are hopelessly incapable and that you will drive your husband, whom you love better than your own life, to the poorhouse.

Now, Honey, dry your tears and listen to what I can tell you about competent people and incompetent people. It won't be something that I have read in a book, but what I have seen with my own eyes and heard with my own ears. For long, long years, poor sorrowing heart, I was called incompetent myself, so that I speak from what the theologians would call an especially rich and abundant experience.

To begin with, let me say that this is not to be a tirade against mother-in-laws, whom, as a class, I con-

sider more sinned against than sinning. So I speak of Mrs. Abigail Starkman who chances to be your mother-in-law and whom I have had the misfortune to know all my life long, not as a member of a class but as an individual. Seeing that this august lady is your husband's mother and that in your eyes a halo of sanctity should encircle her head, I shan't tell you just what I think of her, for I never mean to be guilty of shattering perfectly good halos. So when I say that she's a Tartar if ever there was one, and disagreeable in every relation in which I ever met her, and doubly so whenever she can find a chance to browbeat some meek, inoffensive soul that never has put a straw in her way, I am not speaking to you at all but only to the general reader. Still speaking to the general reader I may further say that, owing to the fact that some states do not allow capital punishment, and in others the laws for whose violation it is a penalty are very laxly enforced, many persons are allowed to live and even to be at large who really need killing, and in my unmasked opinion Abigail Starkman is one of them.

To return to my subject and talking again to you, Louise darling, I suppose you have been making resolutions never to take your eyes off the toast again, and never to overtime the eggs, and always to be superlatively careful in handling china and even common dinner ware, and—and you're just going to bring up on everything. By slow, toilsome, honest merit you plan to redeem yourself in your mother-in-law's eyes, so that instead of dubbing you incapable she will gladly place you in the same class as herself.

Little one, let me tell you an easier and a better way, one which will bring far greater results with far less effort. Just you cultivate a bold, aggressive, dominant disposition and manner. Do as well as you reasonably can with the toast and the eggs and the china, but let me make it emphatic that the disposition and the manner really are more essential.

Competence in its usual acceptation consists largely in a certain arrogance of spirit. If you can manage to keep people about you scared stiff all of the time, then without possessing any remarkable degree of skill or knowledge you easily can make them believe that you are very capable indeed. That is the secret of your mother-in-law's success.

Whenever I see some wee girl baby that shows by the look in its eyes that it will take things hard and be



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Reports Like This
On the Flour
YOU Are Selling?

Messrs. Watson-Higgins Milling Co.
Grand Rapids, Mich.

Gentlemen:

I used a sack of "New Perfection" Flour and find it "Faultless" in the full sense of the word. The bread is not only very white but also tastes so good and wholesome, which is not the case with all white bread flour.

I hope our dealer here may handle it as I shall dislike to use anything else since having your "New Perfection" flour.

I find all you said in its favor true, and will gladly recommend it to my friends.

Yours truly,

Mrs. Will A. Stone,

April 17, 1913.

East Jordan, Mich.

Write for
**NEW
PERFECTION**
PRICE LIST TO-DAY



Save
Ice Bills

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Save
Syrups
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Serve
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and
Ice Cream
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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.

meek and humble and try to win out in life by an honest merit system, I always feel like saying, "Poor little thing, you must change your tactics. Hold you head high. Make good if you can, but mind the altitude of your head anyway."

Louise dear, instead of accepting a so-called efficient woman at her own estimate, or at the estimate that she hypnotizes other people into according her, just investigate for yourself and see whether she actually has done any more or any better than others.

Take your husband's mother for example. Always regarded as unusually capable. She certainly has a remarkable talent for making every one about her uncomfortable. I admit that she excels in that. She married, has kept house for thirty-odd years, and has brought up two children. Her others died in childhood. Her great hobby, her specialty in which she has lorded it over other women of her acquaintance, has been her cooking. But her husband died in middle life from some ailment brought on by chronic stomach trouble, her only daughter is a confirmed dyspeptic, and her son, your husband—well, I don't want to say too much, but if his appetite hadn't been pampered from the time he was a baby, and his digestion ruined by his mamma's doughnuts and mince pies and all the other tempting but injurious food that she spent the best years of her life in preparing, it wouldn't be such a life and death matter when the eggs boil too long or the toast happens to be a trifle overdone.

For your mother-in-law's losses and sorrows I should have only sympathy, and for her mistakes—we all make them—great charity, if only she could see that she has made mistakes, and if she didn't have such an overbearing way with her. But when you come to size up what she actually has accomplished in life, considered in the light of things that are really essential is it a record to be especially proud of?

This making other people take one at one's own estimate is an old, old trick which was learned in the earliest ages by gods and men, or, to speak more accurately, by some of the shrewder gods and a few very astute men (and women.) "How do I know?" Well, let me tell you that fine old story about Jupiter and Apollo, when they had their contest in long-distance archery. Apollo, being such a bona fide good hand with the bow, doubtless imagined he might be able to win out by honest merit. He came on first and drew his bow with surpassing skill and strength so that the loosened arrow went whizzing to the extreme West. Then Jupiter strode out and haughtily demanded, "Where is there room for me to shoot?" And they did then just as people have been doing ever since, took the old bluffer at his own estimate, and without his once twanging his bow-string, judged him the better archer.

Dear Louise if you really were in-

competent, if you were one of the slack, shiftless, lazy young wives who let their housekeeping go at sixes and sevens and whose whole interest is in bridge or motoring or some other pastime or frivolity, then I shouldn't tell you these things, I should let you take your medicine when your mother-in-law bears down on you for a visit. But I know that you're a good, conscientious little thing, one who always will do your level best any way, so I want to put you next to it that the thing for you to do as regards your mother-in-law is to "spunk up." Of course you don't want to get the insolent self-assurance that she has, but just enough of the "hold your own" quality to enable you to cope with her successfully.

You must remember that this is a psychological age. We are finding out that many things hitherto regarded as real and substantial are largely "in the think." Capability is one of these. As a result of this new knowledge, some timid, shrinking, brow-beaten souls are going to awake to regard themselves and be regarded by others as competent; and some others, like your mother-in-law for instance, may also awake to find themselves judged, not on their own estimate, but on their real merits.

Quillo.

To the Trade.

It is with pride mingled with regret that we are forced to announce that we are heavily oversold. Our sales have shown such a phenomenal increase that we are unable to make prompt deliveries at the present time. We trust that you will be patient with us until our new Factory is completed, which will be some time this Fall. It will be decidedly the largest and finest Baking Powder plant in the world; and will enable us to take care of your valued orders promptly.

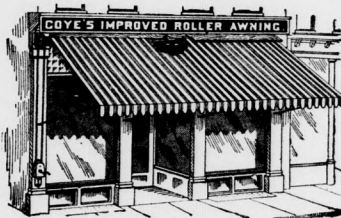
In the meanwhile, we hope that you will co-operate with us by anticipating your wants 60 days, or at the least, 30 days ahead. By so doing, you will greatly assist us in the handling of our orders during our present dilemma.

Assuring you that we appreciate the confidence, co-operation and loyalty you have always given us, and begging your forbearance for a little longer, we are,

Yours truly,
Calumet Baking Powder Co.—Adv.

Getting goods under misrepresentation is at variance with the statute, but a number of daily papers have become callous in their regard for truth, they running a series of articles signed by noted ball players who have no more to do with their preparation than the man in the moon. Confidence in newspapers has been considered essential to establishing influence, but when these journals display a gold brick propensity and make merchandise out of falsehood, the reader loses respect for every statement printed. Marketing lies may be a money-making industry, but it is not commendable even if big newspapers do practice it.

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.

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



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.



OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

G. J. Johnson Cigar Co.

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

The Pre-convinced Buyer is a Quick Buyer

THE merchant and the salesmen who recognize this fact and take advantage of it are bound to push ahead of the dealer who assumes the task of educating, convincing, and selling each customer.

The store selling advertised goods is the store sought by the pre-convinced buyer. Such purchasers know what they want, and it requires no educational argument to sell them advertised goods—the chances are that they are as well posted on the merits of the goods as the merchant or clerk selling them—and all through advertising.

National Biscuit Company products are the standard of the country in quality. They are nationally known because they have been nationally advertised for years. Buyers are pre-convinced in regard to N. B. C. products. It takes neither argument nor effort to sell them.

NATIONAL BISCUIT COMPANY



Utilizing the Advertising Power of Your Employees.

Written for the Tradesman.

The other day I chanced to overhear a girl of about sixteen earnestly soliciting an elderly woman to buy some gray hairpins of her. The girl was "onto her job" and not only held up to her expected customer the merits of the goods, which she declared were correct in color and shape and possessed all the other good qualities that possibly could inhere in hairpins, but she very persuasively explained why it was that she was taking orders for the pins.

"You see it's like this: I work down at Madame DeMotte's hair-dressing parlors. Mary Stephenson works there too, and Madame has offered a two-pound box of just elegant chocolates to whichever one of us sells the most hairpins before the first of June. So I'm going around to all my friends to get them to buy of me."

As the hairpins were pleasing and seemed to be of good standard quality, and the girl was a bright, attractive little thing and was plying her business in this side line with vigor, she was taking orders freely. If her competitor is showing equal energy, a good many packages of the pins will be disposed of before the day set for the end of the race.

The same principle on a far larger scale was being used by a popular department store last winter. One morning, noticing an unusual crowd of shoppers at the place, I enquired the reason. The reply was, "Several of the Club Sales are on." Further explanation revealed that the employees of the store maintain a number of club organizations, and that at this time the firm was offering some valuable prizes to the presidents of those clubs whose departments showed the greatest per cent. of increase in sales for a given period over the same period of the previous year. I did not learn all the details of the plan, but the reader will readily grasp the idea, which was to get all the salespeople and other employees engaged in a lively competition in persuading their friends to come to the store and buy at these sales. Great bargains and mark-downs were on display and the Club Sales had been prominently advertised in the Sunday papers.

Whether or not either of the methods described meets with one's full approval, the idea on which they are based, that of making each and every employe a trade drawer, a walking, talking advertisement for the store, is correct. If you have just one

clerk, his personal patronage is worth something to you. And you want not only his patronage but that of his family as well, and that of all their friends and their friends' friends. Trade is naturally cumulative—"To him that hath shall be given," or, to use a modern expression, "Them as has gits." The patronage that can be brought to your store by one good salesperson is worth looking after. Multiply this by the whole number of your employes and you see at once that there is something that no merchant can afford to neglect.

Perhaps you feel that all the trade which your clerks can swing your way of right belongs to you, and that if they can at any time drop a good word for you among their friends, they ought to do it. You fully endorse Elbert Hubbard's oft-quoted advice to workers: "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 could 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."

This is excellent as showing one side of the case, but there is needed a complementary bit of advice to employers. It might be a sort of paraphrase of the above, and begin somewhat like this: "If you are an employer, in heaven's name be the kind of man who commands the respect and inspires the devotion of loyalty of those who work for him. If a man labors for you faithfully, make him feel that you are not only his paymaster but his friend." In order to receive in full measure that away-from-the-store service that you think belongs to you, you must be the sort of man to make those under you feel that the business is their business, that your interests and their interests are inseparable. Remember it is not eyeservice that is wanted, but service rendered spontaneously and joyously.

So the first and most important factor in securing the patronage that is controlled or may be controlled by the clerking force, is a winning, magnetic personality on the part of the merchant himself or of the manager who has the active direction of the business, this personality being backed up by character that will stand the test of close acquaintance.

Second only to the personality of

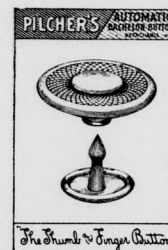
Order Pilcher's Automatic

AND GET THE BEST

Bachelor Button Made



Price is
75 cents
per gross



We extend a cordial invitation to buyers of Notions and Fancy Goods to visit the 3rd floor of our building and take a look at our well assorted stock of Staple Notions, Ribbons, Laces, Embroideries and Novelties.

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

the management, in fact growing out of it, are the business methods of the store. Is your establishment one that your employes naturally take pride in being connected with? Are your goods, your prices, and your ways of dealing with people such that your clerks can heartily and conscientiously recommend them to their friends?

Your helpers are wise to almost everything that goes on about the place. If there is trickiness or misrepresentation, be sure they will warn their acquaintances against being let down, just as they will put them next to some extra good value or genuine bargain. The publicity that necessarily comes from employing help, if it does not work for you, will, to some extent at least, work against you.

Given a manager with the right personality and a business that is in all respects what it should be, the better and more efficient employes, by their presence in the store and by their conversation when off duty, will draw the patronage of their friends. They will boost of their own accord. The clerk who is shrewd and far-seeing knows that nothing will more surely place him in the line of promotion and better pay than a large clientele of desirable customers.

But do not depend entirely upon the shrewdness of farsightedness of your employes. Be shrewd and farsighted yourself and place before every one of them some direct incentive to their being trade-winners, the offer of some tangible reward that can be obtained more quickly than promotion. You have to pay every one else who advertises for you, why not pay your clerks something to advertise your business? No one else will do so much for you in this line for so little.

Just how or what to offer must depend somewhat on your general policy and on local circumstances. Giving a small commission on sales in addition to regular wages will do much in stimulating your sales force to their efforts in your behalf, and is perhaps the method adapted to the greatest number of cases.

Don't expect your employes to make a nuisance of themselves by directly soliciting their friends to purchase this or that particular article, or to buy just for the sake of buying of them, unless the goods are what are wanted and sold at the right price. The hairpin story told in the beginning of the article shows what can be done, but is not given as a method to be copied.

As to the competitive plans, such as the club sales spoken of, they may be good occasionally, but they can not be recommended for steady. Where large rewards are offered and there can be only two or three winners, while great interest may be aroused for the time being, the non-winners and their friends are apt to feel sore. The commission plan or some other that rewards every one and according to the actual results shown, is better in the long run.

Fabrix.

Believes Low Wages and Immorality Are Related.

Chicago, April 21—In your issue of April 9, I note an article headed, "Behind the Counter," and signed W. R. Hotchkin. I do not know who Mr. Hotchkin is, but would judge from his article that he was in a similar position to some of the gentlemen who were questioned by the O'Hara Commission, they being the active managers of some of our large stores, and it was their idea unanimously that low wages had nothing to do with the morals of their employes. This is a very nice line of thought for them to comfort themselves with—to soothe their consciences (if they have any)—a nice line of salve to hand out to people who do not know better, but, among the people who know better, it has a strong tendency to make them use a good stiff line of profanity. This testimony was, of course, discussed and I have heard men that were in a position to know, swear like the traditional trooper in discussing what these gentlemen had to say.

On the other hand, we have the testimony of the Police Sergeant, whose work since 1908 has been among the women of the Red Light District, and his testimony which is unbiased (he doesn't own or manage any large store), is to the effect that approximately 95 per cent. of the women he has talked with have gone wrong because they didn't get money enough to feed and clothe them while they were living, or trying to live, straight lives.

Mr. Hotchkin quotes O. Henry. He mentions Mr. Henry's story of The Trimmed Lamp. There is another story that O. Henry wrote. I am sorry to say that I can't recall the name of the story at this moment, but possibly Mr. Hotchkin, if he is familiar with Mr. Henry's writings, will supply it. It shows the other side of the story and it shows in Mr. Henry's inimitable style the struggle of a girl who finally succumbed to temptation because she didn't get money enough to live straight. Perhaps it will refresh Mr. Hotchkin's memory if I say that the story is told as a dream, and with the windup of the dream, Mr. Henry, who tells the story and in his dream is waiting for admittance to heaven, is asked by a heavenly policeman if he belongs to the crowd he is standing with. They are depicted as plump, well-dressed, pink face, well-fed gentlemen, and O. Henry asks the policeman who they are. The policeman says that they are the proprietors and managers of stores which employed girls at less than living wages and Henry's reply is, "No, I don't belong to that crowd, I am only the fellow who burned the Orphan Asylum and poisoned the well." It is just as well, I think, to state both sides of the proposition, and if you are going to mention an author, why not mention the views he gives that don't quite fit your peculiar ideas?

I do not blame the men who find it necessary to be profane in discussing the views held by people who hold the views that Mr. Hotchkin

does, in fact, it is very hard to say anything about it and stick to plain English. We are a little unfortunate in our language in that it does not supply us with words that are sufficiently robust and mouth filling to express ourselves in such a case until we leave plain English and go over on to the ornamental side and use the language used by a couple of truck men whose wagons get mixed up together, or the mate of a Mississippi River boat cussing out a crew of nigger roustabouts.

It is a well-known fact that here in Chicago that in one of our largest stores the girls are poorer paid than in any other store on State street, and it is also a well-known fact that there is a much larger percentage of girls who go wrong employed in this

store than any other State street store, and it certainly looks as if the two things had some connection.

C. S. Jackson.

Some men have not charity enough to cover their own sins.

P. POLLAND & SONS

600 and 602 E. Water St.
MILWAUKEE, WIS.

Manufacturers of

"The Juneau"
P.P.&S.

Pants, Shirts, Sheep-lined Coats
and Knitted-Goods

WRITE FOR SAMPLES AND PRICES

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All Weights
from

Light Jersey
to

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All Colors
from

Staple Grey
to

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

The Perry Glove and Mitten Co. Perry, Mich.



Attractive

We are showing an exceptionally large
and attractive line of **Embroideries**.

Cambric, Nainsook and Swiss.

Matched sets for Infants' wear, Corset
Covers, Skirts, Lingerie Dresses and Shirt
Waist.

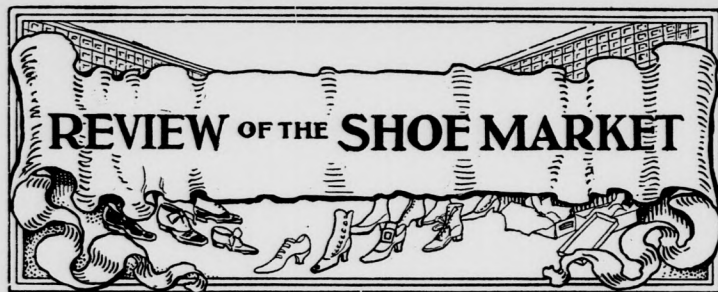
1913 Wonder Assortment, very special,
ask our salesmen about it.

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

P. S.—Large desk for sale cheap.



The Greatest Abuse In the Shoe Trade.

The retail shoe trade and manufacturers throughout the United States will be interested to learn that upon careful investigation it has been found that over 80 per cent. of a number of the greatest retailers of the United States go on record as stating that the "greatest abuse of the retail shoe business" is unjust claims by customers and allowances demanded for worn shoes.

This fact was developed at the last meeting of the Boston Retail Shoe Merchants' Association, at the City Club, Boston, when President E. W. Burt read the replies to a list of eight questions which he had sent to a number of prominent retailers and department store buyers in all sections of the country. The questions which the retail shoemen were asked to consider were:

Eight Important Questions.

1. Do you charge customers for wear on returned shoes?
2. Is your stock turning less than three times a year?
3. Have you difficulty in securing competent clerks?
4. Are you carrying too many shoes on small and large sizes?
5. Are you getting a higher price now than last year for shoes?
6. Are you selling more kid and calf shoes than patent and tan?
7. What pays the most profit, hosiery or repair department?
8. What do you consider the greatest abuse in the shoe business?

President Burt had made a careful analysis and summary of the answers to the various questions, which he read to the members and which evoked great interest and considerable discussion.

Pay for Wear on Returned Shoes.

Replying to the first question, President Burt reported that out of forty-five replies received, thirty dealers answered yes, and fifteen replied in the negative.

An analysis of the forty-five replies showed that 66 per cent. of retailers charge the customer for wear on returned shoes. The charge for the wear received by the customer varied in different cities. In Lynn, for example the retailers charge 50 cents a month. In Boston the charge of \$1, while in Cincinnati and Cleveland the replies showed that a charge of 25 per cent. on the retail price is made.

If the largest retailers in the big cities throughout the country charge for wear on shoes returned, why can't all retailers do so?

Turning Stock.

Replying to the second question, thirteen retailers answered that they were turning their stock two and a half to three times a year, two reported that they turned their stock over three times, eleven said they turned their stock three and a half times and two replied that they turned their stock four times. Replies from retailers at Cleveland, O., Portland, Me., Milwaukee, Wis., and Gloucester, Mass., stated that stock was turned less than three times. According to President Burt the retailers at Philadelphia turn their stocks more than three and a half times a year.

The answers show that thirteen dealers out of twenty-eight are turning their stock less than three times a year, and fifteen are doing better than three turnovers, while two dealers reported turning their stock four times a year.

Every dealer should turn his stock at least three times a year.

Many complaints are made that it is difficult to secure efficient clerks and that good salesmen are pretty scarce articles, so the replies to question No. 3 are interesting as throwing light upon this point. Out of forty-four replies received, twenty-three answered that they did have difficulty in securing good clerks and twenty-one answered no.

Buying "End" Sizes.

Question three is a vital one to every dealer as bearing upon the condition of his stock and as showing how carefully he buys his shoes. Out of forty-two replies, thirty-three said they were not buying too many "end" sizes and nine answered they did buy too many. Interesting comments were made by some dealers in replying to this question. One reported that he "kept careful track" of his "end" sizes, another said he bought too many small sizes but few large ones; one dealer sold all his "end" sizes to a job lot dealer in order to get his stock in a clean condition and he is now keeping close watch on his buying, and on his show selling sizes.

An analysis of the replies shows that the careful merchant watches his stock to keep the slow selling sizes within a reasonable limit, thereby conserving his capital and keeping his "dead" stock down to a minimum point. Commenting upon this analysis, President Burt said that if dealers bought only one pair of a size on the first order and then re-ordered from stock, they would never have a surplus stock of large or small sizes.

Merchants Getting Higher Prices.

The replies to question No. 5, relative to higher prices, showed that thirty-eight answered in the affirmative and only four in the negative. This condition of affairs is concrete evidence that retailers in general are getting higher prices for their shoes, and consequently a longer profit.

In some respects the replies to this question are even more remarkable than those on question No. 4, for they showed that shoe merchants have realized the changed conditions in the manufacturing of shoes, and the increased cost of doing a retail business, and have advanced prices to a point where they are certain of making a legitimate profit.

Many interesting answers were received to question No. 6. They showed that kid held first place in the demand for leather, with calf a close second, followed by tan and patent leather in the order named. The replies failed to state what lines, whether men's or women's, showed kid leather holding first place, but Mr. Burt said he thought most of the replies to this question referred to women's shoes.

Kid Leather Can Be Popularized.

A brief discussion of this question brought out several interesting opinions. H. B. Scates, buyer for Filene's store, said he believed in kid leather for men's as well as women's shoes; that kid shoes can be sold to all adults if it was used for stylish, up-to-date footwear. In his men's department kid shoes rank among his best three selling lines. President Burt said that 75 per cent. of his sales were on kid shoes. Brother Hagan said he believed in kid shoes, but that he could not make his men's trade see it that way.

In summarizing the replies to question No. 7, President Burt said that he included the question in the list sent out to find out for the benefit of the Boston members who may be planning to put in either hosiery or repair departments, which one pays the most profit, as there seemed to be a great difference of opinion on the profits which can be secured from the two departments.

Big Money in Repair Business.

The replies to this question showed that many dealers do not operate their own repair departments, while quite a few did have hosiery sections. President Burt was of the opinion that there was big money in a modern repair department. He said that up to last year he was in the habit of sending out his repair work to a contractor and that it averaged about \$400 and \$500 a month. Last year he put in his own department, which did a repair business of \$26,000 and cleaned up 30 per cent. He charges \$1.75 for whole soles and heels.

Another member said that last year his specialty store cleaned up 23 per cent. on repair work.

Greatest Abuse in the Trade.

The greatest abuse in the shoe business, as mentioned in the opening paragraph, was shown to be unjust claims by customers. President Burt said that this evil could be

greatly lessened, if not entirely eradicated, through co-operation of dealers in every city and town where there are local associations, and by agreement among dealers where there is no local organization. Considering his question in detail, President Burt said:

1. The fault lies with the manufacturers, and there are some who guarantee shoes beyond a reasonable time.

2. On the leather itself, such as patent or tan, on which no guarantee or promise should be made.

3. With the wearer. The manufacturer should accept as his loss, defects in construction and imperfect shoemaking. The real and greatest cause of this abuse lies with the retailer himself, who, in fear of losing trade, and in order to satisfy each and every customer, educates his clerks to set an example to other retailers by giving unjust, unreasonable and unwarranted allowances on worn shoes, regardless of whether it is the fault of the construction, the retailer, or whether the blame belongs to the wearer. This has been the fixed policy of retailers of shoes for the past twenty-five years. What are unjust claims on worn shoes? Let me mention a few.

Claims That Are Unjust.

1. Feet that perspire will rot and destroy the best cloth lining, stitching thread and upper leather made, and it is no fault of the shoe, whether it is \$3 or \$10 a pair.

2. Women who wear shoes too short and too narrow, will, in less than a month, stretch and break the vamp of the tip. They will run over the counters and heel, which destroys the shoes and makes them of no value.

3. If the wearer allows the shoes to become soaking wet with water, the box toe will fall and wrinkle. This is no fault of the shoe.

4. Women who toe outward and wear high heels will rotate on the ankle, and the body weight will fall inward, breaking down the counter on the inside and running over the heel, destroying the shape of the shoe—no fault of the shoe.

5. Nearly all button boots will in a short time break at the bottom holes, or the buttons will pull off, tearing the leather, or they will break out on the seam over the instep and rip. The construction or leather is not at fault, but the style of the shoe worn.

6. Anyone putting his feet on steam radiators, registers or stoves will burn the soles, and they will crack and wear out at once. No fault of the shoe, but the blame is caused by the carelessness of the wearer.

Trouble Tan and Patent Shoes.

7. Oil tan shoes change color and will burn and rot after being polished, due to the dressing and the friction of the cloth used by the boot-black. This will happen to any tan leather shoes made, regardless of the quality.

8. Patent calf or patent colt leather will crack in changes of temperature from the house wear to street wear. No fault of the shoe, but the

Don't be puzzled or uncertain. Buy YOUR Oxfords and Spring seasonable styles of Michigan's ONLY Specialty House. Get the line that leads to Modern Methods---and follow it.

The WONDERFUL Shoe for Men

Goodyear Welt



No. 112—Gun Metal at \$3.00

The Delightful Shoe for Women

Black Suede or Velvet Goodyear Welt



No. 5171—Suede @ \$2.60
No. 5181—Velvet @ 2.60

The WONDERFUL Shoe for Men

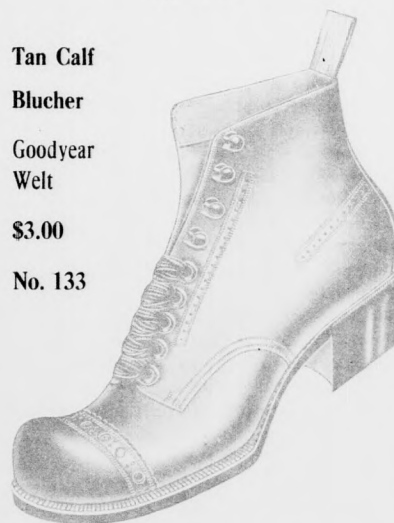
Tan Calf

Blucher

Goodyear Welt

\$3.00

No. 133



The Delightful Shoe for Women

Tan Calf Button Boots



No. 5130—Goodyear Welt at \$2.75
No. 5432—McKay... .. at 2.35

The Tredrite Shoe

Black Suede Pump



No. 6870—At \$1.65

The Tredrite Shoe

The Calf Blucher or Button



6530—Blucher McKay at \$2.10 6030—Welt at \$2.25
6630—Button McKay at 2.10 6130—Welt at 2.25

You better get our
Catalogues

The Styles shown herewith can nearly all be duplicated in any leathers or cloths or colors wanted.

Terms { 10% discount in 10 days.
5% discount in 20 days.
Due in 30 days, no discount.

Snappy Styles
Snappy Prices
Snappy Materials
Snappy Service

The Delightful Shoe for Women

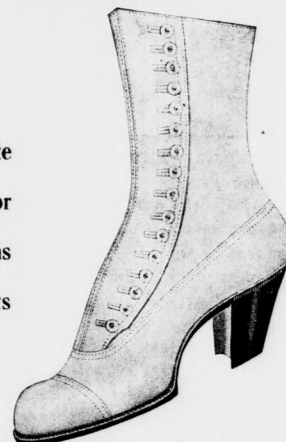
White Nubuck or Canvas Oxfords



No. 6121—Nubuck Welt..... \$2.35
No. 6620—Nubuck McKay ... 1.85
No. 6120—Canvas Welt..... 1.85

The Delightful Shoe for Women

White
Nubuck or
Canvas
Boots



No. 5121—Goodyear @ \$2.10
No. 5420—McKay @ 1.85

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

fault of the leather, none having been discovered as yet that is uncrackable.

9. No leather shoes can be made absolutely waterproof, like rubber shoes. Customers have been told that leather shoes can be made waterproof and they believe it, but it cannot be done.

Is any retailer in the United States justified in making allowances on above claims? Certainly the manufacturer cannot be held responsible for the above, or the tanner of the leather, then why should the retailer, who makes himself a "judge" decide that the wearer should have new shoes and make allowances "free" for the above claims?

The retailer who has the courage of his convictions should educate his clerks and instruct his customers that such defects and faults are beyond any rebate (in many cases the wearer is to blame), and that a reasonable charge should be made for the length and wear secured from the shoe.

If a man bought a suit of clothes and burned it with cigar ashes, could he go back to his tailor and get a new suit of clothes? Certainly not, and yet I have seen dozens of cases where men and women have put their shoes on registers or steam radiators (when they were wet) to dry, brought back to the store, stating that the leather was not good and expected new shoes on account of imperfect sole leather—the fault was entirely theirs.

Proper Charge for Wear.

What is a reasonable charge, to place upon worn shoes. It has been figured out by competent shoe dealers that $3\frac{1}{2}$ cents per day, or \$1 a month, is a just charge for the wear of shoes. Let the retailer see this matter seriously and take a reasonable view of the situation. Many of the leaders of to-day have realized the folly of unreasonable allowances, and they have set the example that on any case where it is right, an allowance should be made for shoes that are worn, but on the claims as above outlined they have felt that no rebate should be made, and if each and every one of the retailers in the country, backed up by the manufacturers, would come out fearlessly and stand for the right, the greatest abuse of the shoe business which exists to-day would no longer exist.

Some Features of the Shoe Trade.

The tanners are co-operating with shoe men in their effort to reconstruct shoes and are getting out new lines of medium grade leather.

Some new calfskins, for instance, made in medium grades, promise to serve excellently for popular priced shoes. New Russia finish calfskins in the medium grades will help a number of manufacturers to keep on making Russia calf shoes at popular prices. Kid leather tanners are getting out a new mat finish kid leather which serves very well indeed for boot tops. It is used as a substitute for mat calf.

The side leather tanners are producing in addition to their well known grades of patent and white buck leather, new colored buck leather and

tan box calf leather which are all very useful in making popular grade shoes.

Bottom Stock Being Studied.

Bottom stock, too, is receiving serious study by both tanners and shoe manufacturers. Sole leather continue at record high prices. The treatment of cut soles by chemical and mechanical processes to make them more durable and more flexible is now practiced in a number of factories.

A new idea in the manufacture of welt shoes which has recently appeared promises to help manufacturers keep down the cost of production.

Styles Becoming Normal.

Styles of shoes once more are normal. This is a very great help to manufacturers in their efforts to keep down production cost. A manufacturer can to-day buy sets of lasts and patterns with a reasonable expectation that he will use them enough to get his money back. He can also to-day offer his customers shoes of a style that is sure to sell as certainly as it is known that any style will sell.

The freak shoes on which manufacturers and retailers once took a chance or gamble have disappeared. Extra fine styles have been retained, of course, and the prices have been fixed on them to allow a reasonable profit. It is the popular grades of shoes, the shoes that are sold in the largest quantities, that have been worked down to a normal style basis.

The Trend in Toes.

Toes grow wider and higher as shoes go westward. The New York trade takes a toe that looks narrow. The Pittsburg trade takes a toe a little wider and a little higher, and the St. Louis and Western trade takes a toe still higher and still wider.

English lasts are not being pushed as strongly by manufacturers as they were a few months ago. In those cases in which English lasts have been introduced they have been modified to meet American requirements and have been given American names.

Manufacturers in this country are not eager to start a fad on English styles in footwear for fear that some would get so interested that they would import shoes from England.

Tendency in Heels.

The general tendency of heels continues toward low types. Heels of walking shoes are one inch or less. Heels of dressy shoes are higher. Some of the new heels are not as blocky as those on this winter's footwear. There is more of a curving shape to them.

Rope stitched edges and white stitched edges will be seen on quite a number of styles during the summer and even next fall.

Button Oxfords Conspicuous.

Button oxfords are conspicuous in the spring lines at the present time. Manufacturers commonly report steady increases in their sales. It looks as if they might be the best selling shoes for spring and summer.

The boot makers are not much alarmed by the rising popularity of button oxfords. It appears to them



This



Is our far famed No. 319 built from the best oil tan chrome leather. It is the synonym of comfort, and will satisfy more high instep, wide footed trade than any other shoe you ever sold before.

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

Elkskin Outing Shoes



These are solid leather shoes of **A1 Quality**
The upper leather is of our own tannage, made for hard wear.
The soles are of **Indestructible Chrome** tannage, the best wearing sole leather known.
Either rubber or leather heels may be had, and all shoes have bellows tongues to keep out the dirt.
Let us send you samples. They sell at sight.

HIRTH-KRAUSE CO.
Hide to Shoe
Tanners and Shoe Manufacturers
GRAND RAPIDS, MICH.

that the popularity of button oxfords will cut into the sale of plain pumps.

The button oxfords are made of all leather. They fasten with four, five and six buttons. Patent dull calf, Russia calf, white buck and cloth quarter oxfords are among the styles.

Button Boots Popular.

Button boots are holding their popularity in a way that pleases many manufacturers. They are well fitted up to make button shoes, and they find that staple styles in them are selling well.

A large producer of popular priced shoes for the big city trade says that about half of his business this winter season has been made up of patent leather, cloth and leather top boots of staple lasts and patterns, all button fastened.

Efforts to revive lace boots, which promised a while ago to bring results, have about fallen flat. A large percentage of the spring boots will be button fastened, and unless something unforeseen happens the same percentage of the boots for next fall will likewise be button fastened.

Boot tops are not as high as a year ago. They range from six to six and one-half inches high, which is half an inch lower than a year ago. They have straight tops, too. But about as many buttons are crowded on them as were on the seven-inch tops.

It seems necessary to put this number of buttons on boots to make the button flap lay neatly and smoothly over the ankle as good taste in dress requires.

Some manufacturers express the opinion that boots will sell this year even better than they did last year. The leading manufacturers predict a large boot business at Easter time, a considerable boot business during the summer and an early return to boots next fall.

Increases in Cost.

One of the minor increases in manufacturing costs, to which shoe buyers probably never give a thought, is the increase caused by the rise in the price of gasoline. Rubber cement, which is made of crude rubber and high test gasoline, is used in large quantities by shoe manufacturers.

Bills of shoe manufacturers for cement run from \$10 to \$200 a week and, in some cases, more, according to the size of the business and kind of shoes made. The price of gasoline has doubled lately, and the price of rubber cement has followed it, and likewise have the cement bills of shoe manufacturers increased.

This is only one of the minor increases in cost of making shoes. It is important because shoe manufacturers must pay the increase and get good cement in order to make their channels hold and their seams tight.

Frankness is an adjunct of business sincerity, and it implies keeping your word to patrons and giving them service and quality. The business house which does not religiously keep its promises is beginning to slip, in fact it has already slipped, and is traveling rapidly on the down grade.

Dealers Like Parcel Post.

Detroit merchants are extremely well pleased with the experiments they have made with the parcel post and, in fact their use of the new Government mail service has passed beyond the experimental stage. They have learned that the parcel post can be used at a great savings in the delivery of goods both inside the city limits and to customers in suburban towns. Many of the shoe dealers, especially the big downtown stores, are using the mail for delivery of a big proportion of their sales.

A package of shoes sent by mail in the morning is delivered anywhere in the city during the afternoon and at an average of 6 cents. Under the old system most dealers intrusted deliveries to an auto delivery company. This service was usually far from satisfactory and there were constant complaints of delayed deliveries. In addition the old system was far more costly.

Big stores, like R. H. Fyfe & Co., make special reference in all of their advertisements to the parcel post and invite suburban customers who cannot visit the stores to do their ordering by mail. The inauguration of the parcel post has increased the mail order business of most stores more than 50 per cent.

The Vogue of Grey.

In the higher grades of women's shoes changes of material seem to be following one another about as fast as the electrical waves of a Marconigram. Fortunately the style waves do not all reach beyond the limited circles of metropolitan trade. In an increasing number of the "custom shops" it is becoming the rule to display new effects only until they are copied by the dealers next below in the gradations of fashionable standing. Then they are dropped for something new. But when a new material is adopted by the more conservative stores it is apt to have its run through the whole trade. Gray cloth tops have for some time been a proper thing in the custom trade and gray suede has also been an acceptable topping material. Now, however, the preferences seems to have turned to smooth leather. Gray calf and gray glazed kid of "goatskin," have appeared as topping, paneling, heel covering, etc.

A gun metal heel foxed pump with dark neutral gray calf quarter has sprung into sudden popularity in the style centers. And this has been followed by a button boot made with a circular vamp and covered heel of patent leather and with a light gray kid quarter.—Shoe Retailer.

Conveniently Placed.

A considerable number of Americans and some Europeans connected with the Diplomatic Service are aware that there are streets in Washington named for the letters of the alphabet. People who live in the capital frequently write I Street, "Eye Street"; T Street, "Tea Street," and P Street, "Pea Street"; but it was left for the car conductor imported from London to ring another change

on those abused street names. A woman passenger—a stranger in the city—had asked this conductor to put her off at Lutheran Church—which happens to be on L Street.

"He'ye Street," called the conductor on reaching I Street.

"Kay," he shout at the next corner, and then, at the next:

"H'ell—all out for the church."

Riches do not make a man happy; it is what he gets out of them.



We Invite You to Send

for one of our catalogues, as we believe it will prove of exceptional interest to you.

We are showing some smart new styles in the "BERTSCH" and some new numbers in the "H. B. HARD PANS" that are sure winners.

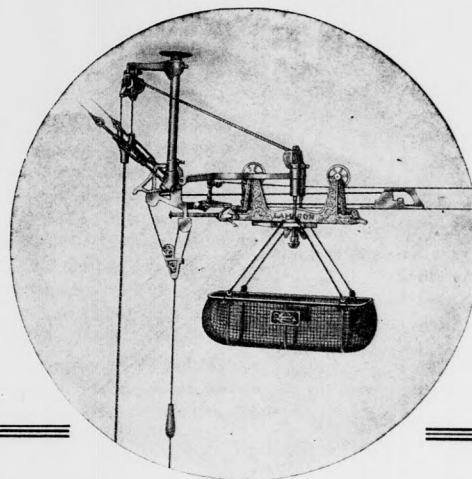
May we show you why these lines are better lines for you to handle?

Become a BERTSCH and H. B. HARD PAN dealer this season.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS, MICH.

LAMSON



With Lamson Carriers in your store you settle the "service" problem at once and for all—no matter how fast or how large your business may grow.

Lamson Carriers are elastic, they stretch to meet the largest or they contract to serve the smallest store. They centralize and save expense and lost motion.

Ask Your Neighbor!

Wire, Cable, Tube, Belt and Pick-up Carriers.

THE LAMSON COMPANY
Boston, U. S. A.
Representatives in all principal cities

SERVICE



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.

When and How to Take Stock.

Stocktaking. This is a word that means a lot and one that is thought of by some with dread because it means extra work. In many stores one will find clerks at this time of year grumbling and saying to one another, "Soon we'll have to come back nights and take stock. I wish it was all over."

Everyone will acknowledge that the job of taking an inventory of what is on hand at the end of the year is not a pleasant occupation, but if the work were not done, where would the merchant be at? He could not tell what lines were good sellers and what were "stickers." He would be at a loss to know what lines to buy and in a quandary as to just how much money he was making. If he finds he is only making 3 per cent, net, in his business, he might just as well put his money in the bank and sit down and watch it grow. The banks will pay 3 per cent. on all money a man cares to give them.

The writer once found a man who did not keep track of his stock and had it scattered all over the store. He was asked how he knew he was making money out of the business. "Well," he replied, "I am getting three square meals a day, have a good bed, so I figure I am making money." So he was, but he could have made a whole lot more had he conducted his business in a right manner and kept good track of his stock.

Then, again, if a man does not keep an accurate statement of his stock on hand, how will he know how much insurance to place? And in case he has a fire, how is he going to fix his claim? No insurance company will pay a man simply on his statement that he has lost so much goods. They have to be shown.

Which Time is Best?

Opinion differs among dealers as to what is the best time to take stock. It depends altogether on the nature of the trade done. Some dealers have a dull month in January, while February is the slack time for others. In most cases, however, the latter month usually sees trade slow down and, therefore, this seems the most logical time to take an inventory. One progressive dealer who does the work in February, gives as his reason that during January he is given a chance to clean up a lot of stock that was left over from Christmas trade,

such as cutlery, brass jars and candlesticks, and other lines that it will not pay to carry over. Last year, between New Year's and the first of February, this man cleaned out over \$700 worth of this class of goods. He also uses this month for sending out old accounts and collecting money. Then, too, he carries a lot of heavy hardware, such as pipe and carriage parts, and these are not in great demand at that time. Another reason is that spring goods arrive around the first of March, and if stocktaking operations are just being completed at that time, the new goods can be sorted and put in with the stock that has been left over from the previous year.

Keep a Stock Book.

The work of stocktaking would be greatly lessened if all retailers would adopt the methods employed by some of the larger stores. Some dealers keep a stock book and in this have one or more pages devoted to each of the many lines they carry. When the book is started, the amount of each line on hand is entered and when a new shipment is received, it is entered up and added to the number of that line on hand. In this way, the dealer can tell in a minute just how much stock of a certain line he has and, too, at the end of the year he knows just what lines have sold the best and those that have been slow. This helps him greatly in his buying when the next season comes round. Again, in case of fire, he can tell at a moment's notice just how much stock has been lost and what his claim will be. If you do not care to enter up the goods as they come in, file the statements of the wholesalers, and at the end of every month enter the goods in the book.

Do Special Sales Pay?

Whether or not special stock-reducing sales should be held previous to stocktaking time is a question for the dealer himself to decide. It depends on the locality he is in. Some retailers in outlying parts of a city say it does not pay to slaughter prices, for the people will jump on a car and go down town anyway to make their purchases. Others say it does pay a man to greatly reduce his prices on some slow lines in order to get rid of them. The Russill Hardware Co., Toronto, hold special sales every Saturday in the year in order to reduce stock of lines that are not moving fast enough. Starting on Wednesday of each week, Mr. Russill and one or two of his clerks go through the stock and find out the "stickers" and these are put down for the Saturday "special." A large advertisement is prepared and inserted in three or four

H. Eikenhout & Sons

Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Prompt shipment is our hobby. Give us a trial on your next order of roofing or building paper.

Foster, Stevens & Co.

Wholesale Hardware

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

SEASONABLE GOODS

Lawn Hose { Elk, Gulf
Moore, Sphinx
Clipper, Revero

Half and three-quarter inch

Lawn Mowers: "F. & N." Complete Lines

Diamond Steel Goods

All Above Factory Brands

"Michigan" Oil Cook Stoves

Michigan Hardware Company

Exclusively Wholesale

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

Use Tradesman Coupons

of the Toronto dailies. The result is that the firm gets people from all over the city as well as farmers from the surrounding country, for the store is located right near the city market where all the farmers come to sell their produce.

Methods to Use.

When the actual operations commence, the clerks, as every dealer knows, should be set apart in twos, one to call off and the other to write down. The nature of the stock sheet used varies in different stores, but the most common one is that containing columns for the article, the total number, the cost of the thing and the total value.

All the articles of one kind should be gathered together before hand, in order to save time. To save more time, the extensions need not be made at the time of writing down, although the man with a sheet sometimes has a minute while the caller-off is getting a bunch of stuff together. He can then extend a couple of items, or as many as he has time for. One large retail firm never makes an extension till after a record of all the goods has been taken. Then they divide the sheets in equal numbers and give each clerk his share to take home and work on. The reason for this is that a clerk, who is writing down, might hurry to extend a few items, while his partner is collecting, and make a mistake in the extension.

The loose-leaf system is a good one to employ. It saves a lot of time, and the records can be filed away in better form.

Keep Track of Sales.

It is absolutely necessary to keep an accurate tab on stock sold and shipments received during stocktaking operations. The stuff can be recorded in the counter day book and this gone through either at the end of each day or when the work has been finished. Records of all goods that come in should be carefully filed away and added to the amount shown on the stocktakers' reports.

Never buy in large quantities while you are taking stock, unless, perhaps, you get a chance to pick up a lot of goods that you know to be a bargain. Only staple lines should be purchased, and these in small lots.

Importance of Cost Mark.

It is essential to have the cost mark on all goods. Most retailers do this, but there are some who have just the selling price. The man who has only the latter mark will find the work of stocktaking far greater when he discovers that after putting down the number of articles on hand he has to look up old invoices and find what the goods cost him. Not only at stocktaking time will the absence of the cost mark be felt, but, supposing another dealer in your town comes in and asks you for an article he has run out of, how will you know what to charge him, without looking up your invoice? Quite recently the writer was in a hardware store talking to the proprietor, when another dealer came in and asked him for some axe handles. He had run out of them and wanted a dozen

to fill a rush order. The dealer of whom the request was made did not put the cost mark on his goods, and as he wanted to give his competitor a better price than his regular selling cost, he was forced to hunt through a big pile of old bills to find out what the goods cost him.

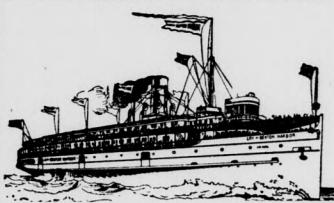
One Dealer's Good Plan.

Jobbing house catalogues are gotten up practically all the same, and the prices, as a rule, are alike. Wm. Walker & Son, Toronto, always keep one of these in the office and when a bill comes in, they check it with the catalogue. If there has been a change between the price charged on the bill and that quoted in the catalogue, they make the change in the catalogue. Then when stocktaking time comes around and they come across an article on which they know there has been a change in price, they look up the catalogue and find the prevailing cost. If some of the old goods are marked at a price lower than that then being charged, they enter the old goods on the stock sheets at the price then being quoted. Thus they are that much ahead.

A. F. Erickson.

Waiting for Orders.

The station-master on the Eastern Indian Railway has been given strict orders not to do anything out of the ordinary without authority from the superintendent. This accounts for his sending the following telegram: "Superintendent's Office, Calcutta. --Tiger on platform eating railway porter. Please wire instructions."



CHICAGO BOATS
Graham & Morton
Line
Every Night

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

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

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

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

Reynolds Flexible Asphalt 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. Ask for Sample and Booklet.
Write us for Agency Proposition. Distributing Agents at

Detroit
Saginaw
Lansing
Jackson

Kalamazoo
Battle Creek
Flint
Toledo

Columbus
Cleveland
Cincinnati
Dayton

And NEW YORK CITY

Youngstown
Buffalo
Rochester
Syracuse

Utica
Scranton
Boston
Worcester

Milwaukee
St. Paul
Lincoln, Neb.
Chicago

H. M. REYNOLDS ASPHALT SHINGLE CO.
Original Manufacturer, 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. 🍷 🍷 🍷 🍷 🍷



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

Michigan Knights of the Grip.
 President—Frank L. Day, Jackson.
 Secretary and Treasurer—Wm. J. Devereaux, Port Huron.
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Michigan Division, T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
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 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 28—Traverse City U. C. T. Council held its regular meeting last Saturday evening. Before the regular meeting was called we were entertained by the ladies committee with a pot luck supper which was enjoyed by all. At this time Mr. and Mrs. R. E. Weaver were presented with a handsome cut glass bowl, showing the high esteem they were held in by our members. Mr. and Mrs. Weaver intend to make Grand Rapids their home in the future. After luncheon, Senior Counselor W. F. Murphy called the meeting to order, all the officers being present. Regular business was transacted and, in fact, this seemed like a good fellowship meeting, for every one had something to say for the good of the order. Reports of our Jurisprudence Committee and our Booster Committee for Grand Rapids were listened to and these committees sure have been doing some good work. Brother Stevenson, of Owosso Council paid us a visit and favored us with a nice talk. Come again. A hearty vote of thanks was given Mr. Harry Ohmer, manager and proprietor of the Whiting Hotel for the many favors he has extended the boys in the past by allowing committees to meet at this popular hotel. Mr. Ohmer always did make a hit with the boys.

A. L. Sorenson, of Manistee, does not arrive in Traverse City Friday afternoons and remain until Monday morning as he used to. He shows up at the Musselman office now about noon Saturday and leaves for home

the same afternoon. Married life does sure make a difference. Keep it up, Al.

Mrs. Geo. Creech is spending a few weeks visiting in Waukegan, Chicago and Milwaukee. George is home all alone.

A number of our members attended the meeting of the Committee of Twenty-one the other evening and all report that this Committee is doing a great deal of good work for the interests of Traverse City. Frank Gardner, Archie Jourdan and Adrian Oole were called on for a few remarks representing the traveling men of our city. Good work. Boost it along.

C. A. Cressy reports that his chickens are a success since Frank Wilson has put in his spring garden.

Not an officer in our Council used a ritual during the meeting. That's going some.

Jay Young, (Musselman Grocer Co.) since his election to a member of our Executive Committee has purchased an automobile. Jay will make his territory this summer with his machine.

Bill Smith, of Buckley, spends nearly every Sunday in our city. Bill has taken quite an interest on South Union street. Well, W. E., we can certainly imagine how lonely it must be Sunday at Buckley, but why don't you marry the girl?

The Booster Committee has made arrangements to have W. G. Wyman's mustache removed before the Grand Rapids convention. Good!

James Flaggart, of soft drinks fame, enjoyed a ride in a side door Pullman the other day from Central Lake to Bellaire. Still Jim believes that the P. M. does not need the money.

Jack Arata, family and household goods have moved to Petoskey for the summer. We hope to see you again in the fall, Jack.

Any U. C. T. who is desirous of obtaining a position on the road may do well by communicating with the writer.

Thomas Fralick has again taken the management of the Shamrock Hotel, at Copemish, and will try and favor the boys with his usual good service. Tom, the boys are all glad to see you on the job again.

Frank Wilson, of our city, came very near meeting with a serious accident while at East Jordan. Frank was riding in a closed carriage when the pole dropped down and the horses began to run and Frank only saved himself by jumping. Frank says he nearly looped the loop.

Chas. A. Cressy has severed his connection with the Singer Sewing

Machine Co., after being with them continuously for the past twenty-five years, and has accepted a position with the Oswald Lighting Co., of Chicago. Best of wishes, Charles.

Traverse City Council voted to assist financially the flood sufferers in our sister States, Ohio and Indiana. Only a brotherly act. From the Atlantic to the Pacific, Canada to Mexico, the beneficent fruitage of U. C. Tism is plentiful, its protection is permanent, its plans practical. We mean we give a plentiful, practical and permanent protection.

Assessment No. 116 expires Thursday, April 24. Did you protect yourself and family? There are really a few men who comprehend the true worth of their insurance, but who afterwards sincerely regret that they lapsed. It reminds one of the old saying that "A cow does not know what the tail is for until she has lost it and fly time is a hand."

Traverse City Council has won the flag. Our net membership gain was twenty-six or 25 per cent. The prize that was offered by our Grand Counselor Adams certainly inspired every council in the State and created extra enthusiasm. While every council did not win the flag, it certainly did every council some good to work for it. Only one council could win it.

Chas. Cressy, of our Council, favored us with a nice talk along the lines "Votes for Women" at our last meeting.

Boost for the Grand Council meeting in Grand Rapids June 13 and 14. Grand Rapids knows how.

Fred C. Richter.

Something Besides the Dollar Mark.

In sending the Retail Grocers and General Merchants' Association \$10 for honorary membership in the organization, a leading manufacturer writes as follows:

"In congratulating you on the growth and added benefits which you have developed during the year, will say that it is our belief that the healthy tone of the retail trade-to-day is due, largely, to the educational influence of organization. We do not think, however, that all the efforts of the organization should be directed toward the selling end of business and would suggest the consideration of teaching and urging discrimination in buying.

"Too often the young man trained in a particular line enters business for himself, experienced in every feature except the purchasing of goods. Naturally, he favors the 'long shots' or lines which offer the largest margin of profit and too often finds his investment a permanent one, which eventually winds up in a loss.

"Staple lines which yield a fair profit are the foundation of continued trade. They have proved their value and the customer accepts them as legal tender. There is the retailer who keeps saying 'here is something new and it costs a cent less. Try it and, if not satisfactory, bring it back.' He is the man who can never establish a valuable goodwill for his business. He is running more of an experiment station than a store.

"A short time ago the writer visited a city of about 20,000 population and called on a friend who runs a retail grocery store. He is doing a heavy business in the suburbs and handles nothing but staples. Never has any bargains. His customers know his brands. They are reliable and his telephone carries a constant stream of orders. He informed me that he had done a business of \$60,000 last year and 90 per cent. of this came over the telephone. If he should change to unknown brands, with a little more profit, he would lose half of his business in a month and load his shelves with dead stock.

"I believe experience will bear me out in the statement that goods for which a demand exists and which require little time or effort to sell and turn the money over several times a year, even on a smaller margin, are the money earners of trade and the goods that have to be hitched to others and, as a last resort, given oxygen treatment of salesmen's hot air to move them, are the rocks that bump the retail craft."

FOR SALE

Store at LeRoy, Mich.

Stock: Dry Goods. Groceries. Shoes. House Furnishing Goods. Furniture. Dishes.

Frame Building 2 story. 50 x 75. cellar 50 x 75.

GODFREY GUNDRUM.

Spring Lines For 1913 Now Ready



Hats, Caps
Straw Goods

G. H. Gates & Co.
Detroit

Write for Catalogue

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, April 28—We sincerely hope that by some favorable turn in the wind we will not lose our dear friend and vociferous kicker, Sunny Jim, for what would we ever do without his Cogent Criticisms? In the last issue we got ours all right, all right, Sunny, but we took ours good naturedly and it is just because we believe, as we have said before, that there is an honored place in this world for the intelligent kicker. This is the reason we love you, Sunny. We hope you will come again and often. You're a pretty good fellow at that.

The Tamarack Co-Operative Association, at Calumet, is the largest co-operative proposition in retail merchandising in this State, if not in the country; also the most successful. It was organized in 1890—twenty-three years ago—and has every year showed a substantial gain. To give an idea of its magnitude, its paid in capital stock is \$68,100; its total sales from Jan. 15, 1912, to Jan. 1, 1913, were \$845,930.90; it paid dividend No. 22 of 12 per cent. this year, amounting to \$103,947.02 and has paid in total dividends to date since its organization \$1,144,006.53 and shows total sales since organization of \$9,763,330. In its general merchandise store it runs eight different departments, consisting of groceries, boots and shoes, dry goods, clothing, crockery, ladies' ready-to-wear goods, hardware and furniture, besides a meat market in a separate building. In the department or general store ten delivery wagons are employed and as many more in the meat market. It employs some eighty people in all, exclusive of the meat department, and sells 90 per cent. of its volume to its own stockholders. It does no wholesaling. Some retail store, all right!

If you and I, just you and I
Should laugh instead of worry;
If we should grow, just you and I
Kinder and sweeter hearted,
Perhaps in some near by and bye,
Then what a happy world 'twould be
A good time might get started;
For you and me, for you and me.

We expect to visit the Grand Rapids convention as tame as a mouse, just on our own little hook, with no connection with any little "stunts" of any kind and with no particular object in view other than to read our report as Chairman of the Committee on Railroads and Transportation and to visit with Mr. Stowe and, perhaps, purchase some furniture with which to "tog up" our enlarged domicile.

We last week had the pleasure of visiting at the office of the Keweenaw Miner, a bright and newsy weekly published at Mohawk, in Keweenaw county, the most northerly county in the Upper Peninsula. Keweenaw county is quite an historic county, being associated with at least two interesting pieces of history. It is the birthplace of Michigan copper, as copper was discovered and mined on an extensive scale there long before the Calumet & Hecla or any other Houghton county mine was ever discovered or even thought of. It is also the birthplace of Pythian Knight-hood, inasmuch as Justis H. Rath-

bone, when a poor teacher at Eagle Harbor, wrote the first ritual of the Knights of Pythias, being inspired to do so by his impression of the love of two men, one toward the other, the story of Damon and Pythias. Within the last few years the old school house in which Rathbone wrote the ritual has been purchased by the State organization of the Knights of Pythias. We were indeed pleasantly surprised to find the Keweenaw Miner housed in a substantial and comfortable building of solid stone and to find that it is equipped with the most modern machinery, not only for the getting out of its up-to-date paper, but also a most astonishingly up-to-date equipment for the getting out of both job printing and book-binding. It also publishes a monthly, a little magazine named the Nut Shell, whose mission in the field of literature seems to be the dissemination of choice pieces of real literature, interesting and witty sayings, with a crispness and flavor that is both appetizing and refreshing. It is a pleasant antidote for pessimism and longfacedness and is calculated to route the heart ache and the sadness and let the other fellow do the worrying while you do the laughing. Here is a good sample:

"A traveler who believed himself to be the sole survivor of a shipwreck upon a cannibal isle hid for three days in terror of his life. Driven out by hunger, he discovered a thin wisp of smoke rising from a clump of bushes inland and crawled carefully to study the type of savages about it. Just as he reached the clump he heard a voice say, 'Why in h— didn't you play that card?' He dropped on his knees and devoutly raising his hands said, 'Thank God, they are Christians.'"

C. M. Sullivan and John Keyes, two prominent Knights of the Grip who live at Hancock, are planning a trip to Ireland. They expect to sail on the Empress of Ireland the second week in June. Wonder if they expect to "get in" on the home rule game!

We are all well pleased to hear of Jay R. Pearce's advancement to a position of District Manager of the company he has so ably represented during the past year. He is to have a staff of seventeen agents working under him in Dakota, Minnesota, Northern Wisconsin and Michigan. For the present his headquarters will be at Hancock, but he may eventually move to Duluth. We are glad to hear of a young man making good and Jay is a prince of good fellows and everyone of the 150 Upper Peninsula traveling men are his friends.

The Durham House at St. Ignace, under the management of its owner for many years past and we hope for many years yet to come, Jim Campbell, better known as the "my wife and I" hotel, has been re-opened, much to the pleasure and satisfaction of his old friends on the road. He and Mrs. Campbell took a well-earned vacation during the winter, closing the hotel up while he took in the sights, and has again

re-opened it and will, in the future, keep it open all the year round, reports to the contrary notwithstanding. "My wife will look after the cuisine end of it and I will be at the desk and in the office as usual, attending to the wants of the public and reading poetry to the lady guests as of yore." Ura Donald Laird.

Chirpings From the Crickets.

Battle Creek, April 28—All you fellows who find your business a little quiet and feel that you can leave your territory alone for a little while, without your competitors eating you up, come in and help your good wives clean house. A change is as good as a rest, you know, and it has a tendency, to make you strong with the Mrs.

Brother H. W. Ireland, out on R. F. D. No. 4, got three of his brother counselors out to the "farm" Friday night and gave them a music lesson. The idea is a future quartette for 253.

Norm was singing "do" when I saw him last, with deep feeling. Don't know whether he had in mind the foundation of N. B. Co.'s products, the composition of his expense account or just the good old musical term he is learning to strike with accuracy.

James M. Goldstein the Tradesman correspondent at Ludington, in last week's issue, made a note in his article that he felt I had a poem mailed for that issue. Rather a good guess, James, as I did have a poem in the mails, composed by C. R. Foster and printed last week. This coincident denotes a gift you have, Brother Goldstein. I just don't know what it is or whether you can use it for your personal betterment, so don't take it too seriously.

Where are our Grand Secretary's weekly items?

Did you boys read the dandy clipping from the Ludington Chronicle on page 25 of last week's issue of the Tradesman regarding James M. Goldstein? Sounds nice. Glad to read such articles regarding brother U. C. T.'s. It is such honorable, clean and earnest men that have made the U. C. T. the factor in business and social life they have become throughout the country.

Clarence Van Liew, of 253, came home for Sunday.

Oscar Ware and Charley Harvey, of Athens, were in our city Friday. Both of these gentlemen are the friends and well wishers of the traveling man, both being in business to accommodate them. Oscar stayed over night and took his family to see The Trail of the Lonesome Pine. Charley went back to Athens in the afternoon via The Trail of the Lonesome Time.

Richard Mitchell has started out for a Milwaukee candy house. Richard used to cover some territory for Taylor Bros. Co.

Grand Counselor John Q. Adams visits Adrian Council the second Saturday in May.

M. L. Blakeslee called upon city trade the latter part of the past week. M. Tuit, of 253, has returned from a very successful trip into the Thumb.

Tilly is one of the old guard of 253 and we hope to see him up in Arcade hall from time to time.

J. O. McIntire spent Sunday with his family.

We have one more regular meeting before the State U. C. T. convention at Grand Rapids, June 13-14. This meeting will be called in the afternoon of Saturday, May 17, at 2 o'clock sharp. Many details regarding the coming convention will have to be taken care of at this session. We want all you boys to be with us at our next regular session because we want you and yours to go to the State convention. Our neighboring councils are planning for this big convention and you don't want Battle Creek to go unprepared to show the bunch that we are alive; that we have two boys in the Grand Council and timber galore for any old council or office. No hotel expense for the ladies, the largest council in the State to entertain a "wet" town, two big candy factories that will leave it to the visiting ladies to decide which turns out the goods. Breweries that will put the same proposition up to the men. Base ball talent galore and, if you are real nice, I am sure Mr. Stowe, of the Tradesman, would be pleased to have you call and extend the day's greetings. No. 253 must also decide regarding our trap-pings. Will we go looking like the Emperor's private body guard on Coronation Day or as commercial men out for a frolic? Be with us May 17 sure. We would especially invite Geo. C. Steele to be with us.

Guy Pfander.

Seepings From the Soo.

Sault Ste. Marie, April 28—Camp & Morris, at Kinross, have dissolved partnership, Mr. Camp taking over the business, while Mr. Morris has moved to the Soo.

The streams and creeks at Fibre, which have been freshly stocked with fish from the nearby streams, are waiting the anxious anglers May 1.

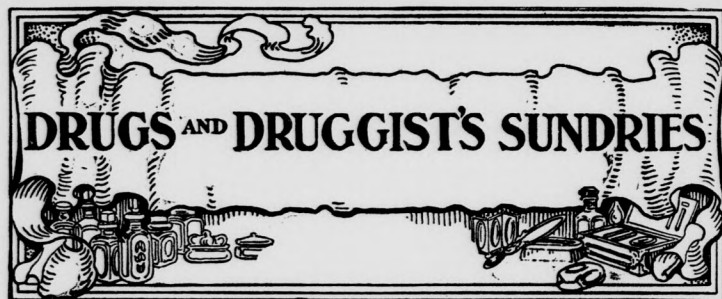
John Crawford of Rudyard, has opened a meat market and expects to do a wholesale and retail meat business. This makes two meat markets for Rudyard and we understand that low prices are being made, while the meats cost higher than any other place in the states at the present time.

Drummond Island is again in connection with the outside world. The mail boat has started making trips from DeTour, and a number of young folks went to the Indian Sugar camp on horseback last week and reported a joyful time.

Ed. Taylor, of Pickford, is a frequent visitor to the Soo again with his automobile, carrying home loads of supplies each week.

It was a pretty sight at the canal the latter part of last week just before the boats got through the canal as they tied up eight and nine abreast, especially in the evening when they well all illuminated. It was a rare treat for the early tourists who happened to be here at that time.

W. G. Tapert.



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.

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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.

Pharmacy Is Not Going Backward.

I have no desire to rush in print, or take up much of your valuable space. I was very interested, however, on this topic to find it worthy of a reply.

"Is pharmacy going backward?" I am not quite certain as to the object of your subject. It can be construed to refer both to the moral and ethical status or the scientific development as retrogression, or advancement. I will endeavor to touch on both sides of the question as I see them.

I have always been a stickler for pharmacy under ethical lines—not ultra-ethical, just plain common-sense ethics—that which appeals to character, honesty and stability.

Pharmacy is not going backward but the character of some of the men are sadly deteriorating that have taken up this one-time noble calling. How exasperating this existing condition of sandwiches, pies and eggs at 5 and 10 cents! The gratuitous serving of crackers and cakes with your soda for 5 cents a glass! Can we sell you an umbrella? This is a very rainy day. Can the public respect such a degrading exhibition as this? Can there be any doubt that we are going backward?

While I appreciate the fact of the chain store, destroying our opportunities, it must be said to their credit that which rightfully belongs to them, that they employ, with but few exceptions, first-class clerks and pay good salaries. In regard to the drugs handled by them, you will find on close enquiry that they are very discriminating in their purchases, being desirous at all times to keep in stock the best drugs obtainable. They are close followers of the pharmacy laws, and are particular and careful to live up to anything embodied within them

which prohibits the sale of narcotics and drugs used for reprehensible purposes. One would infer perhaps from what I have said in defense of the chain stores that I favored their methods. Far from that is my object. I do not want criticism heaped against those that are not guilty, as a subterfuge to cloak over the unscrupulous so-called ethical pharmacist, who tries to cover up his nefarious practices of sophistication and dilution—the kind that is done solely for greed and gain, where the dollar is placed above the man.

The chain store with its enormous capital and power back of it must necessarily in time destroy the prospects of pharmacists doing business in large cities. The effects of low prices on proprietary medicines, the specials on drugs, toilet requisites and powerful advertising are the magnets that bring the trade to their stores, which unfortunately is the reason why so many of us are compelled to abandon our pursuits in pharmacy.

The pharmacist in the small towns can still thrive by continuing business on a solid business basis, i. e., selling his merchandise at a profitable figure and keeping in mind at all times that the most powerful weapon at his command is the confidence of his clientele, and honesty of purpose. Let us not hide our light under a bushel; let us be honest when giving the real reasons for defeat and failure, when we are not in competition or hampered by a chain store, and say that the character of the individual did not measure up to his calling, for on him depended the complexion of the kind of business he was following.

Is this clamor for higher education to be the solution? I say no! While I am in favor of higher education, and I appreciate the necessity of obtaining young men with at least a preliminary knowledge on a par with a second year high school grade, preferring, if feasible, to even go beyond that, that of a high school diploma, if that would help us out of the situation. But to what advantage, excepting to fit the individual with a quality of brain that will permit him to absorb instruction more readily, over a lesser degree of intelligence. That, unfortunately, does not solve the problem, for after he attains the object sought, that of a graduate in pharmacy, then comes into play the serious part—the character of the individual. Can he elevate his calling when he lacks the moral courage, manliness and force to stand by the common ethics of his teaching?

Within the past ten years much has been done for our profession. The improvement as to formulæ, standardization and assay have been factors which have done considerable for therapeutics in calculating their benefits. The National Formulary is a work of incalculable good, giving us a contribution which should be highly appreciated. The character of the men in completing this work are of the highest type of intelligence—men of great capacity—and it is right here at this juncture that the writer must stop and ponder, almost to embarrassment, to think how commercialism has victimized and robbed them of a prestige they so fittingly deserve.

In many of our institutions where pharmacy is taught great improvements have been made for imparting knowledge to the matriculant. The faculties have strengthened by the personnel of the men selected for the work.

Our State associations through their efforts in scientific pharmacy have given birth to many new contributions which have been of inestimable value to the medical profession. The physician recognizes and respects the real value of a good pharmacist and how closely they are allied to each other's interests. We need by no means feel that we are subordinate in ability or professional standing, for in each instance the true end of satisfaction is reached in the character of the men of their respective professions. The inauguration of the Regents Counts for the admission of students to our colleges was an ideal step in the right direction, requiring of them a particular fitness to enter in their studies. Much time and untiring work has been given to legislative matters which has been the means of strengthening our narcotic laws, eliminating to a great degree the traffic of habit-forming drugs. Our activities and hearty co-operation in the pure food and drugs laws have done much in prosecuting this important measure to a successful conclusion, all of which tends to show that we have not been lax in our interests for the advancement and moral progress, having at all times in mind a high state of efficiency.

I might go on and on citing other important things that have been done, would space permit. It appears to me that the most ardent critic could find no fault with our showing, along the lines of improvement and progress, so far as it purports to the laws, course of study, scientific research, pharmacopœial revisions, etc.

Pharmacy is not going backward, but the individual is going backward. Never in the history of our chosen calling has so much advancement been made as in recent years, in practical and theoretical pharmacy. The men at the head stand high in knowledge and ability in the educational congress of our country. They have given time, patience and untiring energy to the cause. Monumental sacrifices have been made in their contributions for our advancement and betterment. Can we afford to blind our whole future by throwing

away an opportunity that is still left for us?

Like the swaying oak, we have been bending; but with its vigor and strength it stands strong and sturdy against the ravishes of time, unyielding and defiant. Let us emulate this example of fidelity and strength by an unrelentless effort for the uplifting of our profession, so that the old landmark, "Our Pharmacy Oak," will not be entirely obliterated from our view.

David Strauss.

Care of Chocolate Candy.

The carelessness of retailers in the treatment of candy, especially chocolate, after it reaches their stores, is often responsible for a great deal of complaint and prejudice against his goods. Many storekeepers give no attention to the fact that chocolates without a wrapper quickly lose their aroma and absorb the aromas of other articles set near it. Uncovered boxes and trays of goods are exposed in windows sometimes for too many days.

For the sake of the trade in general and his own in particular, the retailer should be careful not to expose his goods to dust, air and foreign odors. The idea among storekeepers is that the display of the naked chocolate attracts customers and induces them to buy. The idea is correct, but the very fact that candy is uncovered might offset any inclination to buy, especially these days when the cry against germs and contamination is heard on all sides. Package goods, of course, are not subject to exposure to other odors or "smells," as they might be more aptly termed, but they suffer mightily from exposure to the sun.

One of the most impractical ideas is placing the whole stock in the window or atop of the show case. Manufacturers of bulk chocolate goods would do well to call attention to the susceptibility of chocolate to lose much of its fragrance by exposure to the air, and it could be done by placing a label on the container with the information. Small samples might be placed in the window wrapped, but should not be sold.—International Confectioner.

Attention is called to the advertisement of the Rapid Egg Tester Co. in the produce department of this week's issue. This tester is meeting with hearty recognition at the hands of the trade. A sample is on exhibition at the office of the Tradesman.

Some people make light of trouble; others keep it dark.

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.

WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb		Digitalis	
Acetic	6 @ 8	Erigeron	@ 2 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	21 @ 24	Hemlock, pure	@ 1 00	Gualiac	@ 60
Citric	48 @ 55	Juniper Berries	@ 1 25	Gualiac Ammon.	@ 70
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@ 1 00
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	@ 4 00	Iron, clo.	@ 60
Tartaric	38 @ 42	Lavender, Garden	85 @ 1 00	Kino	@ 75
Ammonia		Lemon	4 00 @ 4 50	Myrrh	@ 60
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 51	Nux Vomica	@ 50
Water, 18 deg.	4 1/2 @ 8	Linseed, bld. less	55 @ 60	Opium	@ 1 75
Water 14 deg.	3 1/2 @ 6	Linseed, raw bbls.	@ 50	Opium Camph.	@ 60
Carbonate	13 @ 16	Linseed, raw less	54 @ 59	Opium, Deodoriz'd	@ 2 00
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Rhubarb	@ 75
Balsams		Mustard, artifl	2 75 @ 3 00	Paints	
Copaiba	75 @ 1 00	Neatsfoot	80 @ 85	Lead, red dry	7 @ 10
Fir (Canada)	1 75 @ 2 00	Olive, pure	2 50 @ 3 50	Lead, white dry	7 @ 10
Fir (Oregon)	40 @ 50	Olive, Malaga,		Lead, white oil	7 @ 10
Peru	2 25 @ 2 50	yellow	1 60 @ 1 75	Ochre, yellow bbl. 1	@ 1 1/4
Tolu	1 25 @ 1 40	green	1 50 @ 1 65	Ochre, yellow less 2	@ 5
Berries		Orange, sweet	4 00 @ 4 50	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Organum, pure	1 25 @ 1 50	Red Venetian bbl. 1	@ 1 1/2
Fish	15 @ 20	Organum, com'l	50 @ 75	Red Venet'n, less 2	@ 5
Juniper	6 @ 10	Pennyroyal	2 25 @ 2 50	Shaker, Prepared 1	40 @ 1 50
Prickly Ash	@ 50	Peppermint	@ 3 75	Vermillion, Eng.	90 @ 1 00
Barks		Rose, pure	16 00 @ 18 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Rosemary Flowers	90 @ 1 00	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	65 @ 75	Sandalwood, E. I. 6	25 @ 6 50	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sassafras, true	80 @ 90	Insecticides	
Sassafras (pow. 30c)	@ 25	Sassafras, artifl	45 @ 50	Arsenic	6 @ 10
Soap (powd. 25c)	@ 15	Spearment	6 00 @ 6 50	Blue Vitrol, bbl.	6 @ 10
Extracts		Sperm	90 @ 1 00	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Tansy	4 75 @ 5 00	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Tar, USP	25 @ 35	Hellebore, White	
Flowers		Turpentine, bbls.	@ 49 1/4	powdered	15 @ 20
Arnica	18 @ 25	Turpentine, less	55 @ 60	Insect Powder	20 @ 35
Chamomile (Ger.)	25 @ 35	Wintergreen, true	@ 5 00	Lead Arsenate	8 @ 16
Chamomile (Rom.)	40 @ 50	Wintergreen, sweet		Lime & Sulphur	
Gums		birch	2 00 @ 2 25	Solution, gal.	15 @ 25
Acacia, 1st	40 @ 50	Wintergreen, art'l	50 @ 60	Paris Green	15 @ 20
Acacia, 2nd	35 @ 40	Wormseed	@ 6 00	Miscellaneous	
Acacia, 3d	30 @ 35	Wormseed	@ 8 00	Acetanolid	30 @ 35
Acacia, Sorts	@ 20	Potassium		Alum	@ 5
Acacia Powdered	35 @ 40	Bicarbonate	15 @ 18	Alum, powdered and	
Aloes (Barb. Pow)	22 @ 25	Bichromate	13 @ 16	ground	5 @ 7
Aloes (Cape Pow)	20 @ 25	Bromide	45 @ 55	Bismuth, Subni-	
Aloes (Soc. Powd.)	40 @ 50	Carbonate	12 @ 15	trate	2 10 @ 2 25
Asafoetida	1 00 @ 1 25	Chlorate, xtal and	12 @ 16	Borax xtal or	
Asafoetida, Powd.		powdered	16 @ 20	powdered	6 @ 12
Pure		Cyanide	30 @ 40	Cantharadics po.	1 30 @ 1 50
U. S. P. Powd.	@ 1 50	Iodide	85 @ 90	Calomel	1 25 @ 1 35
Camphor	55 @ 60	Permanganate	15 @ 30	Capsicum	20 @ 25
Gualiac	35 @ 40	Prussiate yellow	30 @ 35	Carmin	@ 3 50
Gualiac, Powdered	40 @ 50	Prussiate, red	50 @ 60	Cassia Buds	@ 40
Kino	@ 40	Sulphate	15 @ 20	Cloves	30 @ 35
Kino, Powdered	@ 45	Roots		Chalk Prepared	6 @ 8 1/2
Myrrh	@ 40	Alkanet	15 @ 20	Chalk Precipitated	7 @ 10
Myrrh, Powdered	@ 50	Blood powdered	20 @ 25	Chloroform	38 @ 48
Opium	7 55 @ 7 75	Calamus	35 @ 40	Chloral Hydrate	1 00 @ 1 15
Opium, Powd.	9 00 @ 9 20	Elecampane, powd.	15 @ 20	Cocaine	3 70 @ 3 90
Opium, Gran.	9 00 @ 9 20	Gentian, powd.	12 @ 16	Cocoa Butter	50 @ 60
Shellac	25 @ 30	Ginger, African,		Corks, list, less 70%	
Shellac, Bleached	30 @ 35	powdered	15 @ 20	Copperas bbls. cwt	@ 85
Tragacanth	1 25 @ 1 30	Ginger, Jamaica,	20 @ 25	Copperas, less	@ 5
Tragacanth, Pow	60 @ 75	Ginger, Jamaica,		Copperas, Powd.	4 @ 8
Turpentine	10 @ 15	powdered	22 @ 28	Corrosive Sublim.	1 25 @ 1 40
Leaves		Golden seal, powd.	@ 5 00	Cream Tartar	28 @ 35
Buchu	1 85 @ 2 00	Ipecac, powd.	2 75 @ 3 00	Cuttlebone	25 @ 35
Buchu, Powd.	2 00 @ 2 25	Licorice	14 @ 16	Dextrine	7 @ 10
Sage, bulk	18 @ 25	Licorice, powd.	12 @ 15	Dover's Powder	2 00 @ 2 25
Sage, 1/4s Loose	20 @ 25	Orris, powdered	25 @ 30	Emery, all Nos.	6 @ 10
Sage, Powdered	25 @ 30	Poke, powdered	20 @ 25	Emery, powdered	5 @ 8
Senna, Alex	25 @ 30	Rhubarb	75 @ 1 00	Epsom Salts, bbls	@ 1 1/2
Senna, Tinn.	15 @ 20	Rhubarb, powd.	75 @ 1 25	Epsom Salts, less 2 1/2%	@ 1 1/2
Senna, Tinn, Pow.	20 @ 25	Rosinweed, powd.	25 @ 30	Ergot	1 50 @ 1 75
Uva Ursi	10 @ 15	Sarsaparilla, Hond.	@ 50	Ergot, powdered	1 80 @ 2 00
Oils		Sarsaparilla, Mexican,		Flake White	12 @ 15
Almonds, Bitter,		ground	25 @ 30	Formaldehyde lb.	10 @ 15
true	6 00 @ 6 50	Squills	20 @ 35	Gambier	6 @ 10
Almond, Bitter,		Squills, powdered	40 @ 60	Gelatine	35 @ 45
artificial	@ 1 75	Tumeric, powd.	12 @ 15	Glassware, full cases	80%
Almonds, Sweet,		Valerian, powd.	25 @ 30	Glassware, less 70 & 10%	
true	90 @ 1 00	Seeds		Glauber Salts bbl.	@ 1
Almond, Sweet,		Anise	15 @ 20	Glauber Salts less	2 @ 5
imitation	40 @ 50	Anise, powdered	22 @ 25	Glue, brown	11 @ 15
Amber, crude	25 @ 30	Bird, ls	7 @ 8	Glue, brown grd	10 @ 15
Amber, rectified	40 @ 50	Canary	7 @ 10	Glue, white	15 @ 25
Anise	2 25 @ 2 50	Caraway	12 @ 18	Glue, white grd	15 @ 20
Bergamont	@ 8 00	Cardamon	1 75 @ 2 00	Glycerine	23 @ 30
Cajeput	75 @ 85	Celery	55 @ 60	Hops	50 @ 80
Cassia	1 50 @ 1 75	Coriander	10 @ 15	Indigo	85 @ 1 00
Castor, bbls. and		Dill	18 @ 20	Iodine	3 75 @ 4 00
cans	12 1/2 @ 15	Fennel	@ 30	Iodoform	4 80 @ 5 00
Cedar Leaf	@ 85	Flax	4 @ 8	Lead Acetate	12 @ 15
Citronella	@ 60	Flax, ground	4 @ 8	Lycopodium	60 @ 75
Cloves	1 75 @ 2 00	Foenugreek, pow.	6 @ 10	Mace	80 @ 90
Cocunut	18 @ 20	Hemp	5 @ 7	Mace, powdered	90 @ 1 00
Cod Liver	1 25 @ 1 50	Lobelia	@ 50	Menthol	10 00 @ 11 00
Cotton Seed	70 @ 85	Mustard, yellow	9 @ 12	Mercury	85 @ 90
Croton	@ 1 60	Mustard, black	9 @ 12	Morphine, all brd	4 55 @ 4 80
Tinctures		Mustard, powd.	20 @ 25	Nux Vomica	@ 10
Aconite	@ 60	Poppy	15 @ 20	Nux Vomica pow	@ 15
Aloes	@ 60	Quince	@ 1 00	Pepper, black pow	20 @ 25
Arnica	@ 60	Rape	6 @ 10	Pepper, white	25 @ 35
Asafoetida	@ 1 00	Sabadilla	25 @ 30	Pitch, Burgundy	10 @ 15
Belladonna	@ 60	Sabadilla, powd.	35 @ 45	Quassia	10 @ 15
Benzoil	@ 70	Sunflower	6 @ 8	Quinine, all brds	23 1/2 @ 33 1/2
Benzoil Compound	@ 75	Worm American	15 @ 20	Rochelle Salts	20 @ 25
Buchu	@ 90	Worm Levant	40 @ 50	Saccharine	2 00 @ 2 20
Capsicum	@ 60	Tinctures		Salt Peter	7 1/2 @ 12
Cardamon	@ 75	Aconite	@ 60	Schultz Mixture	20 @ 25
Cardamon, Comp.	@ 75	Aloes	@ 60	Soap, green	15 @ 20
Catechu	@ 60	Arnica	@ 60	Soap, mott castile	10 @ 15
Cinchona	@ 60	Asafoetida	@ 1 00	Soap, white castile	@ 6 25
Colchicum	@ 60	Belladonna	@ 60	Soap, white castile	
Cubebs	@ 75	Benzoil	@ 70	less, per bar	@ 63



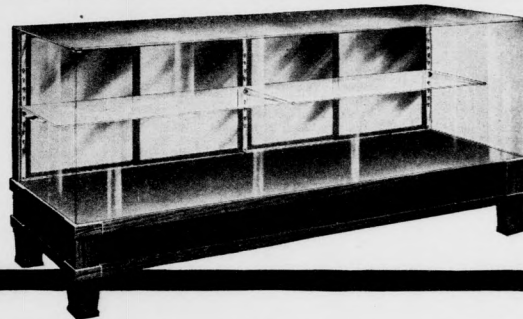
Our Home—Corner Oakes and Commerce

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

Grand Rapids.

HAZELTINE & PERKINS DRUG CO.

FOOTE & JENKS' COLEMAN'S (BRAND)
Terpeneless **Lemon and High Class Vanilla**
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
FOOTE & JENKS, Jackson, Mich.



"AMERICAN BEAUTY" Display Case No. 412—one
of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

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

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Flour		Paint	
Linseed Oil			
Opium			
Wheat			

Index to Markets		1	2
By Columns			
A	Col.	AMMONIA	Beans
Ammonia	1	12 oz. ovals 2 doz. box 75	Baked 85@1 30
Axle Grease	1	AXLE GREASE	Red Kidney 85@ 95
		Frazer's	String 70@1 15
		1 lb. wood boxes, 4 doz. 3 00	Wax 75@1 25
		1 lb tin boxes, 3 doz. 2 35	Blueberries
		3 1/2 lb tin boxes, 2 doz. 4 25	Standard 1 80
		10 lb. pails, per doz. 6 00	Gallon 6 75
		15 lb. pails, per doz. 7 20	Clams
		25 lb. pails, per doz. 12 00	Little Neck, 1 lb @1 00
		BAKED BEANS	Little Neck, 2 lb @1 50
		No. 1, per doz. .45@ 90	Clam Bouillon
		No. 2, per doz. .75@1 40	Burnham's 1/2 pt. 2 25
		No. 3, per doz. .85@1 75	Burnham's, pts. 3 75
		BATH BRICK	Burnham's qts. 7 50
		English 95	Corn
		BLUING	Fair 60@ 65
		Jennings'	Good 90@1 00
		Condensed Pearl Bluing	Fancy @1 30
		Small C P Bluing, doz. 45	French Peas
		Large C P Bluing, doz. 75	Monbadon (Natural)
		BREAKFAST FOODS	per doz. 2 45
		Apetizo, Biscuits 3 00	Gooseberries
		Bear Food, Pettijohns 1 95	No. 2, Fair 1 50
		Cracked Wheat, 24-2 2 50	No. 2, Fancy 2 35
		Cream of Wheat, 36-2 4 50	Hominy
		Cream of Rye, 24-2 3 00	Standard 85
		4 Posts Toasties, T. 2 80	Lobster
		No. 2 2 80	1 lb. 2 50
		Posts Toasties, T. 2 80	1 lb. 4 25
		No. 3 2 80	Picnic Tails 2 75
		Farinose, 24-2 2 70	Mackerel
		Grape Nuts 2 70	Mustard, 1 lb. 1 80
		Grape Sugar Flakes 2 50	Mustard, 2 lb. 2 80
		Sugar Corn Flakes 2 50	Soused, 1 1/2 lb. 1 60
		Hardy Wheat Food 2 25	Soused, 2 lb. 2 75
		Postma's Dutch Cook 2 75	Tomato, 1 lb. 1 50
		Holland Rusk 3 20	Tomato, 2 lb. 2 80
		Kellogg's Toasted Rice	Mushrooms
		Biscuit 3 30	Hotels @ 15
		Kellogg's Toasted Rice	Buttons, 1/2s @ 14
		Flakes 2 80	Buttons, 1s @ 25
		Kellogg's Toasted Wheat	Oysters
		Biscuit 3 30	Cove 1 lb. 90@
		Krinkle Corn Flake 1 75	Cove, 2 lb. 1 60@
		Maple-Wheat Flakes, 2 doz. 2 70	Plums
		Maple-Wheat Flakes, 3 doz. 2 80	Plums 90@1 35
		Maple-Corn Flakes 2 80	Pears in Syrup
		Minn. Wheat Cereal 3 75	No. 3 cans, per doz. 1 50
		Algrain Food 4 25	Peas
		Ralston Wheat Food 4 50	Marrowfat @1 15
		Ralston Wht Food 10c 1 45	Early June @1 25
		Saxon Wheat Food 2 50	Early June sifted 1 45@1 55
		Shred Wheat Biscuit 3 60	Peaches
		Triscuit 18 1 80	Pie 90@1 25
		Pillsbury's Best Cer'l 4 25	No. 10 size can pie @3 25
		Post Tavern Special 2 80	Pineapple
		Quaker Puffed Rice 4 25	Grated 1 75@2 10
		Quaker Puffed Wheat 2 85	Sliced 90@2 60
		Quaker Brkfst Biscuit 1 90	Pumpkin
		Quaker Corn Flakes 1 75	Fair 80
		Victor Corn Flakes 2 20	Good 90
		Washington Crisps 1 85	Fancy 1 00
		Wheatena 4 50	Gallon 2 15
		Evapord. Sugar Corn 90	Raspberries
			Standard @
			Salmon
			Warrens, 1 lb. Tall 2 30
			Warrens, 1 lb. Flat 2 40
			Red Alaska 1 65@1 75
			Med. Red Alaska 1 35@1 45
			Pink Alaska @ 90
			Sardines
			Domestic, 1/4s 2 75
			Domestic, 1/2 Mustard 2 75
			Domestic, 3/4 Mustard @6 1/4
			French, 1/4s 7@14
			French, 1/2s 13@23
			Shrimps
			Dunbar, 1st doz. 1 30
			Dunbar, 1 1/2s doz. 2 35
			Succotash
			Fair 90
			Good 1 20
			Fancy 1 25@1 40
			Strawberries
			Standard 95
			Fancy 2 25
			Tomatoes
			Good 1 15
			Fancy 1 35
			No. 10 3 50
			CARBON OILS
			Barrels
			Perfection @11 1/2
			D. S. Gasoline @19 1/2
			Gas Machine @27 1/2
			Deodor'd Nap'a @19
			Cylinder @34 1/2
			Engine @22
			Black, winter .. 8 @10
			CATSUP
			Snider's pints 2 35
			Snider's 1/2 pints 1 35

CHEESE		Mocha		CRACKED WHEAT	
Acme	@15	Short Bean	25@27	Bulk	3 1/2
Bloomingsdale	@15	Long Bean	24@25	24 2lb pkgs.	2 50
Carson City	@15	H. L. O. G.	26@28		
Hopkins	@15			CRACKERS	
Brick	@15	Bogota		National Biscuit Company	
Leiden	@15	Fair	24	Brands	
Limbarger	@18	Fancy	26	Butter	
Pineapple	40	Exchange Market, Steady		Boxes	
Edam	@85	Spot Market, Strong		Excelsior Butters	8
Sap Sago	@22			NBC Square Butters	6 1/2
Swiss, domestic	@20	Package		Seymour Round	6 1/2
		New York Basis			
		Arbuckle	22 50		
		Lion	23 50		
		McLaughlin's XXXX		Soda	
		McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		NBC Sodas	6 1/2
				Premium Sodas	7 1/2
				Select Sodas	8 1/2
				Saratoga Flakes	13
				Saltines	13
		Extract		Oyster	
		Holland, 1/2 gro boxes	95	NBC Picnic Oysters	6 1/2
		Felix, 1/4 gross	1 15	Gem Oysters	6 1/2
		Hummel's foil, 1/4 gro.	85	Shell	8
		Hummel's tin, 1/2 gro.	1 43		
		CONFECTIONS		Sweet Goods	
		Stick Candy	Pails	Cans and boxes	
		Standard	8	Animals	10
		Standard H	8	Atlantics Also Asstd.	12
		Standard Twist	8	Avena Fruit Cakes	12
			Cases	Bonnie Doon Cookies	10
		Jumbo, 32 lb.	8 1/2	Bonnie Lassies	10
		Extra H H	11	Brittle Fingers	10
		Boston Cream	14	Cameo Biscuit Choc.	
		Big Stick, 30 1/2 case	8 1/2	(cans)	25
		Mixed Candy		Cameo Biscuit Asstd.	
		Grocers	6 1/2	(cans)	25
		X L O	7	Cartwheels Asstd.	8 1/2
		Conserv	10	Cecelia Biscuit	16
		Royal	8 1/2	Chocolate Bar (cans)	18
		Ribbon	14	Chocolate Drops	17
		Broken	8 1/2	Chocolate Drop Cen-	
		Cut Loaf	9 1/2	ters	16
		Leader	8 1/2	Choc. Honey Fingers	16
		Kindergarten	11	Choc. Rosettes (cans)	20
		French Cream	9	Cracknels	18
		Hand Made Creams	17	Cocanut Taffy Bar	13
		Premio Cream mixed	14	Cocanut Drops	12
		Paris Cream Bon Bons	10	Cocanut Macaroons	18
		Fancy-In Pails		Cocnut Honey Fingers	12
		Gypsy Hearts	14	Cocnut Jumbles	12
		Coco Bon Bons	14	Coffee Cakes Iced	12
		Fudge Squares	13	Eventide Fingers	16
		Peanut Squares	12	Family Cookies	8 1/2
		Sugared Peanuts	12	Fig Cakes Asstd.	12
		Salted Peanuts	12	Frosted Creams	8 1/2
		Starlight Kisses	13	Frosted Ginger Cookies	8 1/2
		Lozenges, plain	10 1/2	Fruit Lunch Iced	10
		Champion, Chocolate	11	Ginger Gems Plain	8 1/2
		Eclipse Chocolates	14	Ginger Gems Iced	9 1/2
		Eureka Chocolates	16	Graham Crackers	8
		Champion Gum Drops	10	Ginger Snaps Family	8 1/2
		Anise Squares	10	Ginger Snaps NBC	
		Lemon Sours	10	Round	8
		Imperial's	10	Household Cookies	8
		ital. Cream Bon Bons	12	Household Cks. Iced	9
		Golden Cream Drops	14	Hippodrome Bar	12
		Red Rose Gum Drops	10	Honey Jumbles	12
		Auto Kisses	14	Imperial's	8 1/2
		Coffy Toffy	14	Jubilee Mixed	10
		Molasses Mint Kisses	12	Lady Fingers Sponge	30
		Fancy-In 5 1/2 Boxes		Leap Year Jumbles	18
		Old Fashioned Molasses Kisses 10 1/2. b. x 30		Lemon Biscuit Square	8 1/2
		Orange Jellies	60	Lemon Wafers	17
		Lemon Sours	60	Lemona	8 1/2
		Old Fashioned Hour	60	Mace Cakes	8
		Peppermint Drops	70	Mary Ann	8 1/2
		Champion Choc Drops	60	Marshmallow Cfe. Ck.	13
		H. M. Choc. Lt. and		Marshmallow Walnuts	18
		Dark, No. 12	1 10	Medora	8
		Bitter Sweets, ast'd.	1 25	Mottled Squares	10
		Brilliant Gums, Crys.	60	NBC Honey Cakes	12
		A. A. Licorice Drops	30	Oatmeal Crackers	8
		Lozenges, printed	65	Orange Gems	8 1/2
		Lozenges, plain	60	Penny Assorted	8 1/2
		Imperial's	65	Peanut Gems	9
		Mottos	65	Pineapple Cakes	16
		G. M. Peanut Bar	60	Raisin Gems	11
		Hand Made Crms 80@90		Reveres Asstd.	15
		Cream Wafers	65	Spiced Ginger Cakes	9
		String Rock	70	Iced	10
		Wintergreen Berries	60	Sugar Fingers	12
		Pop Corn		Sugar Crimp	8 1/2
		Cracker Jack	3 25	Sultana Fruit Biscuit	16
		Giggles, 5c pkg. cs.	3 50	Triumph Cakes	16
		Oh My 100s	3 50	Vanilla Wafers	17
		Cough Drops		Waverley	10
		Putnam's Menthal	1 00		
		Smith Bros.	1 25	In-er-Seal Trade Mark	
		NUTS—Whole		Goods	
		Almonds, Trragona	18	per doz.	
		Almonds, Drake	17	Baronet Biscuit	\$1 00
		Almonds, California		Bremmers Btr Wafs.	1 00
		soft shell		Cameo Biscuit	1 50
		Brazils	@12	Cheese Sandwich	1 00
		Filberts	@15	Chocolate Wafers	1 00
		Cal. No. 1		Excelsior Butters	1 00
		Walnuts sft shell 12 1/2@18		Five O'Clock Tea Escot.	1 00
		Walnuts, Marbot	@16	Ginger Snaps NBC	1 00
		Table nuts, fancy	@15	Graham Crackers Red	
		Pecans, medium	@15	Label 10c size	1 00
		Pecans, ex. large	@16	Lemon Snaps	50
		Hickory Nuts, per bu.		Oysterettes	50
		Ohio	2 00	Premium Sodas	1 00
		Cocanuts		Royal Toast	1 00
		Chestnuts, New York		Saratoga Flakes	1 50
		State, per bu.		Social Tea Biscuit	1 00
		Shelled		S. S. Butter Crackers	1 50
		Spanish Peanuts 8 1/2@ 9		Uneda Biscuit	50
		Pecan Halves	@70	Uneda Ginger Wafer	1 00
		Walnut Halves	@38		
		Filbert Meats	@30		
		Alcantre Almonds	@45		
		Jordan Almonds	@50		
		Peanuts	6@ 6 1/2		
		Roasted	7@ 7 1/2		
		Choice, raw, H P Jumbo	@ 7		

6

Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

Other Package Goods	
Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	2 50
Family Package	2 50
Soda Crackers NBC	2 50
Family Package	2 50
Fruit Cake	3 00

In Special Tin Packages	
Festino	2 50
Nabisco 25c	2 50
Nabisco 10c	1 00

In bulk per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

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

DRIED FRUITS

Apples	
Evaporated, Choice bulk	6 1/2
Evaporated, Fancy pkg.	7 1/2

Apricots	
California	12 @ 14

Citron	
Corsican	15

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

Peaches	
Muir's—Choice, 25lb.	9
Muir's—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
3 containers (40) rolls	3 20

Hominy	
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	80
Domestic, 10 lb. box	2 50
Imported, 25 lb. box	2 50

Pearl Barley	
Chester	2 60
Empire	2 60

Peas	
Green, Wisconsin, bu.	2 00
Green, Scotch, bu.	2 00
Split, lb.	5

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

Tapioca	
Flake, 100 lb. sacks	5
Flake, 130 lb. sacks	5
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

FISHING TACKLE	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	9
3 to 4 in.	11
4 to 5 in.	15
5 to 6 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

FLAVORING EXTRACTS

Jennings D C Brand	
Terpeneless Extract Lemon	75
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 3 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	90
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 80
Sunburst	4 80
Wizard Flour	5 10
Wizard Graham	5 10
Wizard Gran. Meal	4 00
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.	
Lily White	5 60
Light Loaf	5 10
Graham	2 30
Granena Health	2 40
Gran. Meal	1 70
Bolton Med.	1 60

Voigt Milling Co.	
Graham	4 60
Voigt's Crescent	5 40
Voigt's Flour	5 40
Voigt's Hygienic	4 60
Voigt's Royal	5 80

Watson-Higgins Milling Co.	
Perfection Flour	5 40
Tip Top Flour	5 00
Golden Sheaf Flour	4 60
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.	5 25
American Eagle, 1/4s.	5 25
American Eagle, 1/2s.	5 15
American Eagle, 3/4s.	5 05

Spring Wheat	
Roy Baker	5 00
Golden Horn, family	4 95
Golden Horn, bakers	4 95
Wisconsin Rye	3 85

Judson Grocer Co.	
Ceresota, 1/4s	5 80
Ceresota, 1/2s	5 90
Ceresota, 3/4s	6 00

Worden Grocer Co.	
Wingold, 1/4s cloth	5 50
Wingold, 1/2s cloth	5 40
Wingold, 3/4s cloth	5 30
Wingold, 1/4s paper	5 35
Wingold, 1/2s paper	5 30
Bakers' Patent	5 15

Wykes & Co.	
Sleepy Eye, 1/4s cloth	5 40
Sleepy Eye, 1/2s cloth	5 30
Sleepy Eye, 3/4s cloth	5 20
Sleepy Eye, 1/4s paper	5 20
Sleepy Eye, 1/2s paper	5 20

Meal	
Bolton	3 80 @ 4 00
Golden	3 80 @ 4 00

Wheat	
Red	1 04
White	1 03

Oats	
Michigan carlots	36
Less than carlots	40

Corn	
Carlots	61
Less than carlots	63

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

FRUIT JARS	
Mason, pts., per gro.	4 05
Mason, qts., per gro.	4 45
Mason, 1/2 gal. per gro.	6 80
Mason, can tops, gro.	1 40

GELATINE	
Cox's, 1 doz. large	1 75
Cox's, 1 doz. small	1 00
Knox's Sparkling, doz.	1 25
Knox's Sparkling gr. 14 oz.	1 25
Knox's Acidu'd. doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Pils.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

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
Lambs	50 @ 1 00
Shearlings	50 @ 1 00

Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 15
Unwashed, fine	@ 10

HORSE RADISH	
Per doz.	90

Jelly	
5 lb. pails, per doz.	2 20
15 1/2 pails, per pail	48
30 lb. pail, per pail	90

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1 pt. in bbls., per doz.	16
8 oz. capped in bbls.	18

MAPLEINE	
2 oz. bottles, per doz.	3 00

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD	
1/4 lb 6 lb. box	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)	2 25

Manzanilla, 8 oz.	
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	4 25
Queen, Mammoth, 28	5 75
Olive Chow, 2 doz. cs.	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	90

Sweet Small	
Barrels	14 50
Half barrels	8 00
5 gallon kegs	3 25

PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival	1 25
No. 20, Rover, enam'd.	1 50
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632, Turn't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	22 00 @ 23 00
Short Cut Clear	20 50 @ 21 00
Bean	18 00 @ 18 50
Brisket, Clear	24 00 @ 24 50
Pig	23 00
Clear Family	26 00

Dry Salt Meats	
S P Bellies	13

Lard	
Pure in tierces	11 1/2 @ 12
Compound Lard	8 1/2 @ 8 1/2
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1/2
8 lb. pails	advance 1


Smoked Meats

Hams, 12 lb. av. 17	@ 17 1/2
Hams, 16 & av. 16 1/2	@ 17
Hams, 18 1/2 av. 16	@ 16 1/2
Skinned Hams	18 @ 18 1/2
Ham, dried beef	20 @ 20 1/2
California Hams	11 1/2 @ 12
Picnic Boiled Hams	@ 15
Boiled Hams	25 1/2 @ 26
Minced Ham	12 1/2 @ 13
Bacon	17 1/2 @ 25

Sausages	
Bologna	9 1/2 @ 10
Liver	7 1/2 @ 8
Frankfort	10 1/2 @ 11
Pork	13 @ 14
Veal	11
Tongue	11
Headcheese	9

Frankfort	10 1/2 @ 11
Pork	13 @ 14
Veal	11
Tongue	11

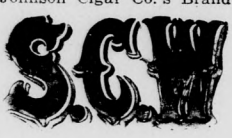
SPECIAL PRICE CURRENT

12	13	14	
Scraple, 5c pkgs. 48 Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Scrap, 2 oz 5 76 Pan Handle Scrp 1/4 gr. 5 76 Peachy Scrap, 5c 1 90 Union Workman, 2 1/4 6 00	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 doz. 4 12 S. & M., 5c gross 5 76 Soldier Boy, 5c gross 5 95 Soldier Boy, 10c 10 56 Soldier Boy, 1 lb. 4 80 Sweet Caporal, 1 oz. 6 00 Sweet Lotus, 5c 6 00 Sweet Lotus, 10c 12 00 Sweet Lotus, per doz. 4 35 Sweet Rose, 2 1/4 oz. 3 30 Sweet Tip Top, 5c 5 00 Sweet Tip top, 10c 1 00 Sweet Tips, 1/4 gro. 10 08 Sun Cured, 10c 98 Summer Time, 5c 5 76 Summer Time, 7 oz. 1 65 Summer Time, 14 oz. 3 50 Standard, 2 oz. 5 90 Standard, 3 z. 8 64 Standard, 7 oz. 1 68 Seal N. C., 1 1/2 cut plug 70 Seal N. C., 1 1/2 gro. 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, 7 oz. 1 80 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, 80c tins 7 45 Twin Oaks, 10c 96 Union Leader, 50c 5 06 Union Leader, 25c 2 25 Union Leader, 10c 11 60 Union Leader, 5c 5 95 Union Workman, 1 1/2 5 76 Uncle Sam, 10c 10 80 Uncle Sam, 8 oz. 2 20 U. S. Marine, 5c 6 00 Van Bibber, 2 oz. tin 88 Velvet, 5c pouch 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 60 Wave Line, 3 oz. 1 40 Wave Line, 16 oz. 40 Way up, 2 1/4 oz. 5 75 Way up, 16 oz. pails 31 Wild Fruit, 5c 5 76 Wild Fruit, 10c 11 52 Yum Yum, 5c 6 00 Yum Yum, 10c 11 52 Yum Yum, 1 lb., doz. 4 80	4 1/2 inch, 5 gross 65 Cartons, 20 2 1/2 doz bxs 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2, complete 28 Case No. 2, fillers, 15 sets 1 35 Case, medium, 12 sets 1 15	Faucets Cork lined, 3 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90
All Leaf, 2 1/4 & 7 oz. 30 BB, 3 1/2 oz. 6 00 BB, 7 oz. 12 00 BB, 14 oz. 24 00 Bagdad, 10c tins 11 52 Badger, 3 oz. 5 04 Badger, 7 oz. 11 52 Banner, 5c 5 96 Banner, 8 oz. 1 60 Banner, 16 oz. 3 20 Belwood, Mixture, 10c 94 Big Chief, 2 1/4 oz. 6 00 Big Chief, 16 oz. 5 90 Bull Durham, 5c 5 90 Bull Durham, 10c 10 80 Bull Durham, 15c 18 48 Bull Durham, 8 oz. 60 Bull Durham, 16 oz. 6 72 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 1/2 oz. 29 Carnival, 16 oz. 40 Cigar Clip'g Johnson 30 Cigar Clip'g Seymour 30 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 pails 4 60 Cuban Star, 5c foil 5 76 Cuban Star, 16 oz pails 3 72 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. 71 Drum, 5c 5 90 F F A, 3 oz. 4 95 F F A, 7 oz. 11 50 Fashion, 5c 6 00 Fashion, 1 6oz. 43 Five Bros., 5c 5 95 Five Bros., 10c 10 70 Five cent cut Plug 29 F O B, 10c 11 50 Four Roses, 10c 96 Full Dress, 1 1/2 oz. 72 Glad Hand, 5c 48 Gold Block, 10c 11 88 Gold Star, 50c pail 4 70 Gail & Ax Navy, 5c 5 95 Growler, 5c 42 Growler, 10c 94 Growler, 20c 1 85 Giant, 5c 1 55 Giant, 16 oz. 33 Hand Made, 2 1/2 oz. 50 Hazel Nut, 5c 5 76 Honey Dew, 1 1/2 oz. 40 Hunting, 1 1/2 & 3 1/2 oz. 38 I X L, 5c 6 10 I X L, in pails 32 Just Suits, 5c 6 00 Just Suits, 10c 11 88 Klin 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. 94 Lucky Strike, 1 1/4 oz. 96 Le Redo, 3 oz. 10 80 Le Redo, 8 & 16 oz. 38 Myrtle Navy, 10c 11 80 Myrtle Navy, 5c 5 94 Maryland Club, 5c 5 76 Mayflower, 5c 5 76 Mayflower, 10c 96 Mayflower, 20c 1 92 Nigger Hair, 5c 6 00 Nigger Hair, 10c 10 80 Nigger Head, 5c 5 25 Nigger Head, 10c 10 50 Neon 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 00 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. 4 70 Pedro, 10c 11 80 Pride of Virginia, 1 1/2 77 Pilot, 5c 5 76	4 1/2 inch, 5 gross 65 Cartons, 20 2 1/2 doz bxs 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete 40 No. 2, complete 28 Case No. 2, fillers, 15 sets 1 35 Case, medium, 12 sets 1 15	Faucets Cork lined, 3 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90	
Mop Sticks Trojan Spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 Ideal No. 7 85 12lb. cotton mop heads 1 45			
Pails 2-hoop Standard 2 00 2-hoop Standard 2 25 3-wire Cable 2 10 Cedar all red brass 1 25 3-wire Cable 2 30 Paper Eureka 2 25 Fibre 2 40 10 qt. Galvanized 1 70 12 qt. Galvanized 1 90 14 qt. Galvanized 2 10			
Toothpicks Birch, 100 packages 2 00 Ideal 85			
Traps Mouse, wood, 2 holes 25 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 16-in. Cable, No. 1 8 00 18-in. Cable, No. 2 7 00 16-in. Cable, No. 3 7 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 75 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 15			
Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30			
Wood Bowls 13 in. Butter 1 50 15 in. Butter 2 00 17 in. Butter 3 75 19 in. Butter 6 00 Assorted, 13-15-17 3 00 Assorted, 15-17-19 4 25			
WRAPPING PAPER Common Straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 00 Cream Manila 3 Butchers' Manila 2 3/4 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 Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58			
AXLE GREASE  1 lb boxes, per gross 9 00 3 lb. boxes, per gross 24 00			
BAKING POWDER Royal 10c size 90 1/4 lb cans 1 35 6 oz. cans 1 50 1 1/2 lb. cans 2 50 3 1/2 lb. cans 3 75 11b cans 4 80 31b cans 13 00 51b cans 21 50			
BUSHES Bushels 1 00 Bushels, wide band 1 15 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, small 6 55 Willow, Clothes, me'm 7 50			
Butter Plates Ovals 1/4 lb., 250 in crate 30 1/2 lb., 250 in crate 30 3/4 lb., 250 in crate 35 2 lb., 250 in crate 45 3 lb., 250 in crate 65 5 lb. 250 in crate 85			
Wire End 1 lb., 250 in crate 35 2 lb., 250 in crate 45 3 lb., 250 in crate 55 5 lb., 250 in crate 65			
Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55			
Clothes Pins Round Head.			

15

CIGARS

Johnson Cigar Co.'s Brand




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

Worden Grocer Co. Brand

Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Pinas 35
Panatellas, Bock 35
Jockey Club 35

Old Master Coffee



Old Master 6 33
San Marto —
Pilot —

TEA


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

THE BOUR CO.,
TOLEDO, O.

COFFEE

Roasted

Dwinnell-Wright Co.'s B'ds



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

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 3 75
Universal 3 15

Window Cleaners

12 in. 1 65
14 in. 1 85
16 in. 2 30

Wood Bowls

13 in. Butter 1 50
15 in. Butter 2 00
17 in. Butter 3 75
19 in. Butter 6 00
Assorted, 13-15-17 3 00
Assorted, 15-17-19 4 25


WRAPPING PAPER

Common Straw 2
Fibre Manila, white 3
Fibre Manila, colored 4
No. 1 Manila 4
Cream Manila 3
Butchers' Manila 2 3/4
Wax Butter, short c't 23
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 Foam, 3 doz. 1 00
Yeast Foam, 1 1/2 doz. 58


AXLE GREASE



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

BAKING POWDER

Royal



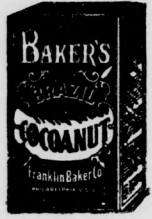
10c size 90
1/4 lb cans 1 35
6 oz. cans 1 50
1/2 lb. cans 2 50
3/4 lb cans 3 75
1lb cans 4 80
3lb cans 13 00
5lb cans 21 50

16


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

COCOANUT

Baker's Brazil Shredded

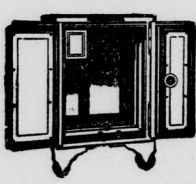


10 5c pkgs., per case 2 60
26 10c pkgs., per case 2 60
16 10c and 33 5c pkgs.,
per case 2 60



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

SAFES



Full line of fire and bur-
glar proof safes kept in

17

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 - \$2.80

SOAP

Lautz Bros. & Co.

Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes 3 00
Big Master, 100 blocks 4 00
German Mottled 3 15
German Mottled, 5 bx. 3 15
German Mottled 10 bx. 3 10
German Mottled 25 bx. 3 05
Marseilles, 100 cakes 6 00
Marseilles, 100 cks. 5c 4 00
Marseilles, 100 ckt toil 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 35

Tradesman Co.'s Brand

Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

A. B. Whisley

Good Cheer 4 00
Old Country 2 40

Soap Powders

Snow Boy, 24s family
size 3 75
Snow Boy, 60 5s 2 40
Snow Boy, 100 5c 3 75
Gold Dust, 24 large 4 50
Gold Dust, 100 5c 4 00
Kirkoline, 24 4lb. 2 80
Pearline 3 75
Soapine 4 00
Bauitt's 1776 3 75
Roseine 3 50
Armour's 3 70
Wisdom 3 30

Soap Compounds

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

Scouring

Enoch Morgan's Sons

Sapolio, gross lots 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scourine Manufacturing Co
Scourine, 50 cakes 1 80
Scourine, 100 cakes 3 50

We Manufacture
Public Seating
Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave. CHICAGO ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Grocery and college supply store right across the street from college buildings, in one of the best college towns in Michigan. Good cash trade. Address College Store, care Tradesman. 51

Wanted—Party, if interested, to write for particulars in starting livery and auto business in connection with fine hotel. No competition. Some capital required. A snap, act quick. P. J. Thompson, Flint, Mich. 49

For Sale—Retail hardware, plumbing, stove and tinware business established for over 40 years in a prosperous town, now on the commencement of unusual business prosperity. This is an extraordinary opportunity for anyone desiring to engage in this business, with a capital of about \$7,000. Best of reasons given for selling. Correspondence solicited. Wm. H. Hackenberg, Milton, Pa. 48

For Sale—A good hardware and paint business, with repair shop in connection, \$2,500. Monthly business over \$500. Store, Washington and Main streets, Los Angeles, Calif. Owner wishes to retire from hardware business. Address W. E. Johansen, 1843 S. Main St., Los Angeles, Calif. 46

For Sale—Half interest plumbing, tin stock and tools. Invoice at cost. Ker-mode, Milliken, Colo. 45

For Sale—Up-to-date stock of furniture, rugs and draperies, etc., in a good, progressive town of about 18,000 population in Wisconsin. Well established trade. Satisfactory reasons for selling. Address Box 365, Wausau, Wis. 44

For Sale—Cheap, half ton truck. 20 horsepower, solid tires. Jansen & Joosten, Flanagan, Ill. 43

For Sale—General stock, except shoes, doing cash business of \$30,000 per year, located in railroad town of 700. Stock and fixtures inventory about \$7,000. Apply to H. T. Stanton, 18 Market street, Grand Rapids. 52

A stock of \$8,000, consists of dry goods, clothing, gent's furnishings and groceries; does a \$28,000 business; building, 26x33; best location in the city; building can be rented from one to five years; two factories in city, sash and door and four wheel-drive automobile factory. Address Schmiedekne Bros., Clintonville, Wis. 35

For Sale—Drug stock in a live Western Michigan town. Good reasons for selling. Price and terms to suit you if taken at once. Address No. 31, care Michigan Tradesman. 31

For Sale—Clean stock of general merchandise, located in town 1,400 population, doing \$25,000 annual business. Good reasons for selling. Address Box 205, Yale, Mich. 30

For Sale—General store located 25 miles west of Detroit on M. C. and D. U. R. in a dairy farming locality but a few rods from way station. Stock will invoice \$2,000. Fixtures and buildings, \$1,000. Very little competition. Sales of 1912, \$10,000. Good reasons for selling. Address P. T. Burgess, Denton, Mich. 29

For Sale—Cheap, practically new panel top delivery wagon. bevel plate glass in sides and end. Very swell. Want electric coffee mill. Address Lasher's Grocery, Plainwell, Mich. 28

For Rent—Store building in Vicksburg, Mich., six living rooms above, good location. W. J. Smith, Hotel McElvain, Vicksburg, Mich. 27

For Sale—General stock merchandise in best Central Michigan town of 2,000 in best farming district. Stock \$15,000, cleanest and safest proposition for capable man. Business always thrifty and competition normal. Reasons for selling. Address No. 26, care Tradesman. 26

For Sale—At Irving, cheese factory outfit complete, or boiler separate; make offer. Address Mrs. Mary Hills, 46 Post Ave., Battle Creek, Mich. 25

For Sale—One carpet rack, one curtain rack, one shoe rack. Cheap if taken at once. J. E. Luginbill, Bluffton, Ohio 24

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 17

For Sale—Owing to necessity of immediate change, I will sell my stock merchandise and groceries and rent my store in fine brick block. Address Box 20, Nottingham, Cleveland, Ohio. 16

Get our list of "Lands and Business Chances" in Grand Traverse fruit belt of Michigan. If we sell your land or stock of merchandise, the entire cost will be but \$25. Send for proposition. Pardee Business Exchange, Traverse City, Mich. 13

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

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—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. 896

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

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

An exceptional opportunity to purchase an up-to-date hardware and furniture business, a moneymaker, centrally located in one of the best little cities in Eastern Montana. Will require \$15,000 cash to handle. Best of reasons for selling. Will bear closest investigation. Address C. S. Hefferlin, Livingston, Mont. 10

Merchants—Do you want \$5,000 to \$25,000 cash in 10 days? You can get it through a 10 day special sale conducted by Anning, the sale specialist. Eleven years of continual success. Every sale has my personal supervision from start to finish. No salesmen in my employ. Contract with me and you deal with the man direct. Just closed my seventh sale for the same firm, on an \$80,000 stock in Northern Wisconsin. What better recommendation do you want? Hundreds of other references. Address W. A. Anning, Aurora, Ill. 2

Mr. Merchant! Why not add a mail order department? Take advantage of parcel post. Two large mail order firms did a \$100,000,000 business last year. Some of that business belonged to you. We have a proposition that should appeal to every merchant. It will appeal to you. Copyrighted prospectus free. Mississippi Valley Sales Co., Inc., Pittsburg, Kan. 1

For Sale—Extra clean stock variety goods and wall paper, in county seat town 5,000. Invoice about \$2,700, with fixtures, clearing above expenses, \$1,800 yearly. Leading wall paper and variety business in town. Would sell building or rent reasonable. Reason, poor health. O. A. Finney, Hobart, Okla. 999

For Sale—Bakery and restaurant. Ice cream parlor in connection. Small stock groceries. Desire to sell building. Owner in poor health. Address C. Lousure, Millington, Mich. 994

Retail lumber yard for sale. Owing to a serious accident, which leaves me unfitted for active business, I must sell my long established yard and small but well equipped planing mill. Located in a hustling town of 4,000 in the Shenandoah Valley of Virginia, at the junction of two trunk lines of railroad. Am doing a good business. Stock new and well selected. Address F. Preston Jones, Basic City, Va. 997

For Sale—Stock of shoes and groceries in good condition, best town in Southern Michigan, or would trade for farm of 80 acres in Southern Michigan. Address Lock Box 47, Colon, Mich. 40

We manufacture show cards for any retail business, 350 varieties. Write for catalogue. Agents wanted. Industry Supply Co., Dept. I, Elgin, Ill. 39

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

For Sale—Nearly new bazaar store, consisting of bazaar, groceries, dry goods and shoes, all good, clean staple stock; good location; best store in town of 1,000 population. Stock and fixtures about \$5,500. Room 30x80, rent \$20. If sold before May 1 will take 75c on invoice price. Adamson & McBain, Saranac, Mich. 19

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

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

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

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

\$3,000,000 monthly dividends now being paid to investors in Oklahoma oil companies; \$220 returned for every dollar invested last year. Oil production surpasses in value that of any other state. Only state whose production is increasing; \$100 invested now may make you independent; information free. Oklahoma Oil Development Association, 419 First National Bank, Tulsa, Okla. 8

Look Here Merchants! You can collect all your old given up accounts yourself by our new plan. Enclose stamp for sample and full particulars. Pekin Book Co., Detroit, Mich. 7

Drug store for sale. Good Southern Michigan town of 6,000. Excellent opportunity. Good trade and full prices. Address No. 996, care Michigan Tradesman. 996

Furniture Business For Sale—Will invoice at about \$12,000. Located in Turlock, in the famous Turlock irrigation district. Over 175,000 acres in the district. Population 3,000. Growing every day. Good reasons for selling. Sales last year, \$30,000. Address Box 217, Turlock, Calif. 20

For Sale—General stock in town of one thousand. Annual business, twenty-two thousand. H. T. Stanton, 18 Market St., Grand Rapids, Mich. 18

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

For Sale—Soda fountain. Fine onyx fountain manufactured by Tufts, Boston, fourteen syrup cans, five draught arms, three soda tanks, all exposed parts nickel-plated, carved columns with plate glass mirror and onyx decorations in the crown of the upright. Original cost \$1,200. Is an old model but serviceable. Will sell for \$150. Address M. J. Erwin, Harbor Springs, Mich. 991

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

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

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

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as 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—Nice clean stock general merchandise and fixtures, will invoice about \$10,000, located in best corner block 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

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

For Sale—Three 8-foot sections of patent medicine shelving, two 8-foot sections of tinware shelving, one circle corner cigar show case, 5x3 ft., and one prescription case, with desk, drawers, two table drawers and French plate glass mirror, 30x52; golden oak finish, in use about one year and in as good condition as when new. Made by the Grand Rapids Show Case Co. Will sell for \$200, which is about 50 per cent. of their original cost. Address M. J. Erwin, Harbor Springs, Mich. 992

HELP WANTED.

Wanted—Ten good wide-awake demonstration men for road. Good pay for right parties. B. J. Partridge, Reed City, Mich. 50

Wanted—Registered pharmacist or druggist. State particulars and salary expected. Address No. 38, care Tradesman. 38

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

SITUATIONS WANTED.

Positions—Fifteen calls for help in two days. One young man placed in a government position at \$75 a month. Another with the railroad at \$65. A position waiting for every graduate. No charge for placing students in positions. A postal will bring you full information. Special rates for summer term. Grand Rapids Business Institute, Opposite City Hall. 47

SARNIA, CANADA

If you are contemplating manufacturing or locating in Canada write H. F. Holland, Secretary Publicity Committee, Board of Trade, Sarnia, Ont.

General Stock For Sale

Desiring to enter a larger field. we offer for sale our clean general stock, including

Dry Goods, Clothing Shoes, Groceries

Stock inventories about \$12,000. Reasonable rent.

Railroad town, surrounded by fine farming country. Established patronage, mostly cash.

Opportunity of a lifetime.

Address Radix, care Michigan Tradesman.



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.

Crescent Mfg. Co., Seattle, Wash.

Tradesman Coupons

SWAT THE FLY FOOLISHNESS.

The cry has gone forth to "swat the fly" as a safeguard against the usual summer nuisance, and also as a precaution against the spreading of communicable diseases by means of the pests. "Swatting the fly" may be good enough, so far as it goes, but a far safer, saner and better method is to swat the places where the flies breed. A fly left undisturbed may bring forth several millions of its kind in the course of a season and a little judicious slaughter may save the need of much slaughter later, but the same energy expended in chasing a spring fly to its lair used energetically in cleaning up the premises will produce similar results and with greater certainty. The breeding place of the fly is in filth, refuse and rubbish, in decayed fruits and vegetables, in festering manure piles and open cess pools. Their presence is a sure sign that sanitary conditions are not what they should be and an unmistakable indication that a clean up is needed. This applies fully as much to farm and country life as to cities and villages, and the presence of flies should be a notice that activities with the implements of cleanliness are needed. The "swat the fly" campaign may be useful in calling attention somewhat spectacularly to the need of a spring cleaning, but care should be taken that the real lessons of such a campaign are not lost sight of. The conditions which breed flies are as much a menace to health as the fly itself and as much energy should be used against conditions as against the flies. The fly, however, is a real menace—as much so as the yellow fever and malaria carrying mosquito of the tropical countries. Flitting from the cess pool to the butter dish, from the manure pile to the baby's dinner plate, the fly carries the germs of typhoid, tuberculosis and other communicable diseases and thus becomes a menace to health. New Orleans, Panama, Havana, Manila and other cities, once hot beds of disease, have been made as wholesome as the cities of the North, not by swatting the mosquitoes, but by obliterating or at least by screening their breeding places and by persistent cleaning up. The North can do the same by the use of similar methods—by cleaning up. In connection with the movement to abate the fly nuisance is a popular demand that merchants shall screen their fruits, vegetables and other perishables against the flies when displaying them in their stores. There is sense in such an agitation, and not much persuasion should be needed to bring merchants into line. Flies, whether roosting on the goods displayed or buzzing in the air, constitute an exceedingly bad advertisement for any store and the wide-awake merchant should do all he can to get rid of the pest without outside urging. To do so is very largely a matter of keeping the premises and surroundings clean, and then to use window and door screens and an occasional sheet of fly paper. This may call for a little extra work, but

as between a well-kept, flyless store and one that is full of the pests, even the careless customers will prefer the former, especially when the articles purchased are things to eat.

Spring is now here and warm weather is not far distant. A vigorous cleaning up now not only of the store but of the cellar and the alley will do much to abate the fly evil and, if the clean up be made a concerted movement, so much the better.

Doings in the Buckeye State. Written for the Tradesman.

Toledo must cut out 307 of her 643 saloons under the new liquor license law on the basis of the last Federal census. The liquor interests are already figuring on a new census in order to save as many saloons as possible.

The first act of President Starr, of the Zanesville Chamber of Commerce, was the appointment of a commission in the matter of rehabilitation of the city and the building of Zanesville along comprehensive lines bigger and better than ever.

The Ohio State University, located at Columbus, has a faculty of 250 instructors, fifty departments, thirty-eight buildings, a campus of 440 acres and 4,000 students.

Toledo continues to be the world's greatest clover seed market.

Dayton merchants, manufacturers and jobbers are again doing business and Dayton people are being urged to trade at home.

Dr. Griggs, of the Department of Botany, Ohio State University, will be a member of the Government expedition which leaves Seattle May 1 for the Kodiak region of Alaska, where the summer will be spent in studying the kelp groves. Later a report will be made on the feasibility of utilizing them as a source of potassium. The United States has depended heretofore on Germany for its potassium.

The American Railways Co. of Philadelphia has accepted a new twenty-five year franchise grant from the city of Springfield, giving valuable concessions in return. Its operations are placed in the control of the city with respect to schedules, routing of cars, etc., and the city has the right to purchase the road at its physical valuation at any time after five years and may at any time take possession of same if the service is unsatisfactory, paying an annual rental equal to 6 per cent. of the physical valuation. The company must build ten miles of extensions and expend \$500,000 in improvements in the next three years. The fare remains at six tickets for a quarter until the gross earnings reach \$800,000 yearly, when seven tickets must be sold for a quarter.

Four of the large concerns of Canton, the Barker Manufacturing Co., the United Steele Co., the Canton Stamping & Enameling works and the Geiger Jones Co. will build this summer in the East end and maintain jointly a \$5,000 neighborhood or settlement house, designed to promote the welfare of employees and their families.

Canton's water supply comes from artesian wells and the water contains iron, which is fast destroying the pipes of the city. Chemical action will be resorted to in softening the water, if a satisfactory process can be found.

The recent donation of a tract of fifteen acres of land for vacant lot cultivation at Columbus gave the Department of Public Recreation more land than it had applicants for, but the extra plots were quickly taken.

A movement for a more beautiful Akron has been started by the Real Estate Board of that city. Clean streets, proper care of trees, lawns and back lots, and a uniform building code will be among the reforms aimed at by the realty men.

Almond Griffen.

Honks From Auto City Council.

Lansing, April 28—Brother Charles Flowers has removed to St. Johns.

We are pleased to announce that Brother J. A. Raymond is on the road to recovery. He was able to take a short drive about the city last Friday, but it will be sometime before he will be able to again carry his grips.

We are requested by two prominent members of our Council to register a vigorous kick about the meals now served at the New Cheboygan Hotel, at Cheboygan.

The last of the series of parties given by our Council during the past winter took place last Saturday night at K. P. hall and proved a very enjoyable affair. The committee in charge report on the whole this series has been self-supporting, which is much better than was expected at the beginning. Preliminary arrangements will be commenced at once for another series next winter.

Hagamier & Saddler have moved their stock of hardware from the old stand at 118 Washington avenue, North, to their new quarters at 331. Brother Saddler is a prominent member of our Council and formerly traveled for the Robert Pott Oil Co.

Brother A. E. Krats reports business as r-o-t-t-e-n. He is subject to such spells, but usually comes through the season with a good business.

Brother C. E. Chamberlain called on the candy trade at Wolverine last Tuesday while a teachers' institute was in session. Nothing very unusual about this, as teachers' institutes are quite common, but it is wonderful how much lighter his sample cases were when he left town.

Brother Geo. O'Tooley and wife visited their parents at Belding Saturday and Sunday, making the trip overland with the new car. George says there are some unpleasant things about driving a car, and one is to run out of gasoline when it is a long walk to the next town.

Don't forget the Council meeting next Saturday night. Three candidates are waiting initiation and more are expected.

There is much talk these days about the Pere Marquette but for all that, they have it all over the Grand Trunk, so far as being on time is concerned.

Brother L. L. Colton has recently

acquired the habit of attending church whenever he happens around Topinabee. Ask him to tell you about it.
H. D. Bullen.

Fletcher Hardware Co. to Retire.

At a meeting of the creditors and officers of the Fletcher Hardware Co., held at Detroit April 24, it was decided to wind up the business to the best interests of all concerned and Messrs. Sherman Ladd, of the law firm of Warren, Cady & Ladd, of Detroit; Kemp, of the Wabash Screen Door Co., Chicago; Mead, of the American Steel & Wire Co., Chicago; Biggers, of the Owosso Manufacturing Co., Owosso, and Kaufmann, of the Youngstown Sheet Metal & Tool Co., of Youngstown, Ohio, were appointed a committee to formulate a plan for liquidation. The alleged reason for this action is that the Fletcher Hardware Co. has made no money for ten years. One of the reasons contributing to this result is said to be the establishment of seventeen retail stores in the city of Detroit, which were conducted under the name of the Wolverine Hardware Stores Co. While these stores were valuable feeders for the parent corporation, the plan proved to be so unpopular with the retail trade that the business of the house suffered in consequence. A recent statement of the company shows that it has nominally about \$288,000 in excess of the liabilities, which are about \$210,000. It is not thought the creditors will lose anything by the transaction, the loss falling solely on the stockholders. This statement is corroborated by the action of some of the larger stockholders by withdrawing their goods from the stock, which the other creditors would not consent to if there was any question as to the estate paying out in full.

Some people are as unpopular as a last year's popular song.

BUSINESS CHANCES.

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—Stock general merchandise, invoicing \$4,500. Cash business last year, \$22,500. Reason for selling, poor health. Address Morrell & Lyle, Sherman, Mich. 56

Agents Wanted—Send 35c for one tube of waterproof shoe polish in case with dauber and polisher complete and one of each of our catalogues, of rubber stamp, novelties, etc., with agent's terms. A. S. Mankin & Co., Alexandria, Va. 55

For Sale—The finest and best located up-to-date ice cream parlor and confectionery store in city of 15,000, doing large business. Reason for selling, engaged in other business. Price very reasonable to cash buyer. Address Palace of Sweets, Manistee, Mich. 53

\$50 per week and up. How far up depends on you. Enormous sums are being made by Oxygenator Salesmen—one had made \$21,500 in three years; another \$6,000 in one year; another \$4,500 in six months. Western Oxygenator Co., Beatrice, Neb. 58

HELP WANTED.

Wanted—An experienced saleslady for the summer. State wages and give recommendations. Address No. 57, care Tradesman. 57

Wanted—Agents to sell teas and coffees. Burns & Reed, 209 Hudson St., New York. 54

SITUATIONS WANTED.

Wanted—Position in either grocery or shoe store. Have had four years' experience in grocery store and three years in shoe store. Town of 2,000 or 3,000 population preferred. Address No. 59, care Tradesman. 59

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

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

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

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

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

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



The Karo Demand is Increasing Everywhere

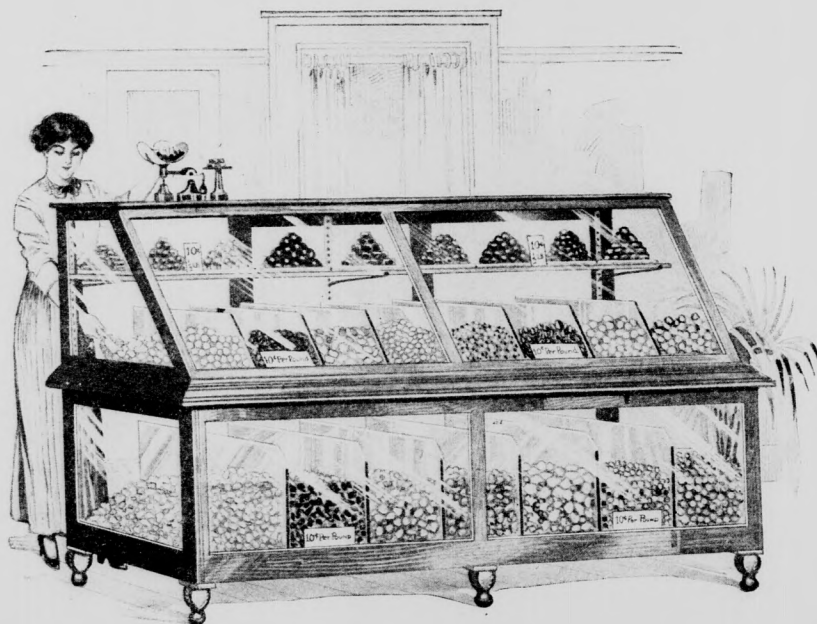
Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker. It is influencing millions of housewives to use more Karo than ever—telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

Karo is the great household syrup—the syrup of known quality and purity—specially wholesome and delicious, and of highest food value.

Your customers know it—they know that the Karo label stands for highest quality, best flavor, and full net weight. Stock generously with Karo. It sells quickly, is easy to handle and pays a good profit.

Corn Products Refining Company
New York



"Little Gem" Candy Equipment

Y7, "Little Gem" Candy Counter Comprising display case, supplies, candies, display sign and price tickets.

- 1 only Y8256, 6 ft. Display Case—Consisting of counter and tapering front top case, white oak, golden finish, hand rubbed and polished, copper oxidized legs, double strength. All quality glass throughout, polished wood shelf in top case. Counter case has no top glass, although fitted for glass. Total height 52 in., width 27 in. Shipping weight about 60 lbs. per running foot. Each, **\$35.00**
- 7 only Y8262, Clear Plate Glass Dividers—8x21 in., seamed edges, divides top case into 8 compartments, 7 in case. Case, **\$2.80**
- 6 only Y8263—As above, 12x21. 6 in case Case, **\$3.00**
- 13 only pairs P4289, Nickel Plated Brackets—With screws to hold dividers in place. (Pr. 25c) **\$3.25**
- 1 only Y716, Fairbank's Confectioners' Scale—Brass scoop and beam, weighs 4 lbs. by half ounces. Each, **\$5.00**
- 1 only Y958, Brass Candy Scoop Each, **25c**
- 500 only W1570, ¼ lb. White Laid Confectionery Bags. Pkg. of 500, **30c**

- 1000 only W1571, ½ lb. White Laid Confectionery Bags. Pkg. of 1000, **74c**
- 500 only W1572, 1 lb. White Laid Confectionery Bags. Pkg. of 500, **48c**
- 1 only Y653, Candy Asst—12 kinds, 10 lbs. each cocoanut, bonbons, cream wafers, burnt peanuts, asstd. buttercups, crystallized jelly drops, red and black raspberries, asstd. kisses, rainbow caramels, etc. 120 lbs. at 7½c **\$9.00**
- 1 only Y669, 5 pkg. Asst—Consisting of one 30 lb. pail or case each asstd. fudge, marshmallows, popular mixed, jelly beans and asstd. wrapped caramels. 150 lbs. at 7½c **\$11.25**
- 1 Asst. Y670, "Blue Bird" Chocolates—To sell at 10c per ½ lb. 12 5 lb. boxes, 5 asstd. flavors, nut tops, caramels, nougats, chips, marshmallows, dates, peanut squares. 60 lbs. at 14c. **\$8.40**

Any separate item here listed will be sold at price quoted.

Total value at retail price, **\$79.47**

NOTICE: A Special Price on this Assortment will be quoted all merchants writing our CHICAGO house and MENTIONING THIS JOURNAL.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

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