

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, MAY 14, 1913

Number 1547

AS we grow older and the shadows begin to lengthen, and the leaves, which seem so thick in youth above our heads, grow thin and show the sky beyond, as those in the ranks in front drop away and we come in sight, as we all must, of the eternal rifle pits beyond, a man begins to feel that among the really precious things of life, more lasting and more substantial than many of the objects of ambition here, is the love of those he loves, and the friendship of those whose friendship he prizes.

Henry Cabot Lodge.

Who Is Your Choice?

Who is your choice, now tell me true
Who is the man who appeals to you?
The master puppet? The pompous sham?
The shallow man or the great "I am?"
Who never has fought and never has lost,
Who never has learned a tear's great cost?
Who, flushed with pride at his own success,
Never has known want's bitterness?
Or tried his courage to bear defeat?
Or proved a master while in retreat?

Or he who has learned to smile and lose,
Is he the man whom you would choose?
The one who despite his loss can see
In the flickering embers a victory?
Who in reverses is unafraid
To lie on the pallet that fate has made
Till strength returneth, when in defy
Again re-echoes his battle cry
To live and win, or die and lose?
Who is the man that you would choose?

Gems of Thought

Music is well said to be the speech of angels.—*Carlyle.*

A man is rich in proportion to the number of things he can afford to let alone.—*Thoreau.*

Circumstances are beyond the control of man; but his conduct is in his own power.—*Disraeli.*

Make your words as good as your bond—and every letter will be a letter of credit.—*Abraham Lincoln.*

The will of God is that we should live mutually in happiness, not die in mutual misfortune. People aid one another by their joy, not by their misery.—*John Ruskin.*

Wait not till you are backed by numbers. Wait not until you are sure of an echo from a crowd. The fewer the voices on the side of truth, the more distinct and strong must be your own.—*Channing.*

The courage to be just; the courage to be honest; the courage to resist temptation; the courage to do one's duty; this is the moral courage that characterizes the highest order of manhood and womanhood—it is the courage without which no great, permanent success in life is achieved.—*Samuel Smiles.*

Inaccurate writing is generally the expression of inaccurate thinking.

Richard Grant White.

WHEN YOU SEE

THE
SIGN OF  GOOD
CANDY

"DOUBLE A"

Remember it came from

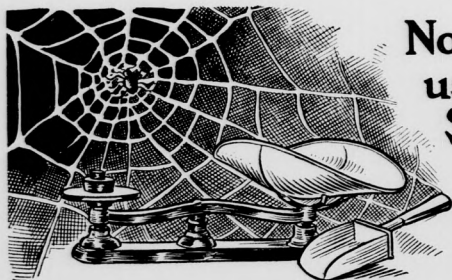
The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

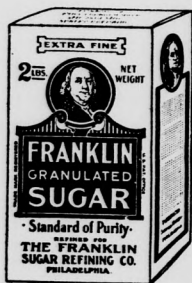
Grand Rapids

Kalamazoo



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"



JUDSON GROCER CO.—Grand Rapids, Mich.

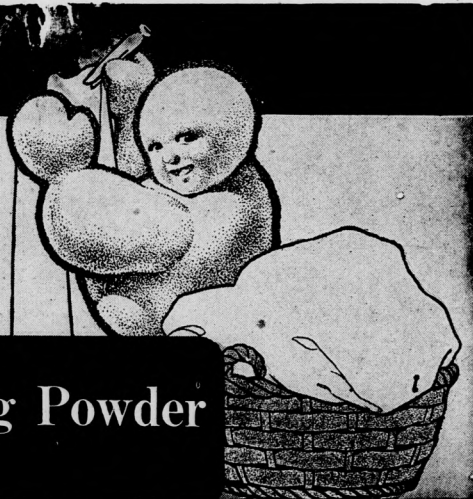
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS

next time

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

Lautz **Snow Boy** Washing Powder

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



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RED TAPE, THE ROBBER.

Too much "system" is like a trusted watchman who steals things in the night. A business expert, looking for ways to cut down expenses in a big manufacturing establishment, was being shown through it by the manager. They came to a large office where a score or more of men were at work making out a certain kind of single item bills. The manager said, "Come on, there's nothing here; they are just making out bills." But the expert said, "Wait a minute, let us see if these bills are really necessary."

It was found that the bills were merely memorandum of purchases, and that the dealers were being furnished in another way with a complete record of the shipments. When the matter was looked squarely in the face it was seen that these bills were entirely unnecessary, and that the work of all those men really amounted to nothing. This work had been costing the company \$25,000 a year for clerk hire. The business was clearing about 5 per cent. profit, so that a half million dollars' worth of business had to be done to earn that amount—just to be wasted in useless red tape.

The same thing is going on hourly, in some degree, in nearly every business. There are dozens of reports, tables, records, totals, subdivisions of accounts, and the like, which are not worth what they cost. Perhaps red tape is robbing you. Look and see for yourself.

TALLOW CANDLE STANDARD.

A man who had never heard of gas or electric lights might be content with tallow candles. Some business men, because they are not well informed on lines tributary to their business, and are not especially open to conviction are still content to order candles. And the dealers are obliged to keep a few boxes on the top shelf waiting for the men who insist on having them.

A conspicuous instance of this policy is in the matter of printing. The average business man knows too little about it. Perhaps not one man in ten knows the "point system"—the universal standard of type measure-

ment. Not knowing the first elements of printing, how can he know very much about the latest improvements in color work? How can business men buy printing intelligently when they do not know what the market affords? How can they dictate the characteristics of the printing that is to represent their business? How can they order what is best for their business if they don't even know the best exists?

It is the same in many other lines. The architect must know the latest improvements in bricks; the dry goods man must know the most recent effects in weaving, and so on. Unless this is done there is no telling how far from the mark he may hit. In an electric light age it will never do to stick to the candle standard.

THE MOTE AND THE BEAM.

The faults we see in others are often to be found in some degree in ourselves. A merchant who took great pride in the appearance of his store, which was recognized as a model of its class, had occasion to visit a store in a neighboring city where no such pretensions were made. He was struck by the contrast. The windows were crudely trimmed, the salespeople were careless, the floors were not clean, the goods were not arranged in an orderly manner, large and unsightly sign cards were posted on every hand, and the atmosphere of the place was disagreeable. He congratulated himself that his own store was not like that. But when he returned to his own store he noticed that his windows were not entirely free from the charge of crudeness. He noticed evidences of carelessness in his own salespeople. The floors, too, were not as clean as they might be. The manner of displaying goods also showed room for improvement. The sign cards might be neater. And many other points were found not so perfect as he had thought them.

In this experience he learned that it is possible to get so used to defects in things about us as not to notice them, and that we may have in ourselves the first elements of the very evils that shock us when we see them in others.

Clean up day, which will be observed in this city on Thursday, is all right as an institution. It is a good thing to talk of and to write stories about and to make the center of popular agitation, but it might be suggested that the householder who has not cleaned up his premises by the middle of May will need something more thrilling than an official proclamation to get him into activity. In any well ordered community the

clean up begins as soon as the snow is off the ground, is well advanced before the crocuses are out of bloom and it is only the lazy and the careless who have much left to be done when the lilacs are in blossom. An official clean up day, however, is not a bad idea, even though it represents a spasmodic effort, but what is more needed is a popular education that will make every day a clean up of the dirt and debris that has a way of gathering in every door yard. This education should stimulate pride in home and a desire to make home attractive, and there is no need to confine such education to the cities. There is plenty of room for it in the small towns and on the farm. In fact, it is a question if the small towns and farms do not need such education even more than the cities where neighborly competition acts as an incentive to keeping things neat and clean. If the farmers would only learn that a well-kept front yard gives value to the property, there would be fewer discards and more flowers, shrubbery and trees in view from the road.

A very important matter in the conduct of a retail store, and one which perhaps is too often neglected is that of discovering why customers sometimes cease to be customers. It often occurs that people who have been regular buyers at a certain store for months, or perhaps years, all of a sudden are conspicuous by their absence. It may cause wonderment temporarily in the mind of the merchant as to why this is so, and he may regret the loss, but, unless it is someone with whom he is very well acquainted, or, perhaps, one whose trade has been exceptionally attractive on account of his magnitude does he carefully search for the reason behind the defection. Very often it is some trifling occurrence, unintentional discourtesy or failure to give minute attention to the details of a transaction, which miffs the customer. A little diplomatic investigation may show what has caused the trouble and it may easily be rectified. If not there is always danger that not only is the customer's trade lost, but talking may be done which will exaggerate the occurrence and arouse sentiment against the store. No matter how unimportant the trade may be of anyone who thus suddenly falls away after being a regular buyer, it is the part of good business policy to find out the reason if possible and try to adjust the difficulty.

A couple of weeks ago the writer was in a town where the editor of the weekly paper was a conscientious man. And he had a just kick against

the merchants. He said he could not get them to pay attention to their advertisements. They pay him for space, and then do not make good use of it. They let the copy go unchanged week in and week out, and he knows, as a publisher does, that such inattention must fail of the best results. He wants them to get value out of his paper. It is not fair to him to neglect the space and then complain of the unproductiveness of advertising. That editor was hunting for some method of compelling the advertisers to be good, and honest with themselves. He had tried everything in the way of inducement he could imagine. Offered to help in preparing copy. Offered to get special type for some of his best customers. But they were careless and indifferent. Are there any such merchants in your town? If so they are cheating themselves by spending money for something they do not get. They do not get it because they keep it from themselves. It is like buying a boat, getting into it to take a ride and tying it to the shore so that it cannot move. In the advertising space you have bought something which is tied down to inefficiency by yourself if you do not make it as lively with as fresh copy as your brains can produce in every issue of the paper.

The Court of Appeals of New York has handed down a decision touching the responsibility of bank customers in scrutinizing checks returned after payment. The customers of a New York trust company sued to recover \$34,675 alleged to be due them from funds which they had on deposit. The trust company answered that the entire amount had been checked out on twenty-eight checks, which were found to be forgeries. The court's decision was that the plaintiffs were guilty of contributory negligence in the management of their deposit account in not discovering the forgeries, it appearing that the clerk who had charge of the account of the plaintiffs forged the twenty-eight checks and when they were returned by the trust company they were received and filed away by the clerk without being examined by the plaintiffs. The court held that the depositors were negligent in not scrutinizing such checks as were returned after payment.

How easy is it to substitute definition for deed! No temptation is more subtle than this: to satisfy conscience with exactitude over words and ideas and remain indifferent to works and ideals. A good man sets the high and right deed first and allows the descriptions of it to take care of themselves.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, May 12—Mirza Ransom Manhard, the oldest Master Mason in Marquette and a pioneer hardware dealer of the Upper Peninsula, has passed from life after a lingering illness with diabetes. While not unexpected, his death was sudden. Although his illness had extended over a period of years, he was able to be about the house and yard and occasionally down town until within the last three days. Last Friday he had a turn for the worse and on Sunday took to his bed. His condition fluctuated from better to worse until life came peacefully to an end.

The passing of Mr. Manhard marks the close of a long and successful career as a business man in this city which dated back to 1861, when, at the age of 21 years, he arrived in Marquette from his birthplace in Canada. He was born July 9, 1840, in Brockville, Ont., and was the son of William and Sarah (Clark) Manhard, both deceased. He is survived, besides his son, by a brother, Howard Manhard, of Walla Walla, Wash., and his sister, Mrs. Foster, who lives with her son, James C. Foster, in Newberry.

Ernest, industrious and possessing rare business instinct, Mr. Manhard came to this city to find work as a tinsmith, a trade which he had learned by apprenticing himself without remuneration at his home in Canada. He spent about two years here and then departed for Negaunee, where he finally became associated with J. B. Maas, then a hardware dealer and in whose store he obtained his first insight into the hardware business. A few years later he returned to Marquette and became associated with B. Neidhardt & Co. Shortly afterward he branched into business for himself, where Tonella & Son now have their store. In 1886 he erected the Manhard block, on the east side of Front street, between Washington and Main streets, in which business has since been conducted.

In 1892 Mr. Manhard became associated with D. H. Jerome & Co., of Saginaw, and the business was conducted under the name of the Manhard Hardware Company. In 1893 Mr. Manhard changed his business associations again and this time consolidated with A. O. Jopling & Co. The firm then took the name of the Manhard-Jopling Company, but in 1897 Mr. Manhard bought out personally all the other interests and the business was again conducted under his own name. A few years later he associated with his son and the business took its present title—M. R. Manhard & Son.

Shortly after returning from Negaunee—in 1869—Mr. Manhard married Miss Elizabeth DeVroy and took up his residence at 413 North Front street, although the house that now stands there was built in rather recent years. One son, Ransom, was born to Mr. and Mrs. Manhard. Mrs. Manhard died April 14, 1912.

Mr. Manhard was the oldest Master Mason in Marquette, not in years, but in membership. He was a member of Marquette lodge No. 101, of which he was master in 1874-1875. He was also a member of Marquette chapter, No. 43, R. A. M.; of Lake Superior commandery, No. 30, Knights Templar, of which he was a past commander, and was a noble of Ahmed temple. Among the many Masonic distinctions he carried was that of founder and first patron of Presque Isle chapter, No. 403, Order of the Eastern Star.

Without aspiring to political position, Mr. Manhard was ranked among the leading citizens of Marquette whose activity on behalf of civic advancement dated years into the past. Many of the older residents remember Mr. Manhard as chief of the fire department, in which capacity he served for more than fifteen years. He was one of the first heads of the organization. Aside from this, Mr. Manhard had led a private and quiet life. He was ranked as one of the leading hardware men of the Upper Peninsula, having done a large wholesale and retail business.

A. C. Buss, who will operate the Iron River cheese and creamery plant the coming year, announces that the works will be operated as a creamery instead of as a cheese factory. This is expected to be good news to the farmers. Many of these have been anxious for a number of years to have a creamery, so they can keep the milk for home consumption rather than leave it at the factory, as they have had to do when cheese was being made.

William H. Forster, one of Calumet's best known young business men and proprietor of the cigar store on Fifth street, Red Jacket, has let contracts for the erection of a two-story business block on the Hosking property, just north of the Central Hotel. The work of tearing down the old building on the property, which was occupied the past nineteen years by the store of Joseph Chynoweth, will be rushed, as Mr. Forster desires to have construction of his new block commenced so he can move into it with his business by the Fourth of July.

Horse Traders to Meet.

The Central Michigan Horse Traders' Association will hold its annual meeting either at St. Charles or Birch Run the middle of July. Between 500 and 600 dealers attend these meetings each year, when upwards of 1,000 horses change hands.

Ontonagon Herald: Thomas Follis, of Marquette, was in the village Thursday. Mr. Follis is the Upper Peninsula representative for the John Pritzlaff Hardware Co., and, incidentally, writes a few columns for the Michigan Tradesman, a leading trade journal which, by the assistance of Mr. Follis, is doing a great work in helping the development of the Upper Peninsula. We hope he will continue his good work.

Sympathy always lets the sun into our own lives.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, May 12.—The spot coffee market is decidedly dull. This is not news. It is deadly repetition week after week. But it can't be helped. The only variation is that some weeks may have been duller than others. Roasters were slightly interested when the break came, but are now back in the rut and the situation is a waiting one. At the close Rio No. 7 is worth, in an invoice way, 11½¢ and Rio 4s 13½¢@13¾¢. In store and afloat there are 1,999,306 bags, against 2,145,301 bags at the same time last year. A jobbing business has been done in mild grades and rates are unchanged. Good Cutcuta is held at 13¼¢@13¾¢.

Except in Japan's tea prices are steady for all lines. There is no great demand, although small orders are not infrequent. Taking the market as a whole, prices are slightly below those prevailing a year ago.

Sugar is dull. The weather has been too cold for any great demand. Dealers await the outcome of the tariff discussion and are not at all inclined to purchase sugar ahead of current requirements. The prevailing rate for granulated is 4.30¢.

Dealers are buying rice as they do sugar—enough to do business with from day to day. Prices are unchanged and stocks are not especially large, although sufficient to meet all requirements. Good to prime domestic, 5¢@5½¢.

Pepper is firmly held and prices are possibly a fraction higher. Other lines are unchanged. Sales are of small lots and, as is the case with so many other things, the tariff is something of a disturbing factor.

Molasses is in pretty fair enquiry for grocery grades. Quotations are unchanged. Offerings of syrups are light and prices are on previous basis.

The supply of corn and tomatoes in cans is too big. At least, one concern says that within three years 7,000,000 more cases of corn have been packed than needful and a lot of it is low grade. Tomatoes, too, are too plentiful in the cheaper grades. The week has been a very quiet one and no change whatever in quotations is to be noted. There may be an exception in the case of asparagus, for which there has been some little activity in the future market. California mammoth asparagus, white, \$2.40 @2.45.

Butter has had a week of ups and downs and closes rather firmer than three days ago. Creamery specials, 28½¢@29¢; firsts, 27½¢@28¢; process, 27¢@28¢; imitation creamery, 27¢@27½¢; factory, 25½¢@26½¢.

Cheese is moving rather slowly. Whole milk, top grade, 13¢. Old stock is steady and unchanged.

Eggs are well sustained. Receipts are much below those of a year ago. Best Western, 20¢@22¢, the latter being certainly very top.

Apathy on the Part of Local Secretaries.

Ann Arbor, May 12—At the last meeting of the Board of Directors

of this Association, our Secretary, C. L. Pray, complained about his not receiving answers to his enquiries for parties who live in other cities and towns in the State, and especially from those places where there is a Secretary, and as he has worked hard to establish the Ann Arbor rating code in this State, we thought we would ask you, if you would kindly publish an article in regard to this matter, for we feel that it is an injustice to our Association, as well as to Mr. Pray. If he can't get the information from outside cities and towns, the members think that he need not try to get these ratings and to make this Association a success the secretaries must work together and be prompt in answering all communications and to assist one another.

Our Association has been a great success so far, and we feel that if these credit ratings bureaus are conducted in a proper manner that people who don't want to pay will soon have to pay cash or go to some other State. That would put business in such a shape that we wouldn't have to lay it to the door of high cost of living or to the poor retail merchant, or the middle man, but would make the people who live beyond their income live within it and then we would all get our money when it was due which would be better than cash, for a credit account (if good) is better than cash for then they will trade at one place instead of going all over for their goods as the case of a cash customer.

As there are quite a number of new secretaries in the State, we thought it would be a good idea to publish an article in regard to this; also to wake up the older ones.

John Theurer, Pres.

Sam Heusel, Vice Pres.

Albert Fiegel, Rec. Sec.

D. C. Prochnow, Treas.

Geo. Geisendorfer.

Merchants Up In Arms Over Dust.

Saginaw, May 13—Genesee avenue merchants particularly, and those on other business streets as well, are up in arms over the lack of street sprinkling, as a result of which goods are being damaged by clouds of dirty dust, unhealthy and literally covering shelves and counters as it drifts into the stores. Outside, the street is littered with paper and dust and general rubbish.

Merchants are emphatic in denouncing the lack of system in the city department which has brought about these conditions. Outsiders who come to Saginaw stores to do shopping are complaining to the managers of these stores. Everyone agrees that something should be done at once. Various remedies are suggested. While the lack of sprinkling is being condemned, the merchants are not a bit backward in condemning the general condition of Genesee avenue which presents big ugly holes in the asphalt.

When a customer fails to come back, there's a reason. Make it your business to find out what that reason is and remove it.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids Referee. Grand Rapids, May 7—A voluntary petition was filed by Henry H. Curtis, a printer of Vermontville, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The first meeting of creditors has been called to be held at the office of the referee on May 26. No assets above exemptions are scheduled. The following liabilities are scheduled: Frank P. Town, Charlotte \$ 835.93 Geo. Hubbard and J. W. Henderson, shot, Irving 477.85 Eugene D. Youngs, Charlotte 504.00

\$1,817.78 May 8—In the matter of Samuel J. Perry, bankrupt of Grand Rapids, the first meeting of creditors was held. No claims were proved, and it appearing that there were no assets over and above statutory exemptions, it was determined that no trustee be appointed. The estate will probably be closed at the expiration of twenty days unless further proceedings are requested by creditors.

In the matter of Eugene D. Tangney, bankrupt, formerly merchant at Ludington, a special meeting of creditors was held. The first report and account of Frank A. Foster, trustee, was approved, and a first dividend of 20 per cent. ordered paid to general creditors.

Robert A. Lowrie and Howard G. Coles, individually, and co-partners as Lowrie & Coles, merchants at Traverse City, were adjudged bankrupt by Judge Sessions on their own petition and the matter referred to Referee Wicks. An order was made calling the first meeting of creditors to be held at the office of the referee on June 4. Adrian Oole, of Traverse City, has been appointed custodian, pending the election of a trustee. The following assets are scheduled: Stock in trade \$1,100.00 One horse 65.00 Wagon and sleigh 40.00 Accounts receivable 181.94

\$1,386.94 The following creditors are scheduled: A. F. Anderson, Omena \$ 18.45 A. J. Brown Seed Co. 13.14 Commercial Milling Co., Detroit 21.30 John Fitch & Co., Traverse City .. 9.31 Fisher Bros. Paper Co., Ft. Wayne 43.18 Goshen Milling Co., Goshen 40.00 Worden Grocer Co. 133.22 Hannah & Lay Mercantile Co., Traverse City 35.00 Alex W. Miller Co. 27.00 Musselman Grocer Co., Traverse City 251.87 Record-Eagle Co., Traverse City 2.25 Saginaw Beef Co., Traverse City 131.30 G. R. Butcher & Amiotte, Trav. City 31.00 T. C. Milling Company, Trav. City 30.00 Voigt Milling Co. 11.00 National Candy Co. 7.50 Hannah & Lay Co., Trav. City 41.20 Reid, Murdoch Co., Chicago 1,084.20 A. Casablanca & Son 5.65 Ferris Seed Co., Chicago 2.00

\$1,914.33 A voluntary petition was filed by John A. Bauman, of Grand Rapids, retail liquor and restaurant business, and he was adjudicated 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 29. Louis Deutsch, of Grand Rapids, was appointed receiver, with bond of \$5,000. The following assets are listed: Fixtures, wines, liquors, etc. \$9,892.55 Accounts receivable 73.10

\$9,965.65 The following liabilities are scheduled: Edward J. Bauman, Grand Rapids (Preferred labor claim) \$ 300.00 G. R. Brewing Co. 950.00 Anheiser-Busch Brewing Ass'n 1,450.00 Thomasma Brothers 1,430.00 Schwartz-Strauss & Co., Phila. 3,259.78 Peter Braun, Grand Rapids 298.00 City Trust & Savings Bank 700.00 J. W. Spooner, Grand Rapids 154.00 Heystek & Canfield Co. 92.00 Foster, Stevens & Co. 19.82 Leonard & Sons 1.70 Bertsch Market 261.15 Woodhouse Company 92.88 Alex. Miller 3.00 Steele, Wedeles & Co., Chicago, 12.70 National Cash Register Co., G. R. 260.00 Edward J. Bauman, G. R., labor 9,678.00 Kortlander Co. 225.60 G. R. Gas Light Co. 151.04 G. R. Muskegon Power Co. 41.78 Collins Northern Ice Co. 52.60 Maas Brothers 17.00 American Laundry 19.43 Harry Rosefield 27.65 Blakeslee Company, Chicago 25.60 Chapin & Gore, Chicago 91.77 Citizen Tele. Co., Grand Rapids 8.00 Durand-Kasper Co., Chicago 20.00 Felix Daus, New York City 41.0 J. J. Gill & Co., New York 108.20 Hazeltine & Perkins Drug Co. 58.00 International Silver Co., Meridian 24.30 Jno. G. Neumeister & Co., Chicago 62.92 Albert Pick & Co., Chicago 7.00 Thorndike & Hix, Rockland 57.52 Weldman Fries Co., Cleveland 101.88 Piowaty & Sons, G. R. 52.03 Blue Valley Creamery Co. 132.20 Swift & Company 20.50

Great Western Beef Co., Chicago 107.61 H. Daane, Grand Rapids 30.16 Herald Publishing Co. 21.00 Grandville Dairy, Grandville 63.77 Pr. Hollender & Co., Chicago 17.50 I. A. Anderson, G. R. 10.00 Globe Printing Co., G. R. 11.00 Leonard-Hobart Co. 3.00 Weatherly Company 5.75

\$20,439.75 May 9—In the matter of N. Hillard & Son, bankrupt, merchants at Kaleva, Manistee County, the first meeting of creditors was held and Charles N. Belcher, of Manistee, elected trustee. Bond fixed at \$2,000. Andrew Kullgren, of Kaleva, Ira Daines, of Bear Lake, and A. R. Chattaway, of Thompsonville, were appointed appraisers. The meeting was then adjourned to June 3. In the matter of Oster & Maynard, bankrupt, formerly merchants at Traverse City, an order was entered confirming sale of the assets for a total sum of \$930.57. Such assets were of the appraised value of \$1,528.55.

In the matter of William Bronkan, bankrupt, of Grand Rapids, an order was made calling the first meeting of creditors to be held at the office of the referee on May 24.

May 10—A voluntary petition was filed by Bertha Degergus and Edwin Degergus, doing business as Degergus & Guerin, of Ludington, and they were adjudged 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 27. The following assets are listed: Real estate (homestead exempt.) \$1,500.00 Cash on hand 42.00 Stock in trade 700.00 Household goods 250.00 Fixtures 570.20 Accounts receivable 894.09

The following liabilities are scheduled: Taxes 32.00 Labor claims 52.00 Unsecured Creditors. Saginaw Beef Co., Saginaw \$175.56 Armour & Company, Chicago 84.36 Ludington State Bank 87.00 Globe Tobacco Co., Detroit 18.25 Judson Grocer Co. 263.36 Godfrey & Son Co., Milwaukee 157.00 Roundy, Peckham & Dexter Co., Milwaukee 275.00 Amer. Vinegar & Pickle Co., Mil. 114.00 Oriental Mills, Manistowoc 55.00 Wolverine Sling Book Co., Lansing Michigan 90.00 Arbuckle Brothers, Chicago 15.00 Schust Baking Co., Saginaw 25.00 Livermore & Co., Chicago 7.00 Agel Dial Scale Co., Elkhart 5.00 Northrop, Robertson & Carrier Co., Lansing 5.00 W. L. Messinger Co., G. R. 18.71 G. R. Butcher Supply Co. 10.00 Renfro Brothers Co., Chicago 45.00

\$1,462.24 May 12—In the matter of Morris O. Henry, bankrupt, railway brakeman of Grand Rapids, the first meeting of creditors was held. No creditors were present, and it appearing that there were no assets above exemptions, it was determined that no trustee be appointed. Unless further proceedings are requested by creditors, the estate will probably be closed within a short time. In the matter of the Dearborn Corporation, bankrupt, of Holland, the schedules of assets and liabilities were received, and an order was made calling the first meeting of creditors to be held at the office of the referee on June 2. The following assets are listed: Stock in trade, machinery, etc. \$4,164.00 Accounts receivable 2,500.00

\$6,664.00 The following creditors are scheduled: Secured Creditors. Miehle Print. Press Co., Chicago \$3,100.00 McMullen Machinery Co. 1,000.00 (Reserved title contract). Principal Unsecured Creditors. Anderson Bros. Cartage Co., Chicago \$ 160.00 Associated Ad Clubs of America, Indianapolis 40.00 Butler Electrotype Co., Chicago 358.35 J. W. Butler Paper Co., Chicago 1,107.15 Joe Brown & Co., Holland 16.50 Buckle Printers Roller Co., Chicago 61.28 Bishop, Babcock, Becker Co., Cleveland 592.50 Blackman, Glass & Cook, Holland 171.60 Board of Public Works, Holland 98.59 J. R. Bowman & Co., Chicago 38.51 Bradner, Smith & Co., Chicago 129.86 Bockman & Co., Chicago 58.20 Bradstreet Co., Chicago 50.00 W. B. Conkey Co., Hammond 97.51 Fuchs Printing Ink Co., Chicago 60.25 Caslon Press, Chicago 242.60 Chicago Telephone Co., Chicago 176.82 Central Electric Co., Chicago 82.17 Color Printing Plate Co., Chicago 70.75 Donnelly-Kelly Glass Co., Holland 23.28 DePree Hardware Co., Holland 129.81 W. D. Farquharson & Co., Chicago 55.20 Federal Engraving Co., Chicago 390.56 Gassolo Drug Co., Chicago 91.05 Garden City Engraving Co., Chicago 148.50 G. R. Supply Co., G. R. 2,283.01 Charles Hellmuth, Chicago 74.80 Alfred Huntley, Holland 92.01 Holland Lumber & Supply Co., Holland 149.10 Austin Harrington, Holland 123.61 Hazeltine & Perkins Drug Co. 81.85 Jas. J. Johnson, Chicago 125.56

Keystone Type Foundry, Chicago 84.58 Kennedy Embossing Co., Chicago 59.63 C. J. Litscher Electric Co., G. R. 107.75 Miehle Printing Press Mfg. Co., Chicago 88.13 Manhattan Electric Co., Chicago 49.20 Paper Mills Company, Chicago 165.25 Jas. M. Pitman Co., Chicago 761.95 E. Putnammer Coal Co., Chicago 213.66 Chas. Sheperd, Chicago 87.30 Harry Sipple, Chicago 61.99 O. Thompson Chemical Co., Chicago 42.63 Tacoma Safety Deposit Co., Chicago 65.00 Union Paper & Twine Co., Detroit 42.96 Geo. VanLandegend, Holland .. 75.61 White & Tabor, Chicago 85.80 Jas. White Paper Co., Chicago 49.98 Williams Lloyd Machinery Co., Chicago 142.75 N. J. Yonker, Holland 43.01 Geo. DeWeerd, Holland 7,200.00

Notes Outstanding. James M. Pitman Co., Chicago \$ 653.66 Standard Trust & Savings Bank, Chicago 500.00 American Type Founders, Chicago 11.31 Blakely Oswald Co., Chicago 182.69 Bockman Company, Chicago 176.70 J. R. Bowman & Co., Chicago 170.06 Color Printing Plate Co., Chicago 165.50 Daily Brothers, Chicago 60.78 Favor Ruhl & Co., Chicago 84.41 M. L. Freiburger, Chicago 1,950.00 Holland City State Bank, Holland 1,500.00 Chas. C. Nash, Chicago 1,500.00 National Bank of the Republic, Chicago 200.00 National Steel & Copper Plate Co., Chicago 354.45 Peoples State Bank, Holland 5,000.00 Sandberg Mfg. Co., Chicago 174.03 Service Engraving Co., Chicago 187.87 United Press, Chicago 823.23 Williams Lloyd Machinery Co., Chicago 372.53

Total liabilities \$34,895.09

St. Joseph Referee. St. Joseph, May 1—In the matter of Claude H. Algire, bankrupt of Three Oaks, the composition of 50 per cent. offered by the bankrupt was confirmed by Judge Sessions and the creditors who had filed claims were paid that percentage. The amount due the scheduled creditors was \$1,744. Mr. Algire has disposed of his stock to Schafer & Co., wholesale jewelers of Chicago, and left Three Oaks to engage in business at Coloma.

May 2—An involuntary petition was filed by certain Chicago creditors against August Peters, of Benton Harbor. Mr. Peters has filed his appearance and will not contest the petition. The alleged bankrupt during the past few years has conducted piano and music stores at Kalamazoo, Battle Creek, St. Joseph and other points in the southwestern part of the State. It is reported his liabilities are about \$60,000, with assets of \$50,000, the latter being mostly in the form of securities held by the secured creditors.

May 3—In the matter of William H. Evans, bankrupt of St. Joseph, a petition has been filed by the bankrupt, requesting that the referee enter an order allowing him \$250 cash in lieu of his personal property exemptions. If the petition is granted, after paying the costs and expenses of administration, there will be about \$125 to distribute to creditors.

May 5—In the matter of Fred W. McPherson, bankrupt of Kalamazoo, the first meeting of creditors was held at the latter place. As no claims were proved and no creditors interested, an order was made by the referee that no trustee be appointed, and that the bankrupt be allowed his exemptions as claimed. The bankrupt was sworn and examined by the referee without a reporter and the meeting adjourned without day.

May 7—In the matter of Charles W. Vanderbilt, bankrupt of Kalamazoo, formerly of South Haven, the trustee, George C. Monroe, at public sale, sold the assets of the bankrupt, consisting of one-half interest in an ice cream factory at South Haven, to Norman E. Pearman for the sum of \$409.91, the purchaser assuming the payment of one-half the partnership debts, due and owing by the bankrupt, and John S. Colvin, a former partner of Mr. Vanderbilt, and who will continue in the ice cream business, with Mr. Pearman at South Haven. An order has been made by Referee Banyon, confirming the sale and directing the trustee, upon payment of the cash, to turn over the assets to Mr. Pearman.

May 9—A voluntary petition was filed by James Ingersoll, of Hamilton township, Van Buren county, and he was adjudged a bankrupt by Judge Sessions, and the matter referred to Referee Banyon. Mr. Day has been engaged in farming and the manufacture of grape juice near Decatur. The schedules of the bankrupt show his liabilities are \$30,609.68, of which amount \$20,037.22 are secured claims and \$10,572.46 unsecured claims with assets of \$20,783.10. The following is a list of his creditors:

Preferred Claims. Joe Leaver, Decatur, wages \$ 76.15 Chester Barrington, Decatur, wages 30.60 Ray Bowers, Decatur, wages 8.00 Link Pollock, Decatur, wages 10.00 Ed. Himmelwright, Sam Himmelwright 17.00 George Barrington, Decatur, wages 9.00 Edward J. Heald, Decatur, wages 57.00 Church Youells, Decatur, wages 7.50

Total \$215.25

Secured Claims. First State Bank, Decatur, real estate mortgage \$6,400.00 Benjamin O'Dell, Chicago, real estate mortgage 8,000.00 Liquor Dealers Supply Co., Chicago, chattel mortgage 500.00 Morris Wallburn, Chicago, chattel mortgage 1,500.00 Matthew P. Cady, Decatur, chattel mortgage & Embree Co., Chicago, chattel mortgage 316.25 Rittenhouse & Embree Co., Chicago, chattel mortgage 1,173.97 Monarch Machinery Co., Sandusky, Ohio, Icin 700.00 Klotz Machinery Co., Sandusky, Ohio, Icin 143.00 Pfandler Co., Rochester, N. Y., Icin 504.00 Theodore Netter, Chicago, Ill., Icin 725.00 Sonnenschein & Co., Chicago, Ill., Icin 75.00

Total \$20,037.22

Unsecured Claims. Edward Price, Decatur \$ 10.00 Cornelius Junker, Chicago, Ill. 60.00 Mrs. Nowak, Cassopolis 24.00 Thomas R. Brownbridge, Watervliet Mrs. John Brownbridge, LaHarpe, Ill. 93.00

Mrs. Creagan, Decatur 33.70 Chas. Brownbridge, Watervliet 20.00 Edward Youells, Decatur 71.50 Mrs. Harriet Brownbridge, Watervliet 44.00 Paul Behram, Watervliet 20.00 Leona Youells, Decatur 42.00 Chester Barrington, Decatur 43.00 U. C. Flagg, Decatur 30.00 Ed. Himmelwright, Decatur 21.40 Frank Tietser, Decatur 10.00 Leo Rose, Decatur 51.00 Ona Swineheart, Elkhart, Ind. 50.00 Linda P. Sherburn, Decatur 68.00 Mrs. Lincoln Pollock, Decatur 21.00 Eliza Christie, Decatur 18.00 Lincoln Pollock, Decatur 212.26 Elbert Smith, Decatur 7.85 Wayne Pollock, Decatur 51.90 Mrs. Delia Mallory, Decatur 38.50 Miss Jennie Mallory, Decatur 42.00 C. R. St. Germaine, Decatur 29.00 Willard Van Antwerp, Decatur 17.10 Dalton Rose, Decatur 25.00 Henry Greagan, Decatur 30.00 Flagg & Thomas, Decatur 50.00 Mel Carney, Decatur 40.00 Bert Kidman, Decatur 25.00 Decatur Milling Co., Decatur 83.23 L. S. Jones, Decatur 16.17 Carl Warner, Decatur 24.00 Orris Roberts, Decatur 44.00 Chas. Criffled, Decatur 20.50 Wood Bros., Decatur 454.72 I. Brooks & Sons, Decatur 165.21 Bert Hineckley, Decatur 98.60 Sol. Schopk, Decatur 210.00 Harold Lawrence, Decatur 163.29 Ed. C. Luce, Shelby, Montana 245.00 Jay Burlington, Decatur 100.00 H. M. Hampton, Glenwood 60.00 John Graham, Decatur 30.00 W. R. Ward, Decatur 200.00 Henry High, Decatur 90.00 John Maxon, Decatur 30.00 The True Northerner, Paw Paw Sheman D. Callender, Detroit 13.00 Bond Supply Co., Kalamazoo 18.53 Chicago Tribune, Chicago, Ill. 44.00 T. S. Hubbard Co., Tredonia 44.00 John B. Sexton Co., Chicago, Ill. 255.00 Old Rose Distilling Co., Chicago, Ill. 245.00 Sprunk Engraving Co., Detroit 75.00 Sam Himmelwright, Decatur 30.00 Leo Rose, Decatur 4.00 John Sherburn, Decatur 15.00 Arba Moulton, Decatur 5.35 Thomas and Burr Godfrey, Decatur 1,010.00 Chas. A. Madden, Decatur 316.25 First State Bank, Decatur 316.45 Benjamin O'Dell, Chicago, Ill. 739.75 Theodore Netter, Chicago, Ill. 106.02 Ryan Cooperage Co., Chicago, Ill. 2,000.00 Geo. A. Ogle, Chicago, Ill. 15.00 Joseph Leavy, Decatur 160.55 Universal Portland Cement Co., Chicago, Ill. 224.07 Blet H. Coehett, Decatur 30.00 Geo. T. Pomeroy, Decatur 350.00 Marvin Hineckley, Decatur 500.00 Lincoln Pollock, Decatur 400.00

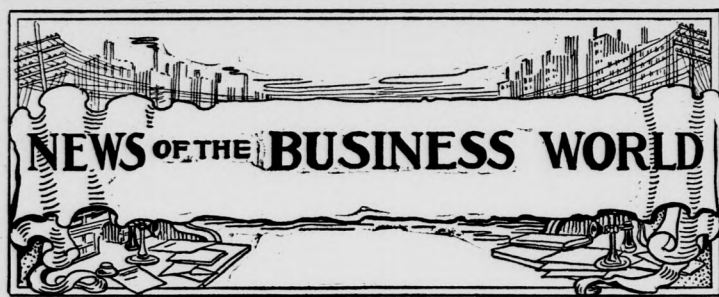
Total \$10,357.21

Lewis D. Roberts, of Decatur, has been appointed custodian of the bankrupt's assets by the referee, who was appointed receiver by Judge Sessions until the first meeting of creditors.

May 12—In the matter of Clarence M. Jennings, Robert Jennings, and Jennings Brothers, partnership, bankrupts of Lawrence, certain creditors have filed objections to allowing the bankrupts exemptions to exceed \$250, claiming that only one of the bankrupts are entitled to exemptions.

It is all very nice to have a big bank account, but money lying idle in the bank will produce no dividends. Keep your account down to proper working size and invest the rest.

Dandelion Vegetable Butter Color A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States. Manufactured by Wells & Richardson Co. Burlington, Vt.



Movements of Merchants.

Lowell—Burkle & Hayes succeed Staal Bros. in the meat business.

Cheboygan—Mrs. Harriet Shoemaker has opened a bakery here.

Alba—J. T. Richardson has engaged in the grocery business here.

Durand—F. Sutfin, recently of St. Louis, has opened a jewelry store on Saginaw street.

Big Rapids—Thomas Lindblom succeeds Morris & Lindblom in the clothing business.

Ishpeming—K. Rosberg & Co. have engaged in the grocery business on East Pearl street.

Falmouth—Willison & Buttermore succeed C. T. Bishop & Son in the implement business.

Port Austin—The Huron Canning Co. has increased its capitalization from \$20,000 to \$30,000.

Caledonia—M. Wilson lost his grain elevator by fire May 10. Loss about \$30,000, insurance, \$12,000.

Perry—H. C. Monroe has closed his stock of fruits and confectionery and retired from business.

Bently—Benjamin Touff, recently engaged in trade at Lainsburg, has opened a general store here.

Detroit—The Detroit Custom Tailoring Co. has changed its name to the Detroit Mercantile Co.

Adrian—Purdy & Ball have sold their bakery to Stephen Nevison, who will continue the business.

Harbor Springs—Verne Chapin has sold his stock of meats to E. H. Hilderbrant, who has taken possession.

Lewiston—Delos Overacker and Albro Harper have formed a copartnership and engaged in the meat business here.

Owosso—H. B. Collins, grocer, has purchased the Albert T. Thomas grocery stock and will consolidate it with his own.

Chase—Nelson Bros. have sold their stock of general merchandise to Tass Loree, who will continue the business.

Woodland—Wallace Merriam has closed out his stock of meats and will devote his entire attention to his ice business.

Anderson—L. E. Bosther has purchased the grocery stock of Vince Scampamorte and will continue the business.

Marshall—S. C. Brooks has sold his grocery stock to Terry O'Laughlin, recently of Big Rapids, who has taken possession.

Sparta—August A. Johnson and Erastus W. Smith have purchased the general stock of the Ira M. Smith Mercantile Co. and the business will be continued under the style of A. A. Johnson & Co.

Detroit—Parker, Webb & Co., beef and pork packers, have increased their capital stock from \$450,000 to \$600,000.

Cheboygan—Bert Perry has leased a store building on State street and will occupy it June 1 with a stock of bazaar goods.

Battle Creek—E. H. Weeks is erecting a new store building on North Washington avenue, which he will occupy with a drug stock.

Detroit—Fire destroyed the plant of the Detroit Tobacco Co., at Lyman Place and Riopelle street, May 9. Loss, about \$50,000.

Ontonagon—Salter Bros., recently of Marquette, have leased the Welsh building and will occupy it with a stock of groceries June 1.

Owosso—Brayman H. Taylor, shoe dealer, has filed a petition in bankruptcy. His assets total \$6,228.21 and his liabilities \$10,370.35.

Detroit—The Geo. A. Drake & Co., dealer in office furniture and stationery, has increased its capital stock from \$50,000 to \$75,000.

Manton—L. E. Thompson has sold his stock of bazaar goods to the former owner, Mrs. Charles Ramsey, who will continue the business.

St. Joseph—B. O. Greening has sold his grocery stock to Albert O. and Henry Bittner, who will continue the business under the style of Bittner Bros.

Pontiac—A. E. Wright has purchased the interest of his partner, William Gay, in the drug stock of Wright & Gay and will continue the business.

Bellevue—Sam Maurer has closed his jewelry store and removed the stock to Battle Creek, where he will be associated with his brother in a similar business.

Marshall—John Kuechle has purchased the interest of his partner in the meat stock of Kuechle & Powers and will continue the business under his own name.

Lansing—Burglars entered the grocery store of Andrew Purcell, at the corner of Chestnut and Jefferson streets, May 9 and secured some money and cigars.

Freeport—Dr. H. C. Peckham has sold his stock of drugs and store fixtures to Burdette L. Barker, recently of Caledonia, who will continue the business.

Paw Paw—Barker & Reynolds, meat dealers, have dissolved partnership. The business will be continued by C. D. Barker, who has taken over the interest of his partner.

Traverse City—Feldman Bros., of Pittsburgh and Detroit have purchased the Wilhelm block here, which

is the second largest business block in the city. It was built twelve years ago at a cost of \$60,000 and is used for offices and mercantile purposes.

Kalamazoo—W. Brown has sold his interest in the grocery stock of Brown & Sanford to his partner, Newman Sanford, who will continue the business under his own name.

Boon—John Miltner who has been traveling in the West for the past year, has purchased the McNitt hardware stock and will continue the business at the same location.

Detroit—Cyrus Kaiser and John Kaiser, Jr., have formed a copartnership under the style of Kaiser Sons Co. and engaged in the clothing business at 75 Gratiot avenue.

Battle Creek—The Purity Candy Co. has engaged in business with an authorized capital stock of \$2,000, which has been subscribed, \$645 being paid in in cash and \$1,355 in property.

Richland—Frank Beatty and Sherry Downey, both of Kalamazoo, have formed a copartnership and purchased the W. N. Kenzie drug stock. The business will be continued under the management of Mr. Downey.

Lansing—Dr. Joseph Black, convicted of selling heroin tablets illegally and sentenced by Justice Charles F. Haight to pay a fine of \$10 and costs amounting to \$45, or serve 60 days in jail, has appealed the case to the Circuit Court.

Detroit—Frederick A. Cooke, druggist, has merged his business into a stock company under the style of F. A. Cooke Drug Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Beaverton—The Farmers & Builders' Supply Co. has been organized with an authorized capital stock of \$25,000 common and \$15,000 preferred, of which \$25,000 has been subscribed, \$500 being paid in in cash and \$24,500 in property.

The United Food Products Co., Ltd., has engaged in business with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property. The stockholders and the number of shares held by each are: John S. Carpenter, 1,600 shares; Van Wyck Carpenter, 700 shares; Roland V. Hutchinson, 100 shares and M. E. Wood, 100 shares.

Ionia—Abraham Leach, one of the men conducting the Cut-rate clothing store on Main street has been arrested for conducting business under an impersonal name without filing the names of the owners with the county clerk. The statement was made that he and the wife of the other man concerned in the business supplied the capital, but as the woman was ill, the warrant sworn out for her was not served.

Cadillac—This city has a good factory building capable of giving space for sixty hands to work. The city would like to get a good industry to locate here, using the plant which formerly was utilized by a collar concern, which was too far from Troy, N. Y., to prove a success. It is the one venture Cadillac ever took hold

of and not make a go of it. The Board of Trade would like to land a good overall or men's work clothes concern, but would not turn down a good thing along the line of girl's employment.

Manufacturing Matters.

Ionia—The Ionia Pottery Co. is building a two story brick addition to its plant.

Detroit—The Detroit Forging Co. lost its plant by fire May 1. Loss about \$100,000.

Traverse City—The Wells-Higman Co. is building an addition to its basket factory.

Iron River—A. C. Buss will operate the Iron River cheese factory as a creamery hereafter.

Monroe—The Amendt Milling Co. has increased its capital stock from \$125,000 to \$250,000.

Detroit—The Michigan Cash Register Co. has changed its name to the Michigan Machine Co.

Lansing—The Emergency Forge Co. has increased its capital stock from \$100,000 to \$150,000.

St. Johns—The St. Johns Foundry Co. has increased its capital stock from \$10,000 to \$15,000.

Detroit—The capital stock of the Fisher Body Co. has been increased from \$50,000 to \$1,600,000.

Kalamazoo—The Kalamazoo Paper Box Co. has taken over the plant of the Inman Paper Box Co.

Lansing—The Seager Engine Works has decreased its capital stock from \$1,500,000 to \$1,250,000.

Detroit—The capital stock of the Detroit Copper & Brass Rolling Mills has been increased from \$2,000,000 to \$2,500,000.

Chelsea—The Chelsea Screw Co. has engaged in business with an authorized capitalization of \$18,000 of which \$9,000 has been subscribed and \$1,800 paid in in cash.

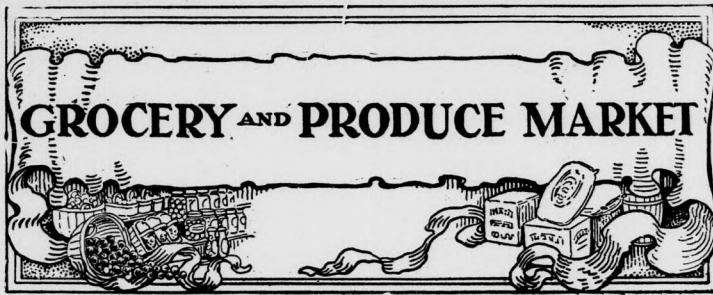
Perry—New machinery has been ordered for the Perry Glove and Mitten Co. The company will manufacture a full line of sweater coats as soon as this machinery is installed.

Ecorse—The Bowering Soap Co. has engaged in business with an authorized capital stock of \$75,000, of which \$38,000 has been subscribed, \$250 paid in in cash and \$7,250 in property.

Grand Ledge—Wm. Andre is defendant in a suit started by the Creamery Package Manufacturing Co., of Chicago. The latter claims \$2,000 damages for goods sold to Andre, which the company claims were not paid for.

The Henderson & Sons Milling Co. has merged its business into a stock company under the style of the Henderson Milling Co., with an authorized capital stock of \$60,000, all of which has been subscribed and paid in in property.

Kalamazoo—The Reed Manufacturing Co., manufacturer of agricultural implements, has merged its business into a stock company under the style of the Reed Foundry & Machine Co., with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and paid in in property.



The Produce Market.

Apples—Baldwins, \$3.50; Ben Davis and Russets \$3. Not very many Michigan apples can be figured on for disposition locally after the first of June, and but very few holdings can be maintained until this time with any degree of profit, because the shrinkage feature is in most cases too great. The market is firm, bears every evidence of good tone, but there is a limit possible to get at the present time and we doubt very much if it is going to be possible to advance this level to speak of. Only occasional varieties in high class condition and of color could be figured on as working.

Butter—The market is 1c lower than a week ago. Receipts have not been so large as to cause any great surplus, but the fact that storage buyers will not enter the market until full grass stocks are in is one of the reasons for lower prices. Fancy creamery is steady at 29c in tubs and 30@31c in cartons. Local dealers pay 26c for No. 1 dairy and 19c for packing stock.

Cabbage—\$2.25 per crate for Mobile or Texas stock.

Carrots—60c per box.

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

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—Declined to \$1.25 per doz. for home grown.

Eggs—Local dealers pay 16@16½c for candled. It has been some time since we have experienced such a uniform price on eggs during the month of April and so far into May. April affords the best run of eggs possible to get for storage purposes. Next comes May. With present indications, we will continue to see prices run along on about an April basis. It will depend, of course, on the supply. We would not be so very much surprised if the supply along the middle to the latter part of May would be curtailed to the extent that receipts would be affected and accordingly prices might respond with an upward tendency.

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

Egg Plant—\$2 per box for Florida.

Green Onions—15c per dozen for home grown.

Green Peppers—60c per basket.

Hogs—Local buyers pay 10@11c.

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

Lemons—Advanced to \$6@7 per box for Messinas.

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

Onions—Home Grown, 25c per bu. Texas Bermudas, \$1 per crate.

Oranges—\$4.50@5 per box for either Florida or Californias.

Parsley—30c per dozen.

Pieplant—50c per bu. for home grown

Pineapples—\$2.75 per box for Cubans and \$3 for Floridas.

Potatoes—Local dealers hold old stock at 40@45c. Country buyers are paying 25@30c. New stock from Florida, \$2 per bu.

Poultry—Local dealers pay 14c for fowls under 4 lbs. in weight and 15c for fowls over 4 lbs.; 7c for old roosters; 9c for geese; 12c for ducks; 16c for turkeys. These prices are live-weight. Dressed are 2c higher. The demand continues in excess of the supply, so that it has been necessary to import poultry from outside states. Iowa is usually the State from which receipts are shown. Our market has sagged just a little on basis of this importation, but not but a little. From now on until fall the situation locally will be in a state of the demand exceeding the supply, unless figured on an outside helping hand. The broiler situation starts at around 25c.

Radishes—25c per doz.

Spinach—\$1 per bu.

Strawberries—Tennessee and Arkansas stock commands \$2.25@2.50 for 24 quarts.

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

Veal—Buyers pay 6@10c, according to quality.

The Grocery Market.

Sugar—Refined is dull and prices are weak on the basis of 4.10@4.20 for granulated, f. o. b. New York. The weather is not favorable for rapid consumption and withdrawals are light. The Federal has practically cleaned up its 4.10c stock at consignment points and is consequently less of a factor in the situation, although the resumption of its refinery on a normal basis is only a question of a short time, according to the general belief. The country has light supplies, as the distributors are not taking chances pending the progress of the Underwood bill through the Senate, where it may meet keen opposition. It is thought that the free sugar clause will be retained in the final draft of the bill, but there is no certainty of the President being able to hold sufficient Senators in line for the House measure. All indications point to a material advance in sugar in the very near future. When it comes it will precipitate a scramble

for supplies which will make the jobber's life a burden.

Tea—A fair amount of business is being done at good prices, the better grades holding firm. It is too early to give any definite information regarding the new crop Japans. At the first offerings prices were a little lower than last year. The new tariff will no doubt impose a duty of 25 per cent. on paper packets, but the addition to the cost of tea so packed will so small as to be almost unnoticeable. Ceylons, Indias and Javas are coming in very good quality and fair prices. Congous can be bought now at low prices.

Coffee—The demand for coffee is fair and the situation from the standpoint of the holders of coffee is somewhat improved. Mild coffees are also slightly firmer and in moderate demand. Java and Mocha unchanged and quiet. As to the report that United States may lose a great deal of business with Brazil on account of the action taken against the valorization scheme, it seems very improbable on account of the fact that United States is its largest consumer.

Canned Fruits—California goods on spot show the ordinary season's demand without change in price. Some sales of futures have been made by the single packer who up to this time has named prices. Small Eastern staple canned goods are unchanged and in ordinary seasonable demand. It is possible that, with the increased consumption of Hawaiian pineapple, there will be a shortage during the summer. Gallon apples were never lower and it would seem that at present prices that they are a good buy. The season in which to sell canned apples is just arriving and from now on, with prices so low, a large amount of stock should be moved.

Canned Vegetables—Tomatoes are weak. Stocks in packers' hands are assuredly not heavy, but the trade seem not much interested in tomatoes at any price. Sales have been made during the week at 77½c delivered for No. 3 standards, which is a decline of 2½c. Other sales have been reported at 2½c below even this, but there is some doubt whether these are full standards or not. Future tomatoes are dull at unchanged prices. The prospects for canned corn are not very favorable, as supplies are still plentiful and packers are offering standard corn at almost the same figure as it sold for last fall. The cheap grades are beginning to clean up, however, and it is expected the market will be in better condition from now on. Peas are dull and unchanged.

Canned Fish—It is thought that opening prices on pink and Columbia River Chinook salmon will not be any lower, but present conditions point to a very low opening price on medium grades and Sockeyes. Imported sardines are quiet, and as to the French brands very firm. This market also is being affected by the prospective tariff changes. Packing has begun on ¼ oil domestic sardines and prices are 15c per case higher than old goods. A few of the pack-

ers however, have advanced prices of old sardines also.

Dried Fruits—Apricots are firmly held at quotations, sellers declining to shade prices for the purpose of attracting business. No more of this dried fruit is to be had from California. Peaches are not in active movement, but growing enquiry is reported. Buyers are said to be playing the waiting game with some hope of receiving shaded offers from sellers. In the opinion of jobbers, such offers will not materialize and a little later when distributors will have to have the goods they may put the market up on themselves. Raisins reported firm at quotations, with a comparatively good enquiry for this time of the year. The trade might be more active but for the fact that it is awaiting developments and advices from California concerning agreements between packers and the new raisin association. Currants unchanged and in fair seasonable demand. Prunes are a trifle firmer, but not quotably higher for the week. The demand is fair. The advance in evaporated apples, which many have been looking for has not materialized as yet and nothing at the present time would indicate that there will be any immediate change. Prices are the lowest in years, but the trade is still lagging.

Syrup and Molasses—Glucose is unchanged and dull. Compound syrup shows no change for the week and demand is light. All kinds of syrups are quite reasonable in price at the present time and while market quotations may not be advanced, it is possible that all deals will be removed, which will be equivalent to an advance in price. Cooking molasses has been meeting with fair demand from the retail trade and prices are unchanged for the week.

Seeds—Clover \$14 for either medium or mammoth; Alsike, \$13.50@14; Timothy, \$2@2.25. Last month showed the heaviest run of cloverseed that the largest handlers of seed in the State have experienced for some time. The tone to the situation has been keen but conservative throughout. This demonstrates that the trade in general expected that the present standard of levels could be figured on with conservative accuracy, therefore, trading has been easy to maintain on this basis.

Beans—Dealers pay \$1.60 for hand picked white and \$1.65@1.70 for red kidney. The normal crop of beans in Michigan is about 6,000,000 bushels. The new tariff bill takes off the 43c per bushel tariff on imported beans, which will enable Canadian growers, with their cheaper lands and lower priced farm labor, to ship in their beans duty free. What effect this will have on the Michigan bean growers remains to be seen.

Provisions—Smoked meats are in increased demand. Both pure and compound lard are stationary and unchanged, with fair consumptive demand. Dried beef and canned meats are firm and unchanged.

The shortest sermon may be the longest remembered.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, May 6—In the matter of Jacob J. Shtucka, bankrupt, Detroit. First meeting of creditors held. Bankrupt not present. Charles C. Conklin unanimously elected trustee, with bond of \$1,000. Case adjourned to May 20.

In the matter of Fred T. DeMay, bankrupt Detroit. First meeting of creditors held. Bankrupt present and examined by referee and attorneys. Herbert J. Newman elected trustee, with bond of \$50.

In the matter of George A. Bloomfield, bankrupt, Detroit. First meeting of creditors held. Bankrupt sworn and examined by the referee. Ordered that no trustee be appointed and no further meetings of creditors be held.

In the matter of Colonial Electric Car Co., bankrupt, Detroit. First meeting of creditors held. Albert H. Webb sworn and examined. Irvin E. Kerr, receiver, made a verbal report and was unanimously elected trustee with bond fixed at \$1,000. First dividend of 5 per cent. ordered paid on all claims filed and allowed. Case adjourned to June 10.

In the matter of Sam Isberg bankrupt, Detroit. First meeting of creditors held. Bankrupt was sworn and examined by the referee and attorneys for creditors. Howard C. Baldwin, Detroit, elected trustee, with bond of \$2,000. Case adjourned to May 7.

In the matter of United States Auto Supply and Manufacturing Co., bankrupt, Detroit. Hearing on offer for lease. The trustee reported an offer of \$100 for the bankrupt's interest in same. Order made directing trustee to execute proper assignment of lease upon payment of amount of bid.

In the matter of Herman Pfeifle, bankrupt Detroit. Final meeting of creditors held. The trustee reported a balance on hand of \$274.50. C. L. Christie, receiver, allowed maximum statutory fee and also as trustee. Howard C. Baldwin allowed \$75 as attorney for trustee. Balance, after payment of court costs and fees, ordered paid as final dividend and the estate closed and the trustee discharged.

In the matter of Clarence E. Cole, bankrupt, Lapeer. Hearing on offer of composition. There being fourteen acceptances out of twenty-six claims filed, which constitute a majority in number and amount and there being no objection, the bankrupt may file his petition for confirmation of the composition upon depositing the necessary amount. As soon as this is done an order to show cause why the composition should not be confirmed will be issued and mailed creditors.

In the matter of the Great Northern Department Store, bankrupt, Detroit. Final meeting of creditors held. The trustee reported total receipts of \$3,357.62; disbursements, \$1,019.65; balance on hand of \$2,537.97. B. B. Selling was allowed \$100 legal

services to trustee. Attorney for bankrupt was allowed \$50. Trustee was allowed statutory compensation. After payment of the same and court costs, balance ordered paid as a second and final dividend.

In the matter of Zduncik & Honowski, bankrupts, Detroit. Final meeting of creditors held. Trustee reported \$100 on hand. A first dividend of 5 per cent. was ordered paid on all claims filed and allowed and case adjourned to August 12 to declare a second dividend.

In the matter of F. Anderson & Co., bankrupts, Detroit. Final meeting of creditors held. Trustee reported total receipts of \$197.89; disbursements of \$87.70; balance on hand, \$110.19. After payment of trustee's full statutory fee and administration expenses, the balance will be paid as a supplemental first dividend of 5 per cent. to those creditors who have filed claims and have not received same and the amount remaining as a final dividend. Upon such payments being made, the estate will be closed and the trustee discharged.

In the matter of Grabowsky Power Wagon Co., bankrupt, Detroit. It was unanimously voted that a distribution of 10 or 20 per cent. be made to those creditors who did not receive either 10 or 20 per cent. dividend from the so-called creditors' committee, so that all creditors will be placed upon the same basis.

In the matter of William Palman, bankrupt, Tecumseh. Final distribution sheet prepared and forwarded to trustee calling for a payment of final dividend of 9.55 per cent. The total claims filed and allowed amount to \$15,771.63; total dividends paid to unsecured creditors, \$5,448.27; amount of exemptions paid, \$250; compensation of receiver, trustee and referee, \$321.26; attorneys' fees, \$445; all other expenses, \$594.38. Total receipts were \$7,088.91.

In the matter of Cameron Currie & Company, bankrupts. Hearing on petition for order directing trustee to make partial distribution of funds to intervening claimants. Upon full consideration of the matter by Referee Joslyn, it was determined that an order be entered directing the trustee to forthwith file with the said referee the name, address, and attorney of each of the intervening petitioners in the Wayne Circuit Court, who were decreed a definite amount by the decree as affirmed by the Supreme Court, and, upon the filing of the list, an order will be entered directing the trustee to distribute and pay to those intervenors, unless it shall be made to appear that some of those intervenors' rights may be affected by the subsequent decree of the Supreme Court, a dividend or distribution of 40 per cent. of the amount to which they are entitled. This order will be entered as of May 6, giving the parties ten days from that date to appeal from this order if they so desire.

May 10—In the matter of the United Confectionery Companies, the judge of the District Court being absent from the District, the petition for adjudication of the above party as a bankrupt was duly referred to

Referee Joslyn for action thereon. The same having been duly heard and considered, an order declaring the said party a bankrupt was entered.

The Logic of the Sherman Law.

According to dark hints advanced by the Kellogg Toasted Corn Flake Co. in the latest issue of its house organ, the Government's suit against the company for maintaining its retail selling price, may result in a very serious state of affairs for the grocery field if the Government's contention is sustained. From time to time there have been suggestions that too much pressure in certain directions might persuade manufacturers to cut out jobbers and attend to their own distribution on the basis of a co-operative jobbing house, but now, the company has no hesitation in declaring that it is within the realm of reason to have manufacturers club together and attend to all their own selling. In the company's own language:

An Eastern judge, in a decision against retail price maintenance, said: "That a patentee may create selling agencies and control the price goes without saying." In other words, according to this judge, a patentee can not control the price through the ordinary channels of merchandise, but by establishing special agencies he can control it absolutely.

It means that if the doctrine of this judge were to prevail, a vast chain of wholesale and retail stores, owned and controlled by manufacturers, will spring up all over this country—exclusive manufacturers' agencies like the Douglas Shoe stores, if you please, but with twenty to forty manufacturers behind them instead of one. And these stores will have the exclusive sale of the best known brands except where it will be for their interest to permit other dealers to handle them.

Things are bad enough now, but how would you like to go up against an institution like that? That's the very next move on the programme if the Kellogg suit and the issues on which it is founded are defeated.

Manufacturers are not inviting this condition of affairs. The situation is not of their making. But if the condition described is brought to pass, they must protect their own interests. If the courts decree that the price-cutter is to have absolute freedom to slaughter values on the manufacturers' goods, a chain of exclusive manufacturers' agencies is the only logical remedy.

This is certainly carrying the penalties for interference with rational price control to new extremities, but there is a certain degree of practicability to it and, if manufacturers are sufficiently stung to resort to some such measure to maintain their price, there is no reason why it cannot be done. It is entirely likely that an economical chain of stores might be maintained in the chief centers of population by a combination of twenty or more manufacturers and, with distributive systems of wagons and canvassers taking care of the bulk of distribution economically. That it would be done is quite another question, but as a sequence of extreme anti-trust legislation and practice it is more or less logical.

Rigid Against Fixed Prices.

As to whether or not the Government will stand by its somewhat advanced interpretation of the Sherman law to the extent of preventing manufacturers from enforcing the selling price of their own products there does not appear any change of front, so far as the Department of Justice has expressed its views since the change of Administration. In fact sleuths of the Government have started an investigation of similar practices in the automobile trade, because one of the

automobile trade leaders chose to sustain the Kellogg contention.

In a recent letter, written by A. Bruce Bielaski, chief of the bureau that made the investigations in the price maintenance cases, the following was given as the Government's attitude in response to the enquiry of an anxious business man:

Your letter of the 18th inst., stating that you are receiving many communications from manufacturers, wholesalers and retailers asking for information as to the attitude of the Department with reference to resale prices, has been received. In reply thereto, you are advised that it will be proper for you to answer enquiries of this character stating that it is the view of the Government that the fixing of resale prices by manufacturers upon any article when sold, whether such articles are patented or not, is in violation of law; that the Kellogg case will be pressed to a final determination as rapidly as possible, and that if the Government's contentions are sustained by the courts, the principle will be strictly enforced.

Will Sand Produce Crops?

This is the question which is interesting the owners of thousands of acres in Western Michigan land just now, and if energy and science can answer it, it will mean the rapid development of this territory.

The Muskegon Chamber of Commerce has just decided to take a hand in solving the problem. A part of Louis P. Haight's farm in that vicinity is to be used for experiments and the work will be pushed as fast as possible.

Uncle Sam is also at work on the farm, and has been for the last three years, trying to solve problems confronting every settler in the Jack Pine and Scrub Oak regions of this part of the State. Two or three years more of this work is expected to demonstrate just what crops, and what form of rotation, will produce the most money from the sandy soil, which there abounds. The Muskegon men behind the new movement, are to be congratulated on their breadth of view. The development of this land means the development of the neighboring towns, and the closer we knit the rural district with their local townships, the more likely we are to see real progress in both.

Get Right.

Get up right in the morning. Go to bed right at night. Start with joy in your heart, hope in the future, kindness in your purpose.

If it is a dark day never mind; you will lighten it up. If it is a bright day you will add to the brightness. Give a word of cheer, a kindly greeting, and a warm handshake to your friends.

If you have enemies look up, pass them by, forget and try to forgive.

If all of us would only think how much of human happiness is made by ourselves there would be less of human misery.

If all of us would bear in mind that happiness is from within and not from without there would be a well-spring of joy in every heart, and the sun would shine forever.

John A. Sleicher.

Why is it that many men who pay all other bills promptly seem to think a bill for a subscription to any kind of a publication is to be stood off as long as possible?

Juicy Jottings From Jackson.

Jackson, May 12—Mrs. Frank S. Ganiard is at home again, after going to the White Cross Sanitarium for a major operation.

Senior Counselor Ray Pringle was much concerned Saturday evening about his son Harold, who was very ill. At last reports, however, he was much better and we all hope he will soon be restored to perfect health.

George Elliott, who represents the Summit City Soap Co., took his wife to the city hospital Sunday for a serious operation. Their many friends are hoping to see Mrs. Elliott once more a well woman and that very speedily.

Our worthy Sentinel, Max A. Nowlin, pulled up a graceful and artistic stunt Saturday evening during the Council meeting. It was fully appreciated by every one present and for further particulars we refer you to Max, who is the capable manager of the Jackson Baking Co. It would be a good attraction for other councils.

Since writing our last letter to the Tradesman, Wm. W. Moore has passed away at the advanced age of 89 years. Mr. Moore was the father of Past Grand Counselor, M. J. Moore, local manager of the National Biscuit Co. and the First Senior Counselor of Jackson Council, No. 57. The true relations of a father and son always existed between Jay and his father and few of our parents reach this age.

The writer wishes to mention an up-to-date store front which has just been installed by Geo. B. Dunlap, grocer of Ypsilanti. Besides the large single plate glass display window, with the side vestibule doorway, he has introduced an innovation by placing a glass refrigerator display wall case outside for the display of fruits and vegetables, which are kept fresh and salable. This case is in the vestibule as you enter and was installed by the McCray Refrigerator Co. Mr. Dunlap believes in putting a certain amount of the surplus back into the business and it pays.

Fred A. Avery, Albion. This is the name and address of our new member just initiated last Saturday evening. We are always glad to get members of the Avery type and we have several of them in this hustling city of Albion. Spurgeon.

Nubbins of News From the Celery City.

Kalamazoo, May 13—Kalamazoo Council held another of their usual very enthusiastic meetings last Saturday evening. Newton Root, E. M. Bullock and A. H. Bennett were initiated at that time. The meeting in June will be held on the first Saturday of the month instead of the second Saturday, in order that final arrangements for the convention at Grand Rapids can be completed.

The Committee in charge of Transportation reported their results to the Council and were instructed to engage a special train over the G. R. & I. to leave for the convention at 8 a. m., Friday morning, June 13. Kalamazoo Council will attend with at

least one hundred members and their wives.

C. L. Burch, of the Illinois Grand Council, has purchased a home just south of Lawrence, and moved his family to this new location. He will transfer his membership in the U. C. T. to Kalamazoo Council and later transfer his Grand Council membership to the Michigan Grand Council. Brother Burch made himself known to the boys on the train a few weeks ago and we enjoyed a nice visit with him as far as Kalamazoo.

M. A. Crooks is able to get around with crutches now, but it will be a long time before he will be able to resume his work.

Our ball team is hard at work and we can see no reason, judging from the work they are doing, why they should not bring home all of the baseball honors at the convention.

R. S. Hopkins.

Seepings From the Soo.

Sault Ste. Marie, May 12—A. H. Eddy has engaged C. Marine, formerly of Manistique, to take charge of the meat department in his general store. Mr. Marine comes highly recommended and enjoys his new position in one of the most sanitary and complete markets in the State.

The country roads leading into the Soo are at present in bad condition, owing to the heavy traffic during the wet weather which has left the roads quite rough for automobiling throughout the country.

R. Gillie, Moran, has made a settlement for the benefit of his creditors. Mr. Gillie is a lumbering operator.

The high prices of meats is causing many people in this vicinity to eat mutton. The write-ups on the benefits of eating mutton in the newspapers has had a marked effect upon the local trade here and mutton is being consumed in larger quantities than heretofore. W. G. Tapert.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	78	81
Am. Gas & Elec. Co., Pfd.	42	45
Am. Light & Trac. Co., Com.	374	380
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	60	62
Am. Public Utilities, Pfd.	73	76
Can. Puget Sound Lbr.	1 1/4	2
Cities Service Co., Com.	112	114
Cities Service Co., Pfd.	85	86
Citizens' Telephone	93	94
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	64	65
Comw'th Pr. Ry. & Lt. Pfd.	87	89
Elec. Bond Deposit, Pfd.	71	75
Fourth National Bank	212	
Furniture City Brewing Co.	59 1/2	60
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.		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	
Lincoln Gas & Elec. Co.	30	35
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.		37
Michigan State Tele. Co., Pfd.	100	101 1/2
National Grocer Co., Pfd.	88	90
Old National Bank	207	
Pacific Gas & Elec. Co., Com.	50 1/2	51 1/2
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	19	21
Tennessee Ry. Lt. & Pr. Pfd.	73	75
Utilities Improvement Co., Pfd.	73	75
Utilities Improvement Co., Com.	60	62
United Light & Ry., Com.	74 1/2	76
United Light & Ry., 1st Pfd.	73	81
United Light & Ry., 2nd Pfd.		75
(old)	75	77
United Light & Ry., 2nd Pfd.		71
(new)		73
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 1/2 96 1/2
Flint Gas Co.	1924	95 97 1/2
G. R. Edison Co.	1916	98 1/2 100
G. R. Gas Light Co.	1915	99 1/2 100 1/2
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	95 99

*Ex-dividend.
May 14, 1913.

Every Retail Merchant in Michigan is Cordially Invited to Attend the

7th Annual Merchants Week

At

Grand Rapids June 10, 11, 12

It is too early to announce the many entertainment and educational features which are being arranged by the Committee in charge, but those who have been here will know what is in store when we say that this will be a bigger and grander Merchants Week than any of the preceding ones.

One of the new features will be

Business Efficiency Day

On Wednesday afternoon will be held a Convention Session for those merchants interested in how to make more money, when addresses will be made by National experts on such subjects as "Insurance," "Window Trimming," "Advertising," "Business Efficiency," Etc.

Three Glorious Days of Rest

Are afforded by Merchants Week from the grind of everyday business life. Come and join the hundreds of other merchants. The change will do you a world of good. Take in the amusements at Ramona, the Theatre and the Grand Banquet Thursday evening. You will go home feeling full of vim and vigor and with new ideas that will make money for you. Detailed announcements will be made later. Watch for them.

Make your plans NOW!

Wholesale Dealers of the Grand Rapids Association of Commerce.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY.
Grand Rapids, Mich.

Subscription Price.

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

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Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 14, 1913.

DUG UP HANDSOMELY.

The success of the campaign just completed to raise \$250,000 for a new Y. M. C. A. building in this city illustrates anew what can be accomplished in a good cause when backed with zeal, enthusiasm and system. A quarter of a million dollars is a lot of money for a town of this size to raise, with conditions as they are and considering that the Y. M. C. A. is narrowly sectarian in its form of government, which precludes one who is not an evangelical Christian from contributing to the cause without a surrender of principle which necessarily causes many a heart pang. Notwithstanding the handicap under which the local organization labored because of the narrowness and bigotry of the international organization, the campaign was intelligently and thoroughly organized. The committee went after the money—and got it. When once the campaign was fairly started there was no loafing on the job. Every man had his work to do, his particular list of men and women to call upon, and each did the part assigned to him—and a little more. The success of the campaign is one of the best illustrations of efficient effort along public lines that this city has ever seen. The cause for which the effort was made was good, which, of course, helped. In the Y. M. C. A. can be found an appeal that will reach the heart of every parent and that will awaken an interest in every employer, whether factory or office. This made it easier to solicit funds in its behalf. However good the cause had been if those working for it were half hearted and lacking in enthusiasm, failure would have been certain. The result should be a lesson in method. The first and most essential factor in a money raising campaign, no matter what the cause, is to get the right spirit. The remainder is a matter of detail.

The success of the Y. M. C. A. campaign is the more notable because of the many other demands that have been made upon Grand Rapids people this season, business and otherwise. The raising of \$800,000 for the building of the new Pantlind Hotel has been accomplished or very soon will be, and most of this

is Grand Rapids capital. The Masonic brethren have been raising \$200,000 for the new Masonic temple and have made very gratifying progress. The St. Cecilia are nearing success in their efforts to raise \$20,000 with which to pay the indebtedness on their building. In addition to this, the hospitals, churches and other public institutions have received their usual support. Money may be "tight" and business depressed, but Grand Rapids has dug up very handsomely nevertheless.

STILL IN THE BALANCE.

Many millions of dollars in market value have been taken out of the stocks and bonds dealt in on the New York Stock Exchange. This in itself is not serious, because it is only paper value that has disappeared, but it is important as reflecting business and financial conditions. The railroads and industrials whose securities are selling at levels that compare with the panic quotations of 1907. have as much intrinsic value, based on earning capacity or real assets, as ever, but nobody wants them and those who have to sell must take what they can get—and just now what they can get is far below the normal quotations. The wide spread money stringency is given as one cause for the depression in the standard securities. Disturbed conditions in other parts of the world is given as another cause. The unreasonable demands of the labor unions and the unfortunate and demoralizing disturbances which follow is still another reason. These various causes may each have an influence on the general situation, but the greatest disturbing and value destroying element is politics and the politicians. The legislatures in many states have been in session the past six months and most of them have been busy writing new laws for the regulation of everything imaginable and in many instances quite regardless of what the consequences will be on business and enterprise of all kinds. Even more demoralizing than the legislatures in Congress, which is still in session tinkering with the tariff. The tariff bill passed the House with a fair degree of promptitude and is now in the Senate and the indications are that the Senate will fuss with it all summer. It makes a difference, of course, to the industries of the country what the new tariff will be, and it is reasonable to expect that a period of depression and lowering of wages and values will follow the enactment of the new law, but this country is big enough and strong enough to meet radical changes of this character, no matter what kind of a tariff law may be framed. Neither this nor any other country can do business when the basis upon which business must be done is a matter of uncertainty. Business man and manufacturers all over the country will be "in the air" until the tariff is settled and the best service that the United States Senate can render is to quit talking as soon as possible and act. The administration in both houses and in the White House is Democratic. It is a Democratic tar-

iff bill that is under consideration. Assuming that the political complexion of the administration reflects public sentiment, that the people in voting last November knew what they wanted, it ought to be a matter of sound policy to let the bill go through. The responsibility will be upon the Democracy and if the measure falls short of public expectation, its failure will make the return of the Republicans to power all the easier. The Republicans have no particular responsibilities in the matter, but they will have a responsibility if through them the tariff discussion is prolonged through the summer, with the unsettling influence this will have on all branches of business.

ON A BETTER BASIS.

The pure egg campaign is already under way for the new season, and this year ought to see substantial progress in the movement to place the responsibility and loss for poor stock where it belongs. April eggs are so uniformly of good quality that dealers do not consider candling necessary and buying case count is the rule. Along in May, especially if May is a warm month, eggs found in hidden nests and incubator eggs begin coming in and the dealer who does not candle takes his chances. Still later in the season, during the summer months the eggs which are held in the cellar or pantry until enough accumulate to make a basket full begin coming in and candling against these is necessary for in warm weather there is much deterioration in quality. Still later in the season, when prices naturally advance, come the held eggs and among these are many that will not stand the light. Some dealers candle all the year around, while others begin in May or June. The tendency this season is to start earlier than ever and the buying will be loss off more strictly than in former seasons. The loss off falls on the country merchant, as a rule, and unless the country merchant has a way to back up on the producer, he has to stand the depreciation. The country merchant can easily clear his skirts if only he has the nerve and the willingness to do it. His remedy is in candling the eggs as they are received. A candling apparatus can be rigged up by any handy man about the place. A cigar box with two holes in it, an electric or oil lamp and a dark closet or a corner in the cellar constitutes the entire outfit. With a very little experience the eggs can be candled as they are received and in the presence of the producer himself. If the producer can be shown that the eggs are bad, he is at once disarmed against finding fault, if the eggs are not accepted as good. The ocular demonstration, taking a few minutes of time, will be worth more than hours of argument in satisfying the producer that he or she is getting a fair deal in the matter of quality. If the merchants start in early at candling and let their farmer friends know that poor eggs will not be accepted, the campaign for quality will be won. Trying to ring in incubator eggs, eggs from hidden

nests and held eggs will cease just as soon as the farmers understand that these little stunts will not go, and this will put the egg business on a better basis than it ever has been under the loose methods of the past. In the cities the consumer will no longer accept bad eggs from the grocer, the grocer is demanding quality from the dealer, the dealer is candling against the country merchants, and to make the good egg campaign complete the country merchant should hold the producer to his responsibility and thereby save himself from loss.

EFFECT OF THE FROST.

It is too early yet to determine how extensive was the damage to the fruit crop in Michigan by the sudden and severe drop in the temperature last week, but it seems to be agreed upon by the growers that there will be a wide margin between what would have been and what will be in the matter of yield. The drop in the temperature came Friday and Saturday nights, with a mark of several degrees below freezing. To make matters worse the weather was clear and dry, with steady drying winds prevailing. With plenty of moisture in the air the cold would have done little or no damage, but as it was, the conditions were such as to make the damage as great as possible. Cherry and plum blossoms were beyond the most critical point, but the apples and peaches were just in bloom and at their most delicate stage of development. These tree crops have, undoubtedly, been damaged, but how seriously will not be known until later. The loss will not be total by any means. There will be enough of all kinds of fruit to go around, but there will not be bumper crops which the early promise indicated. This is what the conservative growers say and it is likely they are more reliable than the newspaper correspondents who delight to kill the fruit crops about so often for the fine shiver it gives the readers. Aside from the tree fruits, it is likely that the early strawberries have suffered from the freeze, as they were in full bloom and at their most critical period. The strawberry crop will be far from a total failure, however. The belated buds remain to be heard from and, besides, many of the blooms were sheltered by the leaves and, no doubt, escaped the freeze.

The fruit crop is a matter of immense importance to Michigan and especially to Western Michigan. It makes a matter of several millions of dollars difference to this part of the State whether the crops are good or failures. There is plenty of justification for nervousness as to the damage by the cold, but there is nothing to be gained by claiming a total loss when it is pretty certain that Michigan will have plenty of fruit this season, not only for home consumption but for shipment.

Work with your competitors for the general good of the town instead of working against them for your own personal advantage.

REAPING THE WHIRLWIND.

The managers of the Eastern railroads are having their third round of trouble with the brotherhoods of their employes, and if there is anything in precedent they are due to having their pay rolls still further fattened with return in sight in the way of improved service. First the locomotive engineers made an arrogant demand for more wages and less work, with the threat that they would tie up every road in the East unless their demands were complied with. The railroad managers did not dare face the issue; they consented to an arbitration and the award was against them to the amount of four or five million dollars annually in the pay rolls. Then the firemen and engine-men, through their brotherhood, put in a demand for more wages and less work, with the usual alternative of tying up all the railroads if denied. The railroad managers at first said they wouldn't and then they did, and the arbitration under the Erdman law gave the firemen an advance of 10 per cent., estimated to amount to \$3,000,000 annually. Now the conductors brakemen and other trainmen are making their demand for more wages and less work, with the usual threats, and the railroad managers, just as in the former instances, are saying they won't, and it remains to be seen whether they really won't or whether the brotherhood's bluff will work, as in the former instances. Conductors and brakemen cannot be listed as skilled workmen, although experienced men are, undoubtedly, better than green hands, and in the event of a strike no difficulty would be experienced in filling the places of those who are out, but the same was true of the firemen. The Eastern railroad managers, however, have gotten so accustomed to knuckling down to the brotherhoods that it seems to be second nature for them to submit to whatever demand may be made upon them, regardless of their own or the public welfare. The railroad brotherhoods have become so powerful and at the same time so arrogant and domineering that it is only a matter of time when there will have to be a fight to determine how far they may go in controlling the railroads of the country. The railroad managers by their cowardly policy of submission, are merely strengthening the brotherhoods and making the ultimate solution of the problem more difficult. Being afraid to fight and letting such timidity be known is the surest way to add to the girth of the labor union's head, and the Eastern railroad managers for three years past have been doing little else than to swell up the brotherhoods and make them think they own the earth and that their demands, no matter how rapacious, must be conceded. The railroad managers might make a stand on the conductors and brakemen as the weakest of the brotherhoods, but they ought to have taken their stand on the engineers in the first place and ended it there. The public might have been inconvenienced, traffic might have been held up for a few days or weeks, but it would

have been highly educational for the general public as to labor union methods and the extremes to which the unions will go to secure their demands. There would, no doubt, have been train wrecks and the lives of travelers would have been sacrificed, but labor unions do not let little things like that interfere with their plans of campaign.

TRUE CO-OPERATION.

The strength of unity is indisputable. Few things do more to retard the natural progress of a business or a movement than a lack of intelligent co-operation.

The energy expended on a "tug of war" is not constructive energy. It is like one man pumping water out of a basin while another pumps it back.

There are two chief reasons for a lack of co-operation: One is that men do not agree on what is best to be done. The other is that selfish motives deceive men into thinking that they can get more by going alone.

The remedy for the first is comparison of views, exchange of ideas, and the establishment of the right idea in the minds of all. The remedy for the second is the knowledge that the common good is also the real good of the individual. Selfishness is often but another name for ignorance. If a man desires to obtain the most good for himself he should know that his legitimate share of a great common good is greater than any possible good he could obtain for himself alone. The narrow-minded man fishes with a hook and thinks to have the whole catch for himself. The broad-minded man joins with others in using a seine—and his portion of the catch exceeds by far what he might get with the hook.

Co-operation is the most effective way to secure the most of what each one desires to obtain.

FAKE DEALERS

Every occupation carries with it human parasites and "black legs." That the State of Michigan felt compelled to take active legislative measures against false advertising emphasizing this with a penalty of heavy fine and imprisonment, reflects not upon the business of the tradesman but upon some of the abuses connected with it. Every honest dealer will rejoice that these vampires are to be in part weeded out, though of course there will be evasions of this as of any other law, and no one can expect a sudden reformation.

Yet there has been another legislation through all time, working so quietly that some of those most interested failed to discern the results,—but still working steadily and surely. We refer to the direct results of every deceptive method. It took some people until their first pair of cheap shoes, sold at "half the usual price" were worn out—not so very long, either—to discover that they were faked; that pasteboard soles were not a profitable investment, even at this price. But they remembered the les-

son thus learned. Lincoln once said: "You can fool some people all the time and all people some of the time, but you can't fool all the people all of the time."

Leaving the moral side of the question entirely out, there is no question but that some one will speedily discover the discrepancies in trade, and then the story will gradually leak out. Retribution may come more speedily, more publicly, through the active measure of the last Legislature. When the blow falls it will be in the open. There will be none to ward it off; no possibility that reputation will not suffer. This will have a salutary effect in suppressing those who fear open detection. But perhaps some of those same parties fail to appreciate how their "fake" advertising has been discussed sub rosa in the past, or how serious inroads it has created in their every day business.

THE LOOKS OF A LETTER.

Few business letters are above criticism. The fact that a letter is a representative of a business is not half appreciated. Occasionally you see a letter that commands your admiration because it is free from flaws. The paper is not too cheap and not too good, the printing or lithographing or stamping is well designed and well executed, the typewriting is faultless, the language is good and the signature readable. Many letters have some of these qualities, but few have all of them at once. There is either cheap paper or odd colored paper or awkward typewriting, uneven margins, a diagonal rubber stamp signature or a letter head that suggests a circus poster. Any one of these things on an otherwise perfect letter is like a pink cravat on a man in evening clothes.

Individuality in the appearance of a letter is allowable and often desirable, but it is not necessary to transgress the laws of good taste and common sense to attain it. It should be the pride of every business man that his letters command the respect which he himself might wish to command if he took the message in person. A letter often goes as the sole representative of a business, and the impression it gives is the impression the recipient gets of the business.

KEEP YOUR PROMISES.

Neglecting the exact terms of a definite promise is often a serious thing. The complicated activities of business make it necessary to work to a schedule, and even a little delay at one point may interrupt the whole plan.

A man has an appointment with two other men at 3 o'clock—he has given his word that he will be there and they have made plans based on that promise. Before he leaves his office, it is necessary that he approve a piece of printing that is ready for the press. The printer has faithfully promised to have the proof at his office by 2 o'clock. But 2 o'clock comes and the proof is not there. The printer is informed by telephone and says it will come right away. At five minutes to

3 it has not come. The man must either break his word and, perhaps, seriously interrupt the plans of others or he must leave without approving the printing and so delay his own plans. Neither course would have been necessary if the printer had kept his promise, or, failing of his first, had kept his second.

This situation, with variations, is a familiar annoyance in every line of business. Its prevalence, however, does not lessen the dishonor of a broken promise. It ought to be considered as unsavory to have a worthless promise as to have a worthless credit. The satisfactory conduct of business demands that promises be kept or notice promptly given.

The Grand Rapids wholesalers and jobbers will go to Muskegon May 21 on their first one day trade extension excursion of the season, and it is expected about 100 will attend. They will charter a special train, the steamboat limited, for the trip, leaving here at 8 o'clock in the morning. They will make stops at Berlin, Coopersville, Nunica and Fruitport of from 15 to 45 minutes, and will arrive in Muskegon about noon in time for lunch at the Occidental. If the Muskegon Association of Commerce wishes to extend greetings or make a delivery of the city's keys, the opportunity will be given immediately after lunch. The afternoon will be spent in calling on the trade. The original plan was to make the trip by automobile but the interurban method of travel was taken instead, but many of the tourists will send their cars over the night before to have them for use in getting around the town. The hour for returning has not yet been decided upon, this depending somewhat on what the Muskegon brethren may desire. Grand Rapids and Muskegon have many interests in common and, in addition to this, there are many social ties connecting the two cities, and it is possible a social evening may be arranged. As soon as the Muskegon trip has become history plans will be started for other one day trips. It is likely that Spring Lake and Grand Haven may be visited. A trip to Holland, stopping at all stations along the way, is proposed. An automobile trip to Ionia stopping at Ada, Lowell and Saranac, is also under consideration.

Accomplishment comes largely because we set our determination to the task that we have in front of us. Self-reliance is the one requirement for which we cannot find a substitute and without which we cannot even walk erect. Results worth while mean fixed purposes worth while.

Every now and then you hear of someone who failed to collect fire insurance because of some kink in the policy that was not properly understood. Have you ever read your fire policies?

A salesman is no better than his digestion. Keep your stomach right if you want to get into the Hundred Point class.



Largest Holders of Local Bank Stocks.

Not counting the City Trust and Savings Bank, whose stock is held by the stockholders in the Grand Rapids National City, but putting in the Michigan Trust Company, the local banks have a total capitalization of \$5,500,000, divided into shares of a par value of \$100 each. The records show that this stock is distributed among 1,074 holders, including all duplications and this on the face of the returns makes the average holding about \$335. This showing is somewhat deceptive, however, for if the lists be carefully studied it will be found that nearly one-third of the entire bank capital in the city is held by about twenty individuals or family groups, leaving about two and a half million to be distributed among about a thousand holders. The largest individual bank stock holder in the city is Edward Lowe, who has 560 shares in the Kent State, 506 in the Old, 443 of his own and 52 as trustee in the Grand Rapids National City and 170 in the Michigan Trust Company, a total of 1,725 shares with a market value of approximately \$445,000 and yielding an annual income of something over \$15,900. Mrs. Lowe holds 125 shares of Kent State, 100 of Old National, 100 of Grand Rapids National City and 40 of Michigan Trust, a total of 365, making their joint holdings 2,090 shares, with a par value of \$209,000 and which if converted, would yield considerably more than half a million. The second largest holder is Joseph H. Martin, who holds 510 shares in the Old National, 473 in the Grand Rapids National City, 57 in the Grand Rapids Savings and 16 in the Peoples, a total of 1,036 shares. His son, John B. Martin, holds 30 shares of Old and 25 of Grand Rapids Savings a total of 55, making their joint holdings 1,091 shares. Dudley E. Waters, his two sisters and his mother among them hold 1,008 shares of bank stock, 823 in the Grand Rapids National City and 185 in the Michigan Trust. The family and estate of the late James M. Barnett hold 675 shares of bank stock distributed 607 in the Old, 15 in the Grand Rapids Savings, 25 in the Michigan Trust and 28 in the Kent State. Wm. H. Anderson holds 250 in the Fourth, 200 in the Peoples and 200 in the Commercial, a total of 650 shares. John A. Covode has 620 shares and it is all in the Kent State, this being the largest individual holding in any one bank in the city. Mrs. Edwin F. Uhl holds 440 Grand Rapids National City, and she is the

largest woman bank stock owner in the city. Wm. H. Gay has 146 shares in the Kent State, 190 in the Fourth, 80 in the Commercial, 50 in the Peoples and 35 in the Michigan Trust, a total of 411 shares. John W. Blodgett, personally and as guardian and the Blodgett Co., Limited, has 100 Peoples and 325 Fourth, a total of 425 shares. L. H. Withey's holdings include 133 Michigan Trust, 210 Old National, 58 Kent State and 5 Fourth, a total of 406, and if it came to a pinch he could dig up about 300 shares more belonging to members of his family. Max Braudy and his sons hold among them 377 shares, 260 in the Fourth, 55 in the Grand Rapids National City and 62 in the Commercial. Henry Idema personally holds 304 Kent State, 37 Old National and 25 Michigan Trust a total of 366 shares and members of his family hold considerable more. William Alden Smith holds 271 Grand Rapids Savings, 50 Old, 10 Michigan Trust and 20 Peoples. Members of the Hollister family hold 164 Old National, 174 Grand Rapids Savings and 10 Michigan Trust, a total of 348. Robert D. Graham has 200 Commercial and 78 Fourth. Wm. E. Elliott apparently has been trying to get up a collection of bank stocks and his assortment to date includes 60 Grand Rapids Savings, 50 Kent State, 10 Commercial, 54 Old, 20 Grand Rapids National City and 20 Fourth, with the Peoples and the Michigan Trust Company yet to be acquired. Chas. W. Garfield holds 177 Grand Rapids Savings and 42 Grand Rapids National City, a total of 219. Claude Hamilton has 133 Michigan Trust, 29 Old and 10 Grand Rapids National City, a total of 166 shares. There are many holders of from 50 to 100 shares of bank stock, but the eighteen given are the largest and their total holdings amount to 10,130 shares, or about 29 per cent. of the total bank stock in the city. The Michigan Trust Company, in its various capacities as trustee, executor, administrator and guardian, holds 1,593 shares of bank stock and this is distributed as follows: 124 shares in the Kent State, 500 in the Grand Rapids National City, 10 in the Peoples, 363 in the Old, 366 in the Fourth and 230 in the Michigan Trust Company itself. The Michigan Trust Company control added to the eighteen individual and family holdings, makes a total of 11,729 shares or a fraction more than a third of the entire banking capital of the city.

In looking over the lists of bank stockholders it is interesting to note

Fourth National Bank

Savings
Deposits

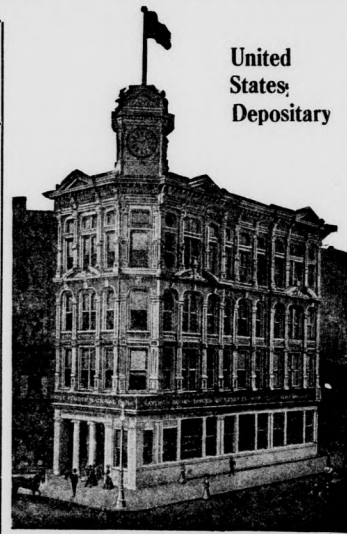
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock
\$300,000

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000

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

Wouldn't it be well for you to consult with us on your

Investments?

We may be able to suggest some changes that will increase your security and better your income.

Local Securities Department

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building
Grand Rapids, Mich

Bell M 229

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

that Clay H. Hollister holds 174 shares and Wm. Judson 60 shares of the Grand Rapids Savings. Mr. Hollister and Mr. Judson are Vice-Presidents in the Old National and their large holdings in the Grand Rapids Savings, acquired within the past year suggests the establishment of a community of interest in that quarter.

The list of stockholders in the Grand Rapids Trust Company has not yet been given to the public. The incorporators of record were the eight members of the organization committee to whom the original stock certificates were issued, and they are transferring to the individual subscribers.

An analysis of the stockholders in the Michigan Trust Company shows that of the 2,000 shares 399 are held by women who hold their shares chiefly through inheritance, while 202 shares are held by estates and 340 shares by non residents. These three classes represent thirty-six holdings and a total of 941 shares. There are thirty-three business men stockholders with residences in the city with total holdings of 1,059 shares, and many of them have been in from the beginning and some of them are no longer actively engaged in business life. Every stockholder in the new Grand Rapids Trust Company is a "live one" and a booster for the enterprise, and it will be interesting to observe if the old company will endeavor to get some new blood into its own veins. The last sale of Michigan Trust Company stock was around 700. The Jenks estate block of 70 shares went at 600 and it is understood there has been one smaller transfer since at the higher figure.

Since the beginning of the year, from January 1 to May 1, thirteen new State banks have been organized in Michigan and are now doing business, with a total capitalization of \$290,000; thirteen banks with a total capitalization of \$3,235,000 have increased to a total of \$5,140,000, a difference upward of \$1,905,000; six new banks have been authorized and are now in process of organization with a total capitalization of \$135,000 and one new trust company with a capitalization of \$300,000 has been authorized. The new banks organized and in process of organization, the increased capitalization of the old banks and the new trust company represents a total of \$2,630,000 added bank capital in the State. This is not bad as a four months' record. Of the thirteen new banks and six authorized one has a capitalization of \$40,000, one of \$30,000, three of \$25,000 and the remaining fourteen are of \$20,000 each. The \$20,000 banks are in small towns, of the Coopersville, Rose City, Port Austin, Globeville size, and that towns of this class are able to maintain banks is a fairly good indication of prosperity in the rural districts and in the ability of the people themselves to do their own financing. These small banks scattered over the State are good things

for the towns in which they are located, for the districts for which they are the centers and for the State. They give the farmers and country merchants the benefits of banking facilities, they are as much influences for thrift and good management as are the savings banks in the cities, and the records show that their average of success compares very favorably with the city banks.

The increase in the banking capital and facilities is in keeping with the increase in the cash which the people of the State have on deposit in the banks. For the year ending April 4 the commercial deposits in the State banks increased \$6,210,975.87 and the savings deposits increased \$13,156,873.36, a total increase of \$19,367,849.23. This increase in deposits, no doubt could have been cared for by the banks already established. Experience has shown that new banks appeal to new elements and bring the money in and this is especially true when the new banks are in localities or districts which did not have banking facilities. The figures given relate to the State banks alone. If the increase in deposits shown by the National banks could be shown the total would be materially larger. The total deposits in the State banks—and of these there are 450 in the State besides five trust companies—are \$329,651,951.68, which, it may be remarked, is considerable of a sum of money. The savings depositors and certificate holders have about two-thirds of this to their credit, something less than a third belongs to the commercial depositors and the remaining small fraction is in various other forms of deposits. This accumulation of wealth indicates that Michigan is a State of industry, thrift and prosperity. In spots we may be throwing money to the birds or burning it up, but the habit of putting a little something away for the rainy day seem to be far more general than the disposition to spend all that comes in and as rapidly.

Chas. F. Young, Vice-President of the Commercial Savings Bank, and his son Leland Young, have purchased the Livingston Hotel property at a consideration said to be \$200,000. The hotel was built about twenty-five years ago by Wm. F. Bulkley and Edwin F. Sweet. The Bulkley interest was subsequently purchased by Mrs. E. P. Fuller and, in the partition of the Fuller estate, the hotel fell to the share of Mrs. Edwin F. Sweet and, through her, the sale was made. The property has a frontage of 62 feet on Fulton street and 185 feet on South Division and the building is six stories brick. When the hotel was built the Grand Rapids Savings Bank occupied the corner offices, moving from Campau square, under the impression that the trend of business up town was strong enough to warrant such a radical shift. The Bank remained there about ten years and then, upon the expiration of its lease, concluding that the location was still premature, moved back half way to its present

offices at Monroe and Ionia. Mr. Young has not yet fully decided upon the plans for the improvement of the property he has purchased, but he will endeavor to put it on a better income basis, which ought not be difficult.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

Send for the report of
Price, Waterhouse & Co.

The world-wide known
Public Accountants on

The National Automatic Music Company

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

It will convince you that this is the best stock you ever had an opportunity to invest your money in.

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

GRAND RAPIDS SAVINGS BANK

The Old National Bank

GRAND RAPIDS, MICH.

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

WE WILL PAY YOUR WIFE

\$25.00 per month for 20 years after your death if you will pay us \$7.45 per month while you live. This is for age 35; other ages slightly different. Write and ask us about it.

The Preferred Life Insurance Company

Grand Rapids, Mich.

United Light & Railways Co.

is furnishing

N
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C
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S
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E
S

Electricity to 190,000 people

Gas to - - 329,000 people

Interurban to 374,000 people

St. Railways 184,000 people

Heating - - 78,000 people

1,135,000 people

Local Securities Department

Howe, Corrigan & Company

Michigan Trust Bldg.

Grand Rapids, Michigan

Before buying stocks and bonds analyze the figures given in monthly reports; secure reliable information as to the business conducted, and as to its management.

In offering the 6% preferred stock of the American Public Utilities Company we court the fullest investigation.

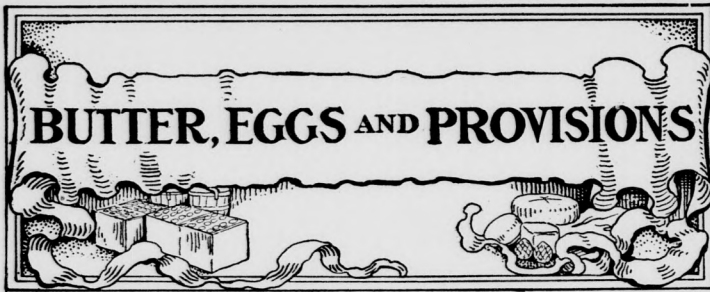
If purchased now this stock will net the investor 7 1/2%.

Write for further particulars to

Kelsey, Brewer & Company

Bankers
Engineers - Operators

Mich. Trust Bldg.
Grand Rapids, Michigan



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.**

Suggestions Covering the Handling of Eggs.

While the farmers and storekeepers have a general idea of some things which cause eggs to spoil, there are many others of which they are unaware, and the importance of few, if any, are fully realized. In all probability they have not given the matter much thought, and since they have been able to sell all the eggs they produce, though at a comparatively low price to be sure they have not realized that they are actually losers as the result of the spoiled eggs. It is necessary, therefore, to educate the farmer especially to the true condition of affairs.

In its work the Bureau of Animal Industry has kept this point in mind and has made an effort to disseminate information on the matter whatever possible. The packers and car-lot shippers have also realized the benefits which would accrue from giving the matter publicity and have distributed circulars and other printed matter pointing out the most essential features to be observed in caring for eggs.

In connection with the investigation of conditions on the farm the men engaged in this work came into personal contact with a large number of farmers and housewives and explained to them the aims of the movement and the benefits to be derived from it. It is interesting to note that in the case of nearly all farmers visited greater interest is now being taken in their poultry, and much greater care is being given to the eggs. It is a noticeable fact that as soon as a farmer becomes interested in better poultry or in better methods of caring for them he takes better care of the product. Special pains were taken, therefore, to give good practical help along any poultry lines which the farmer wished. The desire for information concerning housing, feeding, etc., also the best breeds to keep, and as to which were the best birds in the flock etc., was astonishing. By supplying this information the confidence of the farmer was won and his help and support secured in the effort to improve the quality of the eggs.

Many country stores were also visited. The object of these visits was to become acquainted with the merchants and discuss with them

the loss-off system of buying. The majority of these merchants know little or nothing about candling, and by practical demonstration it was possible to show them that it would not be a very difficult matter to become expert enough to be able to detect rots, spots, and blood rings.

Some educational work can also be carried on through the poultry shows. Anything which increases the interest in better poultry helps along the movement for the improvement of eggs. Poultry shows, particularly those held in the smaller towns, have a great influence along this line. A judge who will spend some time explaining the good points of birds and giving reasons for awards can increase the educative value of the show wonderfully. Exhibits of eggs and market poultry can often be arranged. Packers or produce men can occasionally be found who will provide attractive prizes for these classes. The Bureau has in some instances furnished judges for these small shows and has frequently sent speakers for the purpose of giving talks concerning the care and handling of eggs. It has also been possible to extend the educational work by referring those interested to the publications of the United States Department of Agriculture and those issued by the State experiment stations on poultry subjects.

In connection with the work a careful investigation of all the conditions surrounding the handling of eggs, from the time they are produced on the farm until they reach the packing house, has been made for the purpose of determining the preventable factors causing loss of quality. As a result of this investigation the following suggestions are made for the farmer, the country merchant and cash buyer, the railroad, and the car-lot shipper.

For the Farmer.

1. Improve your poultry stock.
2. Keep one of the general-purpose breeds, such as the Plymouth Rock, Wyandotte, Orpington, or Rhode Island Red.
3. Provide one clean, dry, vermin-free nest for every four or five hens.
4. Conclude all hatching by May 15 and sell or confine male birds during the remainder of the summer.
5. Gather eggs once daily during ordinary times, and twice daily during hot or rainy weather.
6. In summer place eggs as soon as gathered in a cool, dry room.
7. Use all small and dirty eggs at home.
8. Market eggs frequently—twice

SEEDS Can fill your orders for FIELD SEEDS quickly at right prices.
MOSELEY BROTHERS
 Both Phones 1217 Established 1876 GRAND RAPIDS, MICH.

New Egg Storage Building

110 x 35 Feet, Four Stories

Added to our large present capacity makes us the leading EGG and BUTTER STORING WAREHOUSE in Central New York. Lowest Insurance Rates. Competing Railroad connections.

We solicit inquiries and guarantee satisfaction. In close touch with the Wholesale Trade.

All shipments of EGGS carefully inspected before going into storage.

The E. M. UPTON COLD STORAGE CO. Rochester, New York

Potato Bags


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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

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

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

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

a week, if possible—during the summer.

9. In taking eggs to market protect them from the sun's rays.

10. In selling insist that the transaction be on a loss-off basis, for if care has been given the eggs this system will yield more money to the producer.

Country Merchant and Cash Buyer.
1. Candle all eggs and buy on a loss-off basis.

2. Allow the farmer to see you candle his eggs occasionally and return those rejected if he wishes them.

3. Pack carefully in strong clean cases and fillers.

4. Do not keep in a musty cellar or near oil barrels or other odoriferous merchandise.

5. Ship daily during warm weather.

For Railroad Officials.

1. Provide a covered portion of station platforms where egg cases can be stacked and see that the agent stacks them there.

2. Provide refrigeration for the eggs on the local freight.

3. Where refrigerator cars are used on local freights, see that the doors are kept closed when not loading.

4. If refrigeration can not be supplied, provide stock cars rather than box cars for this purpose during the summer.

5. Where box cars are used for eggs do not allow freight which may hurt their quality, such as oil barrels, to be loaded in the same car.

For the Car-Lot Shipper.

1. Buy strictly on a loss-off basis.
2. Encourage the smaller buyers to trade on a loss-off basis.

3. Join the State Car Lot Shippers' Association.

4. Co-operate with other shippers and the State officials in bringing about this system of buying.

Keep the subject agitated and before the people. In other words, educate them. Harry M. Lamon.

For Class In Eggology.

What eggs are necessary in answering these questions? Eggs-actived.

What eggs are always overdone? Eggs-aggerated.

What eggs are looked for? Eggs-pect.

What eggs cry out? Eggs-claim.

What eggs are high up? Eggs-alted.

What eggs are unquiet? Eggs-citable.

What eggs banish? Eggs-ile.

What eggs are athletic? Eggs-ercise.

What eggs hasten? Eggs-pedite.

What eggs burst? Eggs-plode.

What eggs investigate? Eggs-amination.

What eggs are bartered? Eggs-change.

What eggs have a title? Eggs-cel-lency.

What eggs are models? Eggs-am-ple.

What eggs are wide? Eggs-panse.

What eggs carry out orders? Eggs-ecute.

What eggs are irritated? Eggs-asperated.

What eggs are not included? Eggs-cept.

What eggs travel? Eggs-pedition.

What eggs use effort? Eggs-ertion.

What eggs are fond of digging? Eggs-cavation.

What eggs debar? Eggs-clude.

What eggs display? Eggs-hibit.

What eggs brace up? Eggs-hilaration.

What eggs lay out funds? Eggs-pend.

What eggs surpass all others? Eggs-cel.

What eggs go out? Eggs-it.

What eggs advise? Eggs-hort.

What eggs are too much? Eggs-orbitant.

What eggs know by practice? Eggs-perience.

What eggs are very great? Eggs-ceedingly.

What eggs make allowance? Eggs-cuse.

What eggs are unusual? Eggs-ceptional.

What eggs try? Eggs-periment.

What eggs are too many? Eggs-cess.

What eggs render justice? Eggs-ecutioner.

What eggs should be imitated? Eggs-emplary.

What eggs make clear? Eggs-planation.

—◆◆◆—

The Cornell College of Agriculture at Ithaca, N. Y., claims the champion hen of the country in point of egg laying. Her name is Cornell Supreme and she is the pride of Professor James Rice, of the poultry department of the college, who has just announced her record. The hen has laid in three years just 600 eggs weighing an aggregate of 86.19 pounds, which is 25.82 times her own weight. This hen has now won the championship title over Cornell Surprise, another hen which laid 180, 186 and 196 eggs, respectively, in three years. While poultry dealers are not poultry raisers, they all are, or should be, deeply interested in increasing the laying ability of the American hen. In this respect Cornell College has done more than any other college and Professor James Rice more than any other professor.

—◆◆◆—

A farmer brought some rotten eggs and sold them to a retail merchant. The merchant didn't candle. The eggs were sold to a peddler who didn't candle. He put them out to the housewives in an adjoining town. They didn't candle, but they soon found the rotten ones. Result: The peddler was arrested and fined. He made the merchant "dig up." But nobody has yet soaked the farmer who sold the eggs. If the merchant had bought on a quality basis a lot of trouble would have been avoided and the responsible party would have had to suffer the loss.

—◆◆◆—

Because the past season has been a good one for the business is not the least reason for thinking it needless to work hard for the success of the coming season.

Mr. Grocer or Butcher.

A cleancut, automatic, visible weighing system promotes confidence, result—a larger business and a correspondingly increased profit. Do you want to know why the Dayton Moneyweight scales are the best for you? W. J. Kling, Sales Agent, Grand Rapids, Mich.—Adv.

Grocery Stock For Sale

At Traverse City, Mich.

A good opening for a hustler.

CHAS. M. BEERS.

Trustee.

Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

WYKES & CO., Grand Rapids, Mich.
Michigan Sales Agents

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

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

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

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

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

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

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

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

Co-operate with the Housewife

Tell her about MAPLEINE for Dainty New Desserts and Syrup. She will realize you are up-to-date, and you will

Increase Your Sales

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

Crescent Mfg. Co., Seattle, Wash.



RAPID EGG TESTER

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.

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

RAPID EGG TESTER CO. Saginaw, Michigan

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



CLOTHING

Constant Demand for Good Clothing Salesmen.

The cry of the merchant is, "Give us men; give us good men." From all sources the demand comes for good men. One hears the department store manager making the same call as the small country merchant. One would think there was a great scarcity of men in this world—a great scarcity of the kind of men these merchants want. From the retail salesman goes forth the wail: "Our services are not appreciated by our employers. We are at a standstill; we cannot grow. We are not getting the recognition we ought to for our services. The cost of living moves higher all the time but our salaries remain ever the same. Do you know of a place where a man can be advanced as he deserves? I'd like to make a change. There is no use in my staying here. I've got as far as the boss can stand."

Here we have two sides of the story. The merchant looking for good men, his clerks looking for a good job. What is the matter? Why do they not get together?

It is quite apparent that the merchant does not recognize the fact that he has the material for good men right in his own establishment, that the clerk does not know that he has a good job with his present employer—provided they would get together and decide upon just what they both want, and agree upon some method of satisfying those wants.

The merchant says the clerk has no interest in the business, all he wants is wages, and if he gets them regularly he goes on giving as little as possible for them. The clerk complains that no matter what he does he cannot please his boss. Every time he tries to make any innovation or improvement he gets a "calling down."

The merchant neglects an opportunity here. Instead of "calling down" a clerk he should try to find the reason for the change of arrangement. Perhaps the clerk has a good idea behind it, even if the change does not disclose it. The merchant ought to be in close enough touch with the clerks to have them come to him with their ideas and discuss them. But let a clerk approach some merchants and they will be quickly told that the merchant intends to run his business in a manner to suit himself. The fact is evident that he does not run the business in the manner he thinks he does—he lets the business run itself.

This class of merchant is ever harping on the shortcomings of his

clerks. The clerks have no interest in the business, except what they draw out of it as far as he can see. And his great fault is that he is blind to the fact that his clerks are in reality more eager to keep the business up-to-date than he is himself.

Clerks Who Do the Minimum.

There are lots of clerks, mind you, who are as careful not to do more than they are paid for. They are the last to get into the shop in the morning and the first to get out at night. They do no more work on stock than they can help. If a change in arrangement is suggested they "knock" the idea because they fear they will have to do a little extra work. They talk about "the girls," the ball game, the state of political parties, or anything else, during business hours, instead of trying to make things better within the shop. These men are always grumbling about their small wages, the overtime they have to put in if some poor customer is so unfortunate as to come in at the last minute for a collar or a pair of hose.

Perhaps there is a neglected opportunity here. The merchant can get a man who will do the work as he wants it done provided he wants it done in a modern manner. On the other hand, many of the clock-watchers might be turned into very good salesmen if the proper methods were pursued. A little "get together" in lots of the smaller and medium-sized shops would mean so much to the whole staff, merchant and clerk, that it is a wonder more "love feasts" are not reported.

'Twixt Merchants and Success.

A merchant's clerks stand between him and success, or they stand between him and failure. If the clerks are efficient, honest and careful the merchant succeeds; if they are lazy, dishonest and wasteful he cannot help but be a failure.

The best laid plans of the merchant who has the finest stock of merchandise procurable, in a finely-appointed shop, the most effective advertising campaign that was ever devised will come to naught if the selling end of the business is not in accord with these plans.

When the merchant realizes fully how much really depends upon his clerks' satisfactory service to his customers the time will be at hand when there will be a greater co-operation between the two. The merchant cannot expect to reap a large reward from his labors unless his clerks are highly efficient. The best goods in the world will not sell themselves unless they are tastefully and tact-

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

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

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar

These Be Our Leaders

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

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

Spring Lines For 1913 Now Ready



Hats, Caps
Straw Goods

G. H. Gates & Co.
Detroit

Write for Catalogue

READ THIS LETTER

It tells, like hundreds of others, which we are constantly receiving, of the success merchants are having with the Brenard Mfg. Co.'s copyrighted business-getting plan.

BREARD MFG. CO.,

Iowa City, Iowa.

Dear Sir: We know of no better way to show our appreciation of your good work for us during the time we were using your business-getting plan than to buy another one which we have done and have just signed up with your Mr. Price.

Your last plan was a decided success. Our last week's sales amounted to something over \$3,000.00, and during the use of your plan we closed out all our odds and ends and stuff we considered hard stock. *And what seems almost unreasonable is that all this stuff we considered hard went at the REGULAR PRICES.*

We consider your proposition the best in the world, and will keep you informed from time to time of the progress we are making with the new plan. Again thanking you we are,

Yours truly,

MILAN & DOOLEN.

THIS PLAN GETS HUNDREDS OF PEOPLE DIRECTLY INTERESTED IN YOUR STORE

and it has this army of people hustling for you—it has them urging their friends and neighbors to trade with you. And it keeps them hustling for you for six solid months or more.

YOU CAN USE THIS PLAN TO THE EXCLUSION OF COMPETITORS

If this plan appeals to you and you want to use it to reduce your stock without cutting prices, write us right away or better still telegraph us as we will close a deal with the first merchant who wishes it in your town.

If you do arrange to use our plan we will agree not to sell it to any of your competitors so long as you remain our customer. Address

BREARD MFG. CO. Iowa City, Iowa

WARNING

Brenard Mfg. Co. is not operating under any other name.

We have no branches. Other firms claiming connection with us mis-state facts.

We have a few imitators but no competitors.

fully shown and suggested by courteous clerks.

The average salesman will not advance very far toward betterment until he learns to adapt himself to the peculiar ways of the shop he is employed in. He must be able to show an earnest desire to better the business. This does not mean that he should harry the boss with suggestions for changes from the ordinary routine of the shop. If a change would really be a benefit the clerk may make the suggestion, but if it is not adopted he will gain nothing by sulking. The merchant may have very good reasons for not making the change suggested.

Salesmen Should Get More Pay.

There is one thing the employers as a rule have neglected to recognize and that is that salesmen must be paid more wages to-day than a few years ago. The price of labor has gone up. If the merchant wants to secure good men he must pay the market price for labor. The machinist, the plumber, the gasfitter, the carpenter, and most others having a trade are paid more than the clerk? Why? Does the clerk work less hours? Does he have less brains? Is the work less exacting? Does it require less skill? The answer must be, "No." Then why does the average clerk get about a third less wages than these other workers? Is it due to lack of organized effort to secure more? The writer does not know, but he recognizes the facts.

Some of the most successful merchants prefer to engage "green" help, and as one merchant puts it, "mould them into the ways of the store." This is a first-rate plan when the merchant knows how to train the help and devotes enough time to it to make it a success. The great trouble with most merchants is that they are so drowned in details that they have not enough time to devote to the training if they knew how.

Another class of merchants will hire none but men who have had some experience. Here there is a distinct advantage to the merchant that is very often neglected. This clerk brings with him a lot of ideas, good, bad and indifferent. If the merchant uses good judgment he will appropriate the good ideas for his own benefit, discard the bad and effectually drive them out of the clerk's head. The indifferent ideas may be developed into good with proper study and care.

Some of the ideas of the new clerk who has been trained in another shop are very valuable. We are not all built alike, thank goodness, and some other fellow's ideas may be in advance of our own.

Training Systems Approved.

It is nothing unusual for the department stores of the larger cities to establish schools of salesmanship. Even the smaller stores are falling into line. Some of these schools are presided over by expert teachers and others are conducted along the lecture line, while others combine the two styles of teaching.

In the exclusive shops there is precious little attention paid to this

matter. There is positively no concerted plan for training. The only time the merchant tries to make any attempt at teaching is when he finds fault; then he condemns a certain way of doing something and does not offer any better way of doing it. The matter usually rests there and the clerk is no further than before.

The merchant owes just as much to the clerk as the clerk owes to the merchant. Few merchants recognize this; few want to. They pose as great benefactors, giving employment to the men, who would starve if it were not for his great magnanimity and generosity!

The merchant owns his faithful employes a debt that he can never repay. The clerk who has worked long in any shop owes a similar debt to his employer. The one depends largely upon the other. Why then do they not get closer together and by a greater degree of co-operation advance each others interests?

Where and How to Co-operate.

What can be done by this co-operation? A great deal could be accomplished. A better feeling toward each other would be the first thing of benefit. The interests of the store would be served by having all hands pulling together. All questions relating to the welfare of the clerks could be threshed out by both merchant and clerk, instead of by clerks only as is usually the case now, by doing this, something of benefit may be arrived at, instead of a deadlock.

After a certain figure has been arrived at as a minimum of sales for each clerk ways and means might be most profitably studied to increase the minimum. Faults in the management might be shown and rectified. In a similar manner faults in the methods of the clerks might be removed. New business may be created by concerted action, where formerly it would have been impossible to attend to it.

A line of study might be outlined for both the merchant and the clerks, and followed together. Methods of placing the merchandise before the public could be devised. Systems for the quicker handling of the details of the business could be figured out. Reforms in the store management and changes of environment might be installed to the benefit of all.

There should be no favorites in the shop. Favoritism begets jealousy. Jealousy is the mother of indolence and dishonesty. Failure follows in their wake. If there is a proper co-operation in the shop there will be no favorites; every man will have to stand upon his own record. He will have to keep up his end of the game. He will have to have his fellow clerks as judges as well as his employer.

Think for the Shop.

This state of affairs will, of course, put each man on his own mettle. He will be fired with an enthusiasm to forge ahead and his ambition will be given a chance to be gratified. He will take delight in springing new ideas upon his fellow workers. He will have to study business methods

and think up ideas to do that. The man who is thinking for the shop in which he is employed is going to be a winner, a valuable man to his employer.

The employer will have to keep up with his clerks. He will just have to go along with the stream, the current of which is "progress." If he lags behind his clerks will seek other fields of labor. Once started on the forward road it will be impossible to stop them.

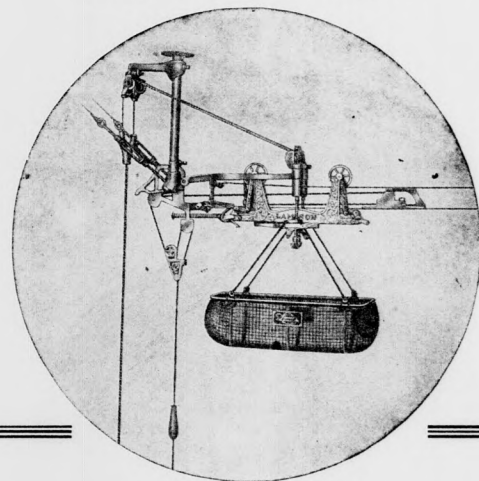
Just think what this co-operation will mean to the merchant. It will mean success with a big "S." It will mean an easier business to handle than one that hangs upon his own shoulders. His worries will all be laid upon someone's else shoulders to bear. The great amount of detail that is holding many a merchant back will be eliminated and he will be able

to devote the necessary time to the real problems of the business.

Now, some merchant will say that it is simply impossible to manage a business in that way. He is wrong. In Boston there is a large department store managed on the very same plan as we have in mind. The clerks together with the management conduct the store even to hiring and discharging their fellow workers. It is a successful method, too.

Get the "boys" together and talk things over. Tell them to fire into you, and when they do, fire back. Then after you have all "got it off your chest" you can get down to business and devise a plan for management that will bring all your talents into play. A plan that will bring all the brains into one effort, and that effort in one direction, instead of in opposite ways. Try it.—A. E. Edgar in Haberdasher.

LAMSON



Lamson Service means more than the simple Cash or Parcel Carrier. It means that Lamson men and methods get down to the fundamentals of the merchant's relation to his customer.

Lamson Carriers deliver Service that spells reduced "overhead expense." Service that cuts out "Red Tape." Service that insures instant centralization of all transactions whether they be "take," "send," "cash," or "charge."

Ask Your Neighbor!

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

THE LAMSON COMPANY
Boston, U. S. A.

Representatives in all principal cities

SERVICE

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



SUCCESSFUL SALESMAN.

**John S. MacGlashan, Representing
Pratt & Farmer Co.**

Ten years is but a chapter in human life yet when that ten years comes in the prime of a man's career, when his mind is clearest and his will is strongest, when the enthusiasm of youth is tempered by the first conservatism of age, it is important that it shall be well spent. It is a period of greatest opportunity and therefore of greatest responsi-

work is not done in the service of ourselves, but in the service of others.

We are to consider at this time the career of a man who is just now at the threshold of that period which we call the prime of life. We shall find in analyzing it that it meets the highest standards of which mention has been made; that it has been passed in the service of a house of high character and that the promotion of the man himself has been secondary to the progress of that



John S. MacGlashan.

bility. The years before have been of preparation; the years to follow should be years of results; and what those results are to be will depend on how that ten years has been utilized.

In judging the life work of a man, success should be measured not by what he accomplishes for himself but by what he does for others. The million dollars that a wealthy man acquires for himself are less important than the hundred dollars he gives wisely to the needy. The advancement that a man secures is less vital than the help he gives to others to advance. For, after all, our best

industry. These ten years represent the best ten years of his life. We shall find that they have been well spent and that they constitute a record of faithful service of which his friends may well be proud.

John Seixas MacGlashan was born at Thomasville, Georgia, March 24, 1875. His father, Gen. P. A. S. MacGlashan, was born in Scotland. He was a Brigadier General in the Confederate Army, being attached to Gen. Longstreet Corps of the Army of Northern Virginia and participating in all of its principal battles, including Gettysburg, Antietam, Petersburg and Shenandoah. The lat-

ter battle is described in the South as the Battle of Cedar Creek, where Sheridan unexpectedly turned defeat into victory for the Northern arms. He was wounded and captured while covering Lee's retreat at Sailor's Ditch, shortly after the fall of Richmond, and was imprisoned with about five hundred other Confederate officers at Johnson's Island until released by order of President Johnson. He died about four years ago at Savannah and at the time of his death was Commander-in-Chief of the Confederate Veterans organization, with headquarters at Savannah.

Mr. MacGlashan's mother was Anne Willis Seixas, a native of Thomasville and a descendant of Gen. Nathaniel Green. She was a devoted Southern mother and the son feels that he owes all that is good in him to the carefully instilled principles from her, tending to the making of character, which she regarded as far more important than material success in life.

Mr. MacGlashan moved with his family to Savannah when he was 12 years of age and entered Chatham Academy, where he remained until he was 17. He then spent three years as clerk in the harness and saddlery store of his father. At the age of 20 he went to New York, where he secured a position in the notion department of Charles Broadway Rouss, the pioneer catalogue house in the United States. He obtained this position largely through the friendship of Mr. Rouss and his



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JUST THE THING for cold evenings as well as for rainy days.

We show splendid values to retail from \$5.00 to \$10.00.

Also boys' slip-on coats and misses' capes.

Paul Stekete & Sons
Wholesale Dry Goods
Grand Rapids, Mich.

THE MECHANIC

CAN DO MORE WORK IF HE HAS GOOD FITTING WORKING CLOTHES



"Empire" overalls and jackets are of the good fitting kind. Each sale means a satisfied customer—that's worth something. Our line contains values worthy of consideration by progressive merchants. Visit the fifth floor of our building and look over our stock.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

father. Three years later he resigned to become notion buyer for the New York Dry Goods Exchange, a buying syndicate representing about sixty retail department stores. He served three years in this capacity and resigned to engage in the handkerchief business with the Howland & Wheaton Co. He was connected with the New York house of this corporation three years, resigning ten years ago to take the management of the sales department of the Pratt & Farmer Co. for the Western territory, comprising twelve states from Ohio to the Dakotas. He has an assistant who calls on the jobbing trade in the smaller cities while he confines his activities to the larger cities in his territory, seeing his trade four times a year. When he took the territory the trade of the house in his field was not large. Under his management and direction it has shown a steady and satisfactory growth every year. His efforts and accomplishments have found recognition at the hands of his employers by his being admitted as a partner in the house.

Mr. MacGlashan was married about nine years ago to Miss Pearl Tarvin, of Campbell county, Kentucky. They have two children, a boy and a girl, and reside in their own home at 3425 Dury avenue, Cincinnati. Mrs. MacGlashan is a cousin of Mrs. Harry Leonard, of this city.

Mr. MacGlashan is a member of the Walnut Hills Baptist church at Cincinnati and is a Blue Lodge Mason. He is a veteran of the Seventh Regiment, New York. He attributes his success to hard work, but those who know him best assert that he has so many of the attributes of the Scotchman that he would achieve success in any business he happened to espouse. He is a tireless worker and full of plans for the expansion of his business and the benefit of his house, which is always very close to his heart in all his thoughts and aspirations. He is a man of charming personality, the seductive manners of men of Southern birth and environment mingling with the sturdy Scotch character and producing a combination that is irresistible in a social and business way.

Turn the Current of Buyers Into Your Store.

Written for the Tradesman.

If the ordinary merchant knew how easy it is to turn into his own store the force that makes the syndicate go, he'd spend less time looking through blue glasses and more time playing on the keys of his cash register.

General stores, grocery stores and hardware stores might have prevented the coming of the syndicate, had they paid as much attention to the two-dollar-a-day man as to their higher priced trade.

The syndicate store was built on the trade that other stores slighted. For this reason, many old-time merchants can't comprehend yet why a store that sells goods for "chicken feed" can make both ends meet.

The best answer for such doubters

is easy to give. Syndicate stores succeed for exactly the same reason that enables street car companies to pay dividends. Two-thirds of the people of America buy their supplies largely with nickels, dimes and quarters. To tell the whole truth, the bulk of the sales made daily over the counters of American stores are nickel, dime and quarter sales. And when the children are added, it is safe to say that seventy-five per cent. of the buyers in this country are "small-change" purchasers.

We venture to say that the nickel, dime and quarter buyers in your own district, Mr. Merchant, outnumber the high-priced trade more than two to one. Of the remaining one-third, most buyers would spend a nickel sooner than a dime and a quarter sooner than a dollar.

Let's look at a few lines of merchandise which have country-wide popularity.

Millions of dollars' worth of candy are sold in America every year and the bulk of it is passed out in nickel and dime packages.

Hosiery, for example, ranges in price from 10 cents to \$10 the pair, but by far the greater number of stockings go over the counter at 25 cents or less.

Groceries of all kinds could be classified in the same way, but they are so familiar that argument is not needed. The chief advantage accruing from the fact that most people belong in the nickel, dime and quarter class, comes right here. (It is best expressed, perhaps, in the words of a banker): "I prefer many small depositors, because the loss of one or two means much less to the stability of the bank than the loss of a big depositor in a bank that specializes in large amounts."

To get further into detail, let us compare two stores that do the same amount of business in dollars and cents. Let one of them handle high-priced goods and the other cater to the popular-price trade.

Store No. 1, of course, requires fewer sales to make up its total, but store No. 2 possesses the greater stability, because it can afford to lose ten customers to the other store's one.

Syndicate stores have no monopoly on popular-priced goods. A department of such lines is just as much at home in your store and will work as hard for you as for anyone else, provided you push it properly.

Before you give such a department the "go-by," just remember that 65 per cent of our population have incomes of less than \$75 a month.

The installation of popular-priced goods merely turns this current of buyers into your store.

Anderson Pace.

Packing Plant for Bay City.

The Chicago corporation which holds a large tract of grazing land in Otsego county, Michigan, has through its agent, D. D. Young, purchased a big tract of land in Bay county near Bay City, and it is said that a large packing plant will be erected thereon this year.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

For Sale

\$15,000 stock of Dry Goods. Rugs and Ready-to-wear in growing city of 5,000 population in Northern Michigan. Sales last year about \$50,000. Good opportunity for right man. Address No. 450 care Michigan Tradesman.

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.

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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

Ha-Ka-Rac



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

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

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

The Perry Glove and Mitten Co. Perry, Mich.



P. M.'s Tend to Drive Away Trade.

"P. M.'s are the answer to the question of shoe findings," stated a well-known shoe dealer recently. "To sell findings it is imperative that the interest of the salespeople in a store be aroused. The most practicable method of getting this interest is by showing them where they can pick up a little side money.

"It was not so long ago that my clerks were selling so few findings that they were hardly worth carrying. I believed then, and do now, that the findings end of the business can be made highly profitable. I put a 'P. M.' system into effect, after trying various other methods, and the result was such as to amaze me. The premium I offered was enough to make the pushing of the lines worth while. One clerk, by dint of a little extra work, made \$3 that week on P. M.'s. Practically any customer will buy a bottle of shoe polish if its advantages are impressed on him.

"Every salesman can conduct a little educational campaign of his own if he wishes. It is a comparatively easy proposition to show a patron where he can make his shoes last longer and look better by using polish. Also, the saving in shining bills are worth while, as can be pointed out. Even where the customer is not especially concerned with economy, and doesn't have to take care of the nickels, it is usually easy to interest them in laces. 'Have an extra pair around; they'll come in handy,' is an argument which usually produces results."

Customers Must Not Be Bulldozed.

"The method of moving shoe findings, and one which in the long run is superior to all others, is simply to give them a prominent place in the display windows," said Ben Middendorf, manager of the Florsheim Company's Louisville store, recently. "If a man needs a pair of shoe laces, or a bottle of polish he is hardly able to overlook them when they are displayed in a prominent place. This plan alone is the only profitable way of selling such lines, I believe.

"The 'P. M.' system certainly does not meet my idea of the way to run a shoe store. Where such premiums are given, the salesmen are apt to become too enthusiastic. Every customer who comes in to buy a pair of shoes is besieged with boosts for findings of every description. The salesman forgets that the patron is a busy man, and wants shoes, wants them quickly, and wants them alone, as a rule. He attempts to sell him laces, polish and possibly a half doz-

en other lines. When the customer is able to break away, he is in a frame of mind not calculated to bring him back to that store in the future. And where one customer is lost, it takes a big number of findings sales to make it up.

"However, findings certainly are a legitimate line, and provide a source of profit to dealers who are able to move them without offending their patrons. Window displays will do much toward selling such lines. It was not so long ago that we wanted to get rid of a big surplus stock of laces. We simply picked up the whole lot and dumped them into one of our main windows. No attempt was made to arrange them artistically. They were simply flung into a pile and allowed to remain there. That sale was one of the most successful ever conducted in our store. Everybody saw the laces, noted the low prices and decided that they were worth an investment. Such displays are good business-producers and assist in making findings a good side line."—Shoe Retailer.

James Smith's Mistake.

We once heard of a man who has unsuccessfully tried to conduct three lines of business, all radically different from the other. We could probably not illustrate the importance of doing one thing at a time, or working one business at a time, better than by relating the experiences of this man, which were as follows:

Jams Smith began as a cobbler, but failed to get sufficient patronage, so studied dentistry and finally opened a "tooth shop" in connection with his shoe shop. Naturally neither one proved a success, and as a last resort he turned to farming. He is now trying to conduct all three businesses and manages to make a living, but that is about all.

Smith is a well educated man and has a library that contains works in many languages, with all of which he is familiar. But with all his knowledge he fails to possess that faculty of making money which is so necessary to modern success. His advice to other men is to first find the work you are best suited for and stick to it.

Defects of Blucher Uppers.

The round corners of quarters on blucher style shoes will not hold as well as square corners. The strain of the lacing acts on the round corners in such a way as to rip the seam in a short time, especially if the shoe is laced tight. Facts in regard to upper fitting are little known by the general public and many defects are



All Weather Wear

Gives Barnyard Shoe Satisfaction



You know what that means. Here you have it in a soft upper built over our well fitting, up-to-date last. Two colors, brown and black. Also plain toe.

All Weather Wear is a medium priced, all the year round, quick selling profit bringer.

Write us for further details.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Seasonable Novelties



Our stock is replete with the newest ideas in fashionable footwear.

This is our white Nubuck five-button, Goodyear Welt Oxford No. 3592, now on the floor in B, C and D widths. As illustrated, it is built on exquisite lines, and is a most ready seller to careful dressers.

See our catalogue for a complete list of seasonable goods.

Orders filled the day received.

HIRTH-KRAUSE CO.

Tanners and Shoe Manufacturers

GRAND RAPIDS, MICH.

passed unnoticed by the consumer. But, as to round and square corners of quarters, shoe manufacturers would be surprised to know of the great number of people who are aware of the above fact in that respect.

The square corners look better and fit on the foot better than the round quarters. The round end of quarters are easier to stitch than any other style and that is the main reason why we see so many round ends of quarters on blucher style shoes, especially on children's shoes, where that part of the vamp should be stronger than on any other shoe. The blucher shoe is easier to last with round corners, although no great difference exists.

There is no doubt in the writer's mind that the principal objection to blucher style shoes is found at the ends of quarters at the throat of the vamp. In fact, the main objection, and I would say the only objection to balmoral shoes, is found to be also at the throat of the vamp, the vamp-seam binding painfully on the foot. If the blucher shoe can be laced tightly without ripping the seams at the throat of the vamp, the bal, so well known to hold its shape, will not be superior to the blucher in that respect.—American Shoemaking.

Doings in the Hoosier State.

Written for the Tradesman.

The State G. A. R. will hold its annual encampment in Indianapolis May 21-23.

New rules have been made for Indiana jails by the Board of State Charities. They include weekly baths and three meals a day for the prisoners, sex segregation and separation of young prisoners from the hardened criminals.

Mishawaka has adopted a traffic ordinance.

Evansville will start a campaign May 21 to raise a fund of \$75,000 for the building of a coliseum.

The Order of Red Men has let the contract for an eleven story building at Market street and Capitol avenue, Indianapolis.

Terre Haute business men have organized a Chamber of Commerce.

Ball & Son, of Muncie, have opened a retail furniture store in South Bend.

The Southern Indiana Glass Co. will re-open the old glass works at Evansville, which has been idle for several years, operating the same as a branch of its main factory at Loggootee. Almond Griffen.

Nine Death Claims to Be Audited.

Port Huron, May 12.—At the next meeting of the Board of Directors of the Michigan Knights of the Grip, nine death claims will come up for consideration and action, as follows: G. W. Weatherwax, Ludington, (Feb. 7); W. E. Bryant, Detroit, (Jan. 29); Eugene Smith, Hillsdale, (Mar. 11); Jno. M. Fitch, Durand, (Mar. 1); W. A. Peck, Marysville, (Mar. 15); E. G. Hamblin, Owosso, (Mar. 20); F. G. Connell, Detroit, (April 5); Harry W. Watson, Flint, (April 7); N. H. Roberts, Jonesville, (April 12).

Assessment No. 1 for 1913 has been issued, payable during month of May.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

May.
National Association of Manufacturers, Detroit, 19, 20 and 21.
State Laundrymen's Association, Battle Creek, 20-21.

State Association of Congregational Churches, Cadillac, 20-21-22.
Northern Baptist Convention, Detroit, 26—June 7.

Michigan Women's Press Association, Detroit, 27-29.
Grand Encampment of Odd Fellows of Michigan, Saginaw, 19-22.

Grand Lodge Degree of Honor, Saginaw, 20-21-22.
State Professional Photographers' Association, Detroit.

State Homeopathic Medical Society, Detroit.
National District Heating Association, Detroit.

Central Association of Stove Manufacturers, Detroit, 8-11.
Reunion 31st Michigan Volunteer Infantry, Monroe, 17.

Knights of Columbus State Council, Petoskey, 14.
P. H. C. Grand Circle, Saginaw, 21-22.

State Letter Carriers' Association, Grand Rapids, 15-16.
Grand Lodge, F. & A. M., Lansing, 24-25-26.

State Post Office Clerks' Association, Lansing, 30.

June.
Michigan Association of Assistant Postmasters, Grand Rapids.

German Evangelical Synod of Michigan, Detroit.
Order of Red Men, Port Huron.

B. P. O. E. Grand Lodge, Port Huron, 3-4-5.
Grand Commandery Knights Templar, Flint, 3-4-5.

Michigan Association of Master Bakers, Detroit, 3-5.
Tri-State Master Bakers' Association, Detroit, 3-5.

Motion Picture Exhibitors League of Michigan, Detroit, 10-11.
Michigan Unincorporated Bankers' Association, Lansing, 10-12.

Seventh Annual Merchants' Week, Grand Rapids, 10-12.
Michigan State Bankers' Association, Lansing, 10-12.

Grand Council United Commercial Travelers, Grand Rapids, 13-14.
Michigan Association of County Clerks, Marquette, 25-26.

July.
National Amateur Press Association, Grand Rapids, 3-4-5.

Michigan Billposter Association, Detroit.
Lutheran Bund, Grand Rapids.

The Michigan State Retail Jewelers Association, Saginaw, 16-17.
Association of Probate Judges of Michigan, Grand Rapids, 22-23-24.

Grand Circuit Races, Grand Rapids, 28-31.
Swedish-Finish Temperance Association of America, Dollar Bay, 31, Aug. 2.

State Golf League, Saginaw, July 31, Aug. 2.

August.
Michigan Association of Commercial Secretaries, Ludington.

Michigan Abstractors' Association, Grand Rapids.
Michigan State Funeral Directors and Embalmers' Association, Grand Rapids, 5-6-7-8.

Michigan State Rural Letter Carriers' Association, Grand Rapids, 5-6-7.

Michigan Association of the National Association of Stationery Engineers, Grand Rapids, 6-7-8.

International Brotherhood of Electrical Workers, Saginaw, 9.
Central States Exhibitors' Association, Grand Rapids, 6-7-8.

Blue Ribbon Races, Detroit, 11-16.
Grand Chapter Royal Arch Masons, Ann Arbor, 18-22.

Michigan Christian Endeavor Union, Grand Rapids, 28-29-30-31.
Social Order of Moose, Detroit.

September.
Central German Conference, Grand Rapids.

Mid-West Association of Deaf Mutes, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.

Grand Council Order Star of Bethlehem, Detroit, 2.
Grand Circuit Races, Kalamazoo, 4-8.

Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.
Eastman Kodak Exposition, Grand Rapids, Sept. 29, Oct. 4.

October.
Michigan State Pharmaceutical Association, Grand Rapids, 1-2.

Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.
Grand Lodge Loyal Order of Moose, Michigan State Teachers' Association, Ann Arbor.

Annual Conference on Vocational Guidance, Grand Rapids.
National Association for the Promotion of Industrial Education, Grand Rapids.

Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.

November.
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids.

National Baptist Congress, Grand Rapids.

December.
Michigan Knights of the Grip, Grand Rapids.

January, 1914.
Modern Maccabees of the United States, Bay City, 11-15.

At the Ticket Window.

"Say young man, will you tell me what time the next train pulls in here from the north and how long it stays?" The clerk answered briefly, but politely, in a very high and unusual voice "From two to two two." The old lady looked at him a moment and then said, "Well, I do declare! Be you the whistle?"



ELKSKIN "BLUCHER" BIKE CUT SHOES



We show here our No. 809 Men's Black Elkskin

Leather Sole \$2.00
820 Same with cuff . . . 2.25
803 Same as 809 brown 2.15

In stock for at once shipment

Regular H. B. Hard Pan quality. You simply cannot go wrong on these. Order to-day.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS, MICH.

It's Going to be a White Summer

Here are a few in stock numbers that are interesting:



No. 6121—D wide. \$2.35
White Nubuck Button Oxford, Goodyear Welt.

No. 6620—Same in McKay sewed at \$1.75

No. 6120—Same style in White Canvas, Goodyear Welt at \$1.75

No. 6621—Same style in White Nubuck, McKay at \$1.85

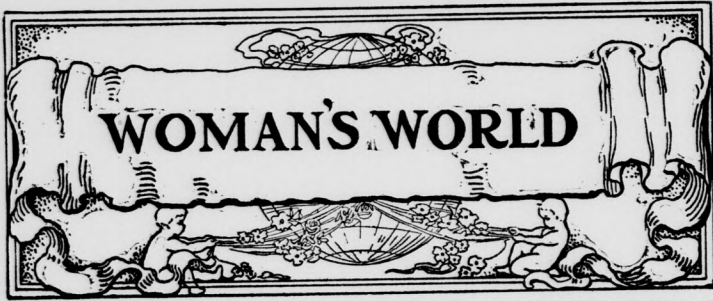


Here's a nifty one.
No. 6920—McKay at \$1.60

All prices subject to our regular terms

10% discount in 10 days

Grand Rapids Shoe & Rubber Co.
The Michigan People Grand Rapids



Something of the True Inwardness of Bargains.

Noah Webster defines a bargain as "an advantageous purchase," or "anything bought cheap." These little phrases show unmistakably that the venerable author of the Unabridged didn't spend his precious time hunting bargains else he never could have gotten up so cold and bloodless a definition of the word. Had he said "a bargain is ever so big and good and desirable an article bought at ever so little a price," it would sound something like; or had he stated that "a bargain is a purchase that saves money to the pocket and gives joy to the heart, is at once the pride of the owner and the envy of all her neighbors and acquaintances," it would show that he drew, if not from his own, at least from Mrs. Webster's experience. But "an advantageous purchase" or "anything bought cheap"—such definitions as these could have originated only in a family living in sublime indifference to bargains.

Such people nowadays would be considered nothing short of freakish. Practically all of us, at least all of womankind, are keenly interested in bargains. A woman who can look with unconcern on the announcement of any kind of a mark-down sale is abnormal, and should lose no time in having her headpiece examined by a specialist.

Why this all but universal interest in obtaining things at a short price?

There are several reasons for it. One is that we just don't have money enough to buy all we want. We every one of us have sinned and gone astray financially and indulged in the common American propensity to bite off too much. Whether our income is five hundred dollars or five thousand or fifty thousand, it has to be stretched to cover the style of living we consider necessary and fitting to our station in life. Getting things at reduced prices offers seemingly the easiest and most feasible method of increasing the capabilities of the income; it is the method of retrenchment that is least noticeable to the neighbors.

Finding bargains is such an honorable way to economize. If we go to beating down our dressmaker or our washerwoman or our chore-boy, we soon have a reputation of being mean and stingy. If we are slow in paying our bills, disgrace is upon us. But if we can secure a five-dollar article for two-fifty—well, somebody somewhere may lose on it, but so long as we can't tell whether it is the retailer or the jobber or the

manufacturer, we will not waste sympathy but take our bargain and go along.

The chief reason why we are a nation of bargain hunters is because, as has been said, most of us actually need to get things for less than they are worth.

But there are other reasons. I think it was Henry Ward Beecher who said that the real pleasure in hunting and fishing lies in matching one's powers against those of the game sought. Bargain hunting is the chase of high civilization. All your strength of will and resisting power are required to withstand the temptation offered by pretty things at high prices; all your judgment and acumen to discern the one article of extraordinary value and desirability among a lot of pseudo-bargains; all your quickness and agility to get in ahead of twenty other women hot on the trail after the same thing; when you come off victorious in such an affair, is it not a deed over which any human heart will swell with pardonable pride?

Obtaining a good bargain is not only a subject for private exultation but one that admits of a certain amount of public exhibition and display. It isn't so with everything. Now if your piano has a sweeter tone or a richer case than that of your neighbor; or if your automobile is a higher grade of machine or a later model than theirs; or if you are eligible to membership in the D. A. R. and she is not but would give her eyes if only she could be—convention decrees that you shan't brag about any of these things. But if you can hold up before awe-struck admirers a perfectly sweet silk blouse worth all of ten dollars, which you ran across and bought for only \$5.59—then certainly you have put one over your dearest friends; but telling about it is so indirect a form of self-laudation that it is perfectly allowable as often as you can get together a suitable audience.

Oh, there are reasons enough why we all want to get bargains—the trouble is to find them. Of course when a grocer offers an extra number of bars of some well-known laundry soap for a quarter, or some standard brand of breakfast food at two cents less than regular price, it doesn't require any great amount of genius to go and put down one's money and carry away the goods. But anything to wear or anything for the house—it is hard to get what you want when you want it without paying the full regular price.

Count it a lucky day when you

chance to happen onto a particularly good value in something you will soon be needing. Last winter my cousin who was planning to get new table linen within a few months had the good fortune to pick up just an elegant cloth and napkins to match at a "Slightly Soiled" sale, paying but little more than half the usual price of goods of that quality.

Really about the only practical way to take advantage of reduced prices is to have your wants clearly in mind ahead of time and then, when you see a genuine bargain, buy it on the spot. For if you set out in cold blood in search of one, it's a gamble in which you stake time, labor, car fares and shoe leather, and the chances are largely against your finding it. Nineteen out of twenty of all so-called bargains are passe in style, or they are "off" shades, or there is something in some way the matter with them so that the dealer is dead anxious to get them off his hands—that's the reason he offers them cheap. The new, nifty, desirable things that every one is crazy for—he holds these at a stiff price so as to make a good profit; indeed, he would be very foolish if he didn't.

A friend of mine has lately been buying a bedstead. She has none

too much money and as she had seen advertisements of a number of special sales and mark-downs in furniture, she readily reasoned that she ought to obtain "a very nice little bedstead for almost nothing."

She started out to see what she could find. That is the first process in bargain hunting—to post up on prices. Sometimes it seemed to her that her brain was whirling round and round, so confused did she become comparing the relative merits of the many styles and kinds that she ex-

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

Profits Mount Up Through Volume of Sales

EVERY merchant measures his growth by volume of sales. Every clerk advances in salary and position according to his increase in volume of sales. Every grocer, every grocer's clerk will find national advertising the biggest of all selling aids.

National Biscuit Company products have been advertised nationally for years. Their merits are known throughout the United States. It requires no argument to convince the buyer that N. B. C. products are superior—the purchaser *knows* it—has learned it through N. B. C. advertising. And so the clerk sells N. B. C. products without effort and quickly—he cares for a number of customers in the same time that it would require to sell to one without the selling-assistance of national advertising. Try the sales-boosting power of national advertising by stocking N. B. C. products. They will more than make good.

NATIONAL BISCUIT COMPANY

amined. There were brass bedsteads and steel bedsteads, there were bungalow styles and high heads, there were white and blue and green enamelled and Vernis Martin finish and there seemed to be every possible combination of rods and fillers.

She had all sorts of experiences with the salesmen at the different places. In spite of the continued teachings of such excellent journals as the Michigan Tradesman, there are still salesmen who are averse to showing goods unless there is a tacit understanding that an immediate purchase is to be made. One such bluntly asked her whether she wanted to buy or merely to look.

"I should like to see something of what you have—I'm not sure that I shall decide to-day," she stammered.

"When you are ready to buy, come in and I'll show you our stock," he announced.

My friend's temper arose to her rescue. "You'll never get the chance!" she retorted, and she carried out her threat.

A salesman at another place, on learning that she might not make selection that day, took her to a spot that was in full view of the balcony where their stock of bedsteads was kept, pointed to them and loftily remarked: "There we have some two hundred fifty different styles. When you are ready to purchase, come in and we will supply you with just what you want. We have all kinds and prices." Of course my friend walked out of that store also, never to darken their doors again.

The bedstead she finally bought is a plain neat affair of steel, white enamelled, and it seems very strong and durable. She paid eight dollars for it, the salesman assuring her that she was getting a regular ten-dollar article. Of this last she herself doesn't feel so sure. "He might just have been lying," she suggests. At one rate she richly earned all she saved.

She found bedsteads all the way from two dollars up, and many that were being put forward as far greater bargains than the one she took. But the wonderful bargains were in the cheap brass beds which common sense told her to let alone, or else in iron ones that were old-fashioned or ugly in design, or faulty in construction, or so light and slender that they soon would bend out of shape.

My friend sums up her experience in a few words: "If you must have a thing at once and find what you want at a reasonable price, buy it. The mathematical probabilities of getting it for any less by going further are so small as to be negligible quantities. If, in anticipation of future needs, you run across a real bargain and have the money to take hold of it, well and good. You're in luck. But as for hunting bargains, if your time is worth anything at all, it doesn't pay. The stronghold of the bargain sales idea lies in the fact that there are millions of women who don't value their time at a nickel a day."

Recently my friend and I saw in a window some crocheted lace priced ninety cents and bearing a tag marked "A week's hand work." It was homely stuff but out of curiosity we enquired where it was made. "All over Europe," was the reply. We figure that counting the retailer's profit, the tariff, and the price of the thread, that the women who make this lace can not receive more than fifty cents for six days' work. "But still," my friend says, shaking her head ruefully, "I am not sure but the peasant women in the Italian villages and on the little farms in France and up in the chalets on the mountains in Switzerland who ply their crochet needles a whole week for fifty cents, are better paid for their labor than their sisters in America who put in their time hunting bargains."

Quillo.

Inconsistent Attitude Assumed by Labor Bureau.

Lawton, May 10—As usual, the Tradesman hit the nail on the head in its editorial on the defeat of the amendment to the nine hour law in the House of Representatives.

This bill as you know, passed the Senate and was tabled in the House, mainly upon the strength of Representative Flower, of Wayne county, on his presentation of a letter from a merchant of Caro, who claims to be better satisfied with the present law than with the old one. In the Senate, Senator Wiggins informed me that the only opposition he knew of was from Miss Burton, who is employed in the Labor Bureau, and that he finally told her she ought to be arrested for working "over hours" against the bill inasmuch as she had no more right than any other woman to work over nine hours.

The letter presented by the Caro merchant states over his signature that he has been in business thirty-five years. By the way, he is rated in Bradstreet's at \$3,000. He should be congratulated upon living in a town in which all of the merchants are willing to close at 6 p. m. I have tried to get them to do so here, but to no avail. He should not undertake to enforce a hardship upon towns in which some merchants who are willing to close early are obliged to keep open to hold their trade simply because his fellow merchants are willing to get together.

It seems to me that if I were a member of the Legislature, I would want a letter from a more progressive merchant than one who has been only so financially successful as to accumulate the above amount in the long period of thirty-five years.

Personally, the nine hour law affects me only as it effects my trade. I think I could close my store at noon and make a living, but I consider the really successful merchant one who conducts a business in such a way that his patrons are pleased with his store service, that his clerks are loyal to him in and out of his store and that he knows some advancement from year to year, instead of staying in the same old rut for years to come. L. A. Packer.

Cook With Oil
Means Convenience, Economy, Ease

Perhaps it will surprise you, but it is a fact that Oil as a fuel in the cook-stove is not only much cleaner and safer than any other fuel—it is far cheaper, as well.

Over a half million New Perfection Oil Cook-Stoves are now in use in the middle west and every one is giving satisfaction.

Cook on the New Perfection and save half the cost of gasoline and one-third the cost of gas. Your task will be simplified and your dishes improved.

All the discomforts of the coal range and the dangers of gas and gasoline are now happily substituted by the efficiency and absolute safety of the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

An All-the-Year-'Round Cook-Stove



Ask your nearby dealer to demonstrate this wonderful stove. Have him show you its Cabinet Top (for keeping dishes hot), with drop shell and towel racks that make the New Perfection a coal range in appearance as well as in usefulness and in convenience. See the new Oil Reservoir with Indicator. See the Odorless, Smokeless Broiler—a marvel in itself. See our Special Oven. Note the New Perfection's wick blue flame. Consider this stove in point of looks, simplicity and general efficiency. Judge for yourself what a saving of money, time and patience a New Perfection will mean to you.

Valuable Cook Book

Send us 5 cents in stamps to cover cost of mailing and we will send you, free of charge, a dandy 72-page Cook Book that's worth its weight in gold.

STANDARD OIL COMPANY, CHICAGO, ILL.
(AN INDIANA CORPORATION) (130)

Judson Grocer Company

Domino Sugar in 5 lb. Cartons

Domino Sugar in 2 lb. Cartons

Domino Sugar in 2 lb. Cartons

Half Sizes

This is the last word in pure
Refined Sugar Crystals

Delicious with coffee

Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS, MICHIGAN



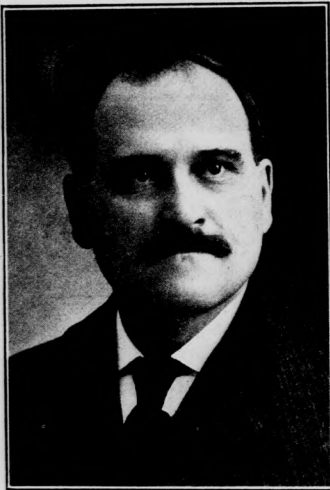
Michigan Retail Hardware Association.
President—F. A. Rechlin, Bay City.
Vice-President—E. J. Dickinson, St. Joseph.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

CHARLES A. IRELAND.

He Is Now President National Hardware Association.

The State of Michigan and especially the retail hardware merchants of Michigan have been honored by the elevation to the presidency of the National Hardware Association of Charles A. Ireland, of Ionia. This was accomplished at a recent Jacksonsville convention.

Mr. Ireland began his business career some twenty years ago as a clerk in the store owned by his brother, the late T. F. Ireland, at Belding.



The characteristics which his strong face portrays soon won him a partnership in the business. While he was doing nicely this success did not satisfy as he had visions of a hardware business of his own, and in 1904 the opportunity came. The Nathan Kenyon Hardware Co., at Ionia, was placed on the market at that time and Mr. Ireland bought it. The business had been established twenty-five years, but this was only considered a foundation upon which to build a larger and better business and to-day the Ireland store does the largest business in Ionia county.

But Ionia could not contain Charles A. Ireland. He is a good mixer at home and a broad-gauged business man abroad. He early became identified with the Michigan Retail Hardware Association and soon became its President. His splendid services as a leader and organizer attracted attention outside of Michigan and

soon he was on the Executive Board of the National Hardware Association—then Vice-President and now President.

He is some "jiner." If there is any business organization in or around Ionia of which Charles Ireland has not been president, it has been because he would not accept the honor. He has served as President of the Ionia Board of Trade, the Ionia Business Men's Association, and has for a number of years been President of the Ionia Building and Loan Association. While always having taken an active interest in politics, Mr. Ireland has never held a political office. He is a Republican of the standpat variety, and he is often referred to as the "Mark Hanna" among local politicians. While a standpatter in politics, Mr. Ireland is a progressive in association work. As President of the Gridley Club, a local county Republican organization, Mr. Ireland acquired a State reputation as a political organizer. In Masonic circles his reputation is more than statewide. He has in turn served as Worshipful Master of Belding Lodge, No. 355, A. F. & A. M.; Ionia Lodge, No. 36, A. F. & A. M.; High Priest of Ionia Chapter, No. 14, R. A. M. He is at present Eminent Commander of Ionia Commandery, No. 11, Knights Templar. He is also a member of Saladin Temple, Ancient Arabic Order of the Mystic Shrine, of Grand Rapids. Ionia Lodge, 548, B. P. O. E. also numbers him among its most active members.

Some Hardware Clerks I Have Known.

If I could describe nothing, that would be James. Think of all the hardware clerks you've ever met and can't remember. They're James, too. He came into the store like anybody else; he stayed there like anybody else; he did his day's work like anybody else; he had his failings, like anybody else; he had his triumphs, like anybody else; he might have been anybody else, for all anybody else knew or cared a hoot in Gehenna.

All of which means that James was a satisfactorily unsatisfactory clerk, qualified to get a job if it came easy, to hold it if it stayed easy and to be booted out as soon as the kicking became hard. They grow his kind in the cornfields and, mostly, they feed them to the stock; the ears that are left over seem to land, somehow, in business, probably for the restraint of trade.

Of course, if James had been only this and nothing more, the story of his life would have been about as

empty as the imponderable ether and too brief to mention. But something more he was, in a completely typical way, because that is the hallmark of his class, whether they are clerking in a hardware store or a railroad, blowing a bellows or studying law.

He watched the clock.

No doubt every man in the place, the Old Man included, watched that clock; it was there for that purpose. But either they didn't watch it with James' purpose, or they put less heart in their vigilance. Several of them—

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.

Like the Rock of Gibraltar

Is the service of the Citizens Telephone Co. and the security of its stock. The marvelous growth of its business requires constant additions to its capital. The stock of this company has one of the best records of any industrial security in Michigan. Regular quarterly 2 per cent. dividends paid without deviation or delay for sixteen consecutive years.

CITIZENS TELEPHONE CO., Grand Rapids

the Old Man included, as before—actually watched the business.

But James was inalienably faithful to the clock. At first, nobody noticed this trait of his particularly. When all of them watched it, in the haphazard way men do their clock watching, James' air of "Thy Sentinel am I" hadn't the distinction of a solo. It needed some break in the routine to bring his devotion in exceptional relief. He went right along, quitting his post at 12 noon and 6 post meridian with an impeccable promptitude that made the Observatory at Washington look careless and left Greenwich among the also rans.

They were a good, honest, hearty, fair-to-middling crowd of fellows in the store, who believed in their right to roast the Old Man as they believed in the Declaration of Independence, who swore he was a bloodsucker and a tyrant whenever he got a hunch that speeded up the works for better business, and who speeded up nevertheless and never promised themselves to do more than murder him when something happened to keep them on duty overtime.

James, however, remained a perfect gentleman during these periods of storm and stress. All he did was watch that clock with redoubled intensity until the sacred hour flitted by, until the expression of agony on his face would have wrung the heart of a buzz saw; the instant the signal for escape was given, he produced his hat from nowhere with the dexterity of a prestiditeateur and vanished with the suddenness of Al Borak, which was Mohamet's trotter and held the Turkish record until the retreat to Tchatalja.

Even that passed unmarked; they were all doing the same. But one dinner hour, a new suburbanite was selling himself a long and varied bill of goods with the perfunctory attention of James as supervising connoisseur, when the clock hands kept their noon appointment punctually, as usual. James, with his most courteous smile, passed that customer over to his next neighbor and observed casually:

"You'll excuse me I'm sure; this is my time to go out."

With which, James went.

"Got any more around like that?" enquired the customer, interestedly.

"Why, no," responded the other salesman, puckering his brow in mild surprise. "Now I come to think of it, darn my cats if we have."

It is the most illuminating comment on James' complete usualness that, until this one stray suburbanite drew his fellow clerk's attention to his get-away, the calm assurance of his departure, performed under precisely similar circumstances a score of times before, had not once seemed worthy of notice. The clerk on whom he had unloaded his customer was so impressed that he told the rest of the force. They acted as their natures inclined them. The real salesman decided that James ought to be fired; the near-salesmen unhesitatingly followed his lead. It certainly was a convenient plan, when lunch hour ar-

rived, to drop one's hod of bricks on the next fellow who could be stigmatized as a poor sport if he didn't catch it on the fly.

James, previously the most non est nonentity in the establishment, attained the dignity of a minor hero. It lasted almost a month, when the Old Man happened along inopportunely while one of these "After me, my dear Gaston" episodes was in progress. He kept himself bottled until the evening closing hour, when he blew off steam to all and sundry, making no distinction of age, sex or previous condition of servitude. James never batted an eyelash and, as soon as the safety valve indicated, faded away into the grateful night.

It looked to the Old Man as if he had annihilated the serpent that had invaded the Eden of that hardware store. But he had only scotched it. Once tasted, the delights of instant departure proved hard to forego; and, what was more a spirit of genuine disaffection attended the endeavor to restore the old, full devotion to duty. James remained a conspicuous example, a sort of Arnold Winkelried, of sticking for one's time allowance; and now the clock faced a battery of glares from morning until night. Trouble brewed by the bucketful.

The Old Man, sensing it, emerged from the office and camped on the floor. One day was enough. He had James measured from the sound of the bell that noon. But he was merciful. He hoped a little touch of humor might avert the impending blow. As James passed the threshold, he remarked, in a loud aside:

"Well, there goes James, the Minute Man."

He got hearty laughs from half the force and constrained grins from the others. James became a Minute Man to the crowd henceforward. But that didn't feaze James. He never quit his watch of the clock, and he never did more than half an honest day's work in consequence. Neither did his emulators.

The Old Man stood for this condition of things another two weeks. Then he removed the clock. Then he removed James. Then he removed James' most successful imitator. Then the store resumed its old gait.

It is characteristic of James that nobody ever knew what became of him; it is equally characteristic that nobody cares a hang. Nothing, he blew in; nothing, he blew out. All he did was watch the clock. The only fame he won was as James, the Minute Man. Camillus Phillips.

Pat's Testimony.

"When did you last see your brother?" asked the magistrate in a recent trial in a New York court.

Pat replied: "The last toime I saw me brother, your worship, was about eight months, ago whin he called at my house and I was out."

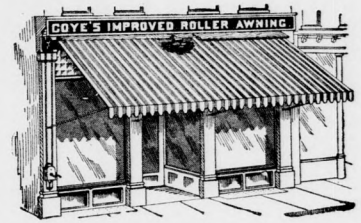
The court broke into a roar of laughter.

"Then you did not see him on that occasion?" continued the magistrate. "No, your worship," was the reply. "I wasn't there."

A Cause for Suicide.

I married a widow who had a daughter. My own father fell in love with my step-daughter and married her. So my father became my son-in-law, my step-mother my mother, because she was my father's wife. Some time afterward my wife had a son; he is my father's brother-in-law and my uncle, for he is the brother of my step-mother. My father's wife, who is my step-daughter, had also a son. He is, of course, my brother, and in the meantime, my grandchild, for he is the son of my daughter. My wife is my grandmother. I am my wife's husband and grandchild at the same time. And as the husband of a person's grandmother is his grandfather, I am my own grandfather. This is too tough for me.

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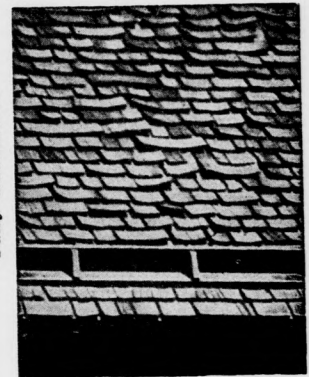
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News and Gossip of the Grand Rapids Boys.

Grand Rapids, May 12—One of the best dancing parties of this season was held at Herald hall last Saturday night. A large attendance was present. Cool weather helped to make the evening enjoyable. The next dance will be the grand ball at the Coliseum, June 13, 8:30 p. m.

Any member who wishes to order a uniform for the parade can place his order with Grombacher & Major any time up to June 1. Now, don't forget to do this. We want you in that parade and you will miss something if you are not.

The U. C. T. ladies must not forget to attend the meeting to be held at the Pantlind, May 17, at 2:30 p. m. This may be the last meeting, so be there to give your assistance and see that the ladies' reception committee is complete.

Ira Van Valkenburg has resigned his position with the Delamater Hardware Co., of Detroit, and bought the hardware stock of Behler & Cox on Lake Drive. Van is a member of No. 131 and has up to now made his home at Hastings. We welcome you to our city and wish you success in the hardware business, and here is hoping we shall see you at the meetings.

In behalf of Bro. Keane, we wish to apologize to Chas. Giddings, of Hartford. Our congenial hotel man has paid for a one year's advertisement in the Bulletin, but for some reason unknown to the editor this advertisement was left out in this month's issue. Mr. Giddings may

feel assured that he will get his money's worth just the same.

"Our product is thoroughly tested before leaving the factory. No man can sell stuff to-day that has not been tested."

"We manage to sell our product without testing it."

"That's odd. What do you sell?"
 "Dynamite."

Geo. V. McConnell left last Monday for Chicago to get his new line of samples. Strange that styles in his line should change. George will be glad to show you his new line, should you be interested or not.

Manager Borden wants the members of the U. C. T. ball team to report at the Franklin street grounds next Saturday, May 17, at 2 o'clock. The time is getting short boys, be sure and be present.

Fred Richter was seen with a straw hat last week. No wonder we got this cold weather. Better hide it, Fred, until the June convention.

Wm. D. Bosman.

What Some Michigan Cities are Doing Written for the Tradesman.

Lansing has abandoned the idea of holding a State fair, for the present at least, and the grand stand at the Michigan avenue race course will be razed.

Kalamazoo reports a great scarcity of common labor.

The Detroit, Bay City & Western is extending its line from Wilnot the present Eastern terminal, to Sandusky, the county seat of Sanilac county.

The new Bay City-Saginaw interurban road will be a "third-rail" system and of the 10½ miles of roadbed, all but two miles are already completed.

The Buick and Weston-Mott factories, at Flint, are now running on a Saturday half-holiday schedule.

A factory for the manufacture of capsules has been built in Niles by T. W. Ready, of Chicago.

The Gile Boat & Engine Co., of Ludington, has added a foundry building, 50 x 100 feet, to its plant in that city.

Whitehall reports many new buildings and other improvements this spring.

The Adrian Industrial Association has changed its name to the Adrian Commerce Club and Ladd J. Lewis, Jr., is the new President.

Eaton Rapids now has a Business Men's Association, with Chas. S. Horner as President, and among matters to receive early attention are the building of a sanitarium and bath house to utilize the valuable mineral waters there, and erection of a

hotel on the site of the old Anderson House. Eaton Rapids has two railroads and is admirably suited for manufacturing, as well as for residential purposes.

The Business Men's Association of Caro is working to secure a new Central High School. Caro has outgrown its buildings and two churches have been pressed into service for school purposes.

The Acme Metal Co., formerly of Chicago, making gas and electric fixtures, is removing to Manistee and will occupy the old watch factory there, employing 130 men.

A Made-in-Menominee exhibit will be given by the manufacturers of that city during the week opening May 19. The Commercial Club has asked the railroads to grant excursion rates to Upper Peninsula points during the summer.

Reading has a live Board of Trade and at a recent banquet a number of red hot talks were given for the good of the town.

The Kalamazoo Paper Box Co. has absorbed by purchase the Inman Box Co., of that city, and is installing new machinery preparatory to enlarging its business. The Inman factory has been taken over by the Kalamazoo Case Co.

Work has been resumed on the proposed interurban line between Lansing and Grand Ledge and only a mile of grading remains to be done before laying ties and rails.

Battle Creek school children will hold a play festival at Goguac Lake June 6. One of the events will be a kite flying tournament, with prizes offered to the leaders among the 700 boys taking manual training.

Carelessness of chauffeurs at Marshall has brought about the adoption of a vehicle ordinance and traffic rules there.

Niles is planning to install new street lights, using Tungstens, and expects to effect a saving of \$1,500 a year.

Menominee needs more workmen in its factories and more houses. One concern there, the Lloyd-Wells Co., could use 200 more men.

Sault Ste. Marie merchants are after the "fly-by-nights" and at a recent Council meeting a petition was received, signed by thirty-nine merchants, asking that transient traders who bring in bankrupt stocks be required to deposit a year's taxes with the City Treasurer before being allowed to do business.

The Holland Board of Trade has appointed a good roads committee, with Former Congressman Diekema as chairman.

Reports made at the annual meeting of the Escanaba Business Men's Association show a membership of 176, a gain of forty-two over the previous year.

Benton Harbor will hold a Chautauqua this summer, opening Aug. 10. Battle Creek hopes to build a public comfort station at McCamley park this year.

Kalamazoo will put its jail prisoners at work on the good roads farm at Cooper Center, instead of supporting them in idleness. Under the new

plan they will be taken to Cooper farm in automobiles within two hours after being sentenced. Instead of the customary 10 day sentences for intoxication, they will get 30 to 60 days and the money coming to them for their work will be turned over to their families. A building, 60 x 150 feet, is being erected at the farm and prisoners will make cement tile for good roads and cement blocks for building purposes, while many of the men will assist in good roads building in the county.

The North Side Commercial Club of Lansing has decided on June 7 as opening day of the Turner street public market in that city and the farming community about Lansing, as well as city people, are being urged to give their patronage to the new venture. It is hoped to get producer and consumer together on certain days of the week for their mutual advantage.

Pt. Huron is preparing to entertain 10,000 Elks at the State convention to be held there June 3-5. The dedication of a new temple will be the leading feature.

The Jackson Chamber of Commerce is trying to interest somebody in the erection of a much-needed hotel in that city. It is stated that people are being turned away from the hotels there nearly every night because of lack of room.

Lowell is preparing for a homecoming celebration August 6 and 7.

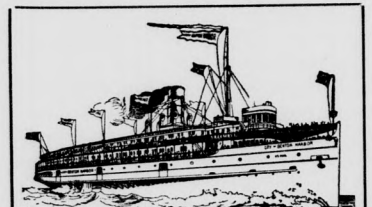
The Michigan Central reports that it will cost \$1,000,000 to elevate its tracks in Kalamazoo and five years' time will be required to complete the work. While the company is seriously considering this improvement it is not known when the work will begin.

The Paper Makers' Chemical Co., Kalamazoo's new industry, has plans for a building, 105 x 268 feet, also a power house. The factory will be located on the north side of the city.

The Lansing Chamber of Commerce is making plans for a homecoming celebration in that city this summer.

The Muskegon Chamber of Commerce will issue a booklet advertising that city as the most inviting spot on earth to spend the summer vacation.

The Champion Power Sprayer Co. has been formed in Pontiac and will manufacture spraying machinery there.
 Almon Griffin.



**CHICAGO
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Chirpings From the Crickets.

Battle Creek, May 12—John O. McIntire, one of the boys of No. 253 and formerly local manager of the Battle Creek branch of the United Confectionery Co., has bought an interest in the Purity Candy Co., of Battle Creek. John's many patrons and friends wish him all the success he is so justly entitled to and we boys of the road know he will line up many of his old patrons in and out of the city. The best wishes of all the boys go out to you, John.

Herbert W. Ireland and Charles R. Foster entertained a large appreciative audience at the M. E. church in our city last Friday evening. Bro. Foster gave some impersonations and Herbert sang several beautiful selections. Their efforts were well received. A goodly number of our U. C. T. boys and their wives were in the crowded auditorium.

Mr. Brown, the genial and courteous landlord of the Bailey House, Ionia, has purchased the hotel property and will make some improvements in the property. From where I sit and slept, I believe the house would stand for it, all right. In fact, I think the house has it coming to it.

Ray Alton, of No. 131, now living in Lansing and salesman for Loose-Wiles, Boston, put on a demonstration in the grocery store of N. Norris, at Jackson, Saturday. Bro. Alton is meeting with success on his territory and will attend with his wife the State convention at Grand Rapids June 13 and 14.

Bro. and Dad Mark L. Blakeslee has his future trips arranged so that he will be close to Grand Rapids the week ending June 14. Dad will be at the convention with his ears pinned back and lard in his hair.

Elmer E. Mills, with A. E. Brooks & Co., Grand Rapids, was in Lansing Monday. Elmer and our Junior Counselor, W. I. Masters, have been friends for years and Elmer was looking in hotels and business houses for Will Monday. He had it doped out Will was slated for Lansing Monday. He did not find his friend, however, as I knew Will was working Battle Creek trade. Bro. Mills lives in Kalamazoo and works out of Grand Rapids, but still retains his card with the biggest council of its size in Michigan, 253.

Lots of the boys, in registering at hotels, always put their Council number after their names. A dandy good practice. Do you?

H. Ruskky, of Traverse City, a good salesman with a good line, does not belong to the U. C. T. Do you know this gentleman, Fred Richter?

Fred Robbins is working in Oakland county and adjacent territory this week. Mr. Robbins is General Sales Manager for the All Steel Duplex Paper Baler Co., a Battle Creek product, made, sold and financed by Battle Creek men, which is an article of merit. Mr. Robbins will eventually be one of the boys of 253.

Guy Pfander.

Movement to Close Half Hour Earlier.

Battle Creek, May 14—A movement was started this morning

among a number of the downtown stores for a universal closing rule of 5:30 o'clock every afternoon for stores which now close at 6 o'clock. The move was started by O. M. Parks, manager of the Kresge store, and it met with considerable favor. Drug stores, candy stores and others which remain open evenings and do not have regular hours are not included.

The reason given for the move, as presented by Mr. Parks, is to allow the employes of the stores to replace their stocks and be able to leave the store by 6 o'clock. With the present practice of keeping them open until 6 o'clock, many buyers came in at the last minute, which requires the services of several clerks until 6:15 and sometimes 6:30. With a 5:30 closing rule the owners and managers will not have to wait until 6:30 or 7 o'clock before the store is finally closed for the day. Most of the stores sweep out before the employes are free to go, also.

A petition will be started, and if enough names can be signed, the rule will be adopted.

Sentiment seems against the move started recently for the closing of the stores all Saturday afternoons, and the 5:30 closing rule will probably be substituted. Battle Creek has the Saturday night trading habit fixed fast and closing Saturday noons would be unpopular.

Why His Salary Was Not Raised.

"I don't understand," said Tubbs, "why you should raise young Becker's salary above mine. I have been with you twelve years and he has not been here quite two."

"True," assented Washburn.

"Of course he is young and vigorous, but I'm not 40 yet myself, and I should think my long experience—"

"You have had considerable experience," said Mr. Washburn, "and you have always earned your money. You must not feel that you have been reduced."

"Yes, but I have not been raised, and Becker—"

"Pardon me," interrupted the manager, "but what is that noise outdoors?"

Tubbs stepped to the window. "Some wagons passing."

"Whose?"

Tubbs stepped outside to look at them, returned and said, "Thompson, Hill & Co."

"How many?"

Again Tubbs stepped outside.

"Seventeen. But why—"

"Thank you." Mr. Washburn thought a moment.

"Would you mind finding out what is in them?"

Once more Tubbs went out into the street.

"Wheat," he said.

"For whom?"

"I can't tell. I don't see why—"

"Ask a driver."

Tubbs impatiently went out again and asked one of the drivers.

"It's for the Mapleton Flour Mills," he told his employer, "but I

don't see why you wanted all that information."

Mr. Washburn touched a bell and Becker came in response.

"Mr. Becker," said the manager, "please tell me what that noise is outside."

Becker disappeared and was back again in five minutes.

"There are seventeen wagons of wheat going from Thompson, Hill & Co., to the Mapleton Flour Mills. They have just signed a contract for several car loads and are going to manufacture a new brand of flour called 'Fairy Queen Flour.' I should think it would pay us to send a man over to the Mapleton Co. to get their contract for sacks."

"Good!" said Mr. Washburn, "you'd better go yourself, at once."

Becker left the room and Mr. Washburn turned to Tubbs.

"Now, do you see?" he said.

"See what?" asked Tubbs.

"Oh, nothing!" returned Mr. Washburn.

Manufacturing Matters.

Detroit—The Huron Radiator Co. has merged its business into a stock company under the style of the Huron Radiator & Lamp Co., with an authorized capital stock of \$30,000, of which \$16,160 has been subscribed and \$6,160 paid in in cash.

Kalamazoo—Fire in the Hanselman Candy Co. factory at 426-430 East Main street May 11, caused an estimated loss of about \$75,000. The fire was the second disastrous blaze at the factory in less than two years. The building will be immediately repaired.

Plymouth—George Raviler has leased the old cheese factory and will install up-to-date machinery for the canning of tomatoes and wax beans. Mr. Raviler has already contracted for fifty acres of tomatoes. When the factory is in operation it will give employment to about fifty men and women and will be a welcome addition to the business interests of the village.

Howell—All the property of the defunct Ewer Wrench Co. has been sold at public auction, bringing better prices than had been hoped for by the officials of the company. The cement block factory building was sold to E. A. Stowe for \$3,000 and the lot for \$280. The machinery was sold separately and brought about \$1,000, some small tools totaled \$100. Some of the machines had been previously sold to William Stoddard for his new garage at Fenton for \$400 and the patents on wrenches brought \$100. There was a mortgage on the plant of \$3,650 and after all bills are paid there will be about 2 per cent. dividend for the stockholders. The Ewer Wrench investment will be a sore spot in the minds of Howell business men for some time.

Recent Hotel Changes.

Mendon—Geo. Knowles, of Kalamazoo, has purchased the Burdick Hotel of F. E. Riley. George White will continue as landlord.

Spalding—Fire, thought to be of incendiary origin destroyed the Spalding Hotel May 10. It was valued at \$70,000.

Daggett—The Daggett Hotel was destroyed by fire May 9 and for a time it was feared the whole town would be burning, a strong wind threatening to spread the flames to other buildings. The loss was \$8,000 on the building and \$2,000 on the furniture.

L'Anse—The Thomas Hotel, under the new management of Mr. and Mrs. V. D. Simar, of Marquette, will be re-opened to the public, after being thoroughly renovated, re-decorated and newly furnished.

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

Buffalo, May 14—Creamery butter fresh, 26@29c; dairy, 24@27c; poor to good, all kinds, 20@24c.

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

Eggs—Choice, fresh, at mark, 19½@20c.

Poultry (live)—Turkeys, 14@15c; cox, 12@14c; fowls, 18@20c; springs, 30@36c; ducks 20c.

Beans—Red Kidney, \$2@2.25, white Kidney, new \$3.20@3.35; medium, new \$2.30@2.35; narrow, new, \$3.25; pea, new, \$2.20@2.25.

Potatoes—50@60c per bu.

Rea & Witzig.

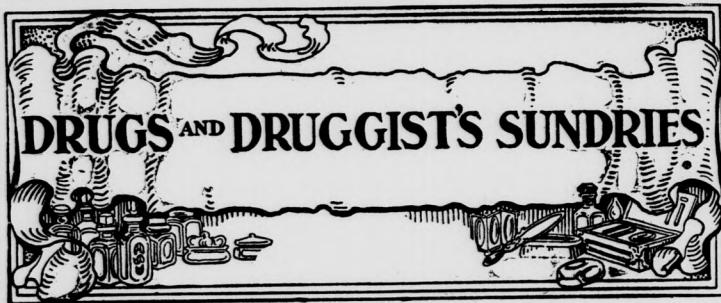
The matter of organizing a trust company in Saginaw is receiving serious consideration in that city. Saginaw has some of the solidest and best banks both State and National in the State, but if it has any business which can be better done by a trust company than by an individual and which the banks cannot handle, it must go to Detroit or Grand Rapids for the service. Saginaw is a city of business importance and wealth and is as much the center of Eastern Michigan as Grand Rapids is of the Western, with all the Northeastern part of the State and the thumb district directly tributary to it. The surprise is that the trust company proposition has not received attention there before this.

Cheese—There is still some old cheese in market, selling at unchanged prices. New cheese is commencing to arrive in greater volume, and shows fair and gradually improving quality for so early in the season. It is still selling, however, at 2@3c under the old cheese. There is likely to be an increased consumption as the make increases, and the outlook is for a decline soon.

Salt Fish—While the demand for mackerel is still small there is a rather better feeling as to price because stocks on this side are not heavy and will not be increased at present, as no importer wishes to bring stock over until the tariff uncertainty is settled. Cod, hake and haddock are all dull at unchanged prices.

It is reported that G. H. Williams, better known as Soapy Williams, contemplates engaging in the dry cleaning business.

You do not help the world's piety by looking like a pickle.



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

Proper Way to Draw Soda Water.

There is but one way to draw ice cream soda, and that way, it is safe to say, is but seldom followed. In the first place, put about 1½ to 2 fluid ounces of syrup into the glass, turn in the fine stream of carbonated water, moving the glass about quickly so that the stream may play upon every portion of the syrup in the glass, then turn in the coarse stream until the glass is more than half full, then turn in the fine stream for a moment so as to mix the contents of the glass again; now drop in the ice cream, and fill up the glass with the fine stream, turning in enough of the latter so that the layer of foam rises nicely above the glass. As usually drawn—syrup first, then ice cream, and finally soda—the product is a layer mixture of thick syrup on the bottom, carbonated water above this, the whole covered with a meagre amount of foam, and the ice cream floating about just beneath the surface of the foam. Drawn as above indicated, the soda is an intimate mixture of charged water and syrup, containing the ice cream indifferently suspended, the whole nicely topped with foam.

It must not, however, be surmised that served soda should contain a good deal of foam. Such is not the case; a certain amount of foam imparts an agreeable relish to the drink, but too much gives a mixture lacking body—it is too "windy."

It requires practice, care and good judgment to draw soda just right.

This point should be strictly observed in drawing soda or any foaming drink—always hold the glass so that the opening of the draught-arm is below the surface of the glass. In this way there is no chance for es-

cape of gas, and the beverage will have its proper amount of foam.

If, after exercising due care, it is found impossible to draw the soda just right, then the fault must be with the materials. It may be that there is an excess of "foam" in the syrup, or there may be deficiency—acid syrups require more than others—or that another kind of "foam" should be selected; the syrup may be too thin; the carbonated water may not be sufficiently impregnated with gas, or it and the syrup are not cold enough—if too warm, the mixture will quickly lose its gas and hence its foam; or, finally, it may be the fault of the ice cream.

When soda without ice cream is served, the syrup should be drawn into the glass, then turn on the fine stream of soda, quickly moving the glass about as before; turn in the coarse stream until the glass is nearly full, and then again turn in the fine stream to mix the contents of the glass and top nicely with foam.

As stated, the soda served should have sufficient foam. An excess of foam proves a source of disappointment to the drinker, especially on a hot day, when he is anxious for a "long" drink. Indeed, it is lately becoming more and more the fashion, especially among men, to drink soda without foam, i. e., "solid," "flat" or "still."

The amount of syrup used must vary according to circumstances; ice cream soda requires less than soda without ice cream, and more of a thin syrup is required than of a thicker or denser syrup. It must also vary according to the taste of customers, some desiring quite a sweet beverage, others one containing comparatively little syrup. In general, it may be said that the drink should not be so sweet as to leave a stinging sensation in the throat, but sweet enough to disguise fully the taste of the carbonic acid gas.

In serving drinks "solid" (or "flat" or "still"), such as "phosphates," the carbonated water should be drawn into the glass by means of the coarse stream, the syrup should then be added, and the mixture stirred with a spoon. If the process be reversed, i. e., carbonated water added to syrup, effervescence may be so copious as to overflow the glass. In drawing the carbonated water into the glass, the latter should be held at a short distance from the draught arm, so that some of the gas may be lost from the water.

If a beverage is made by agitation in a closed vessel, as in making egg drinks in an egg shaker, the egg, etc.,

should not be agitated with carbonated water, but plain water with cracked or shaved ice should be substituted for the latter.

Soda water and other beverages drawn from the fountain should always be quite cold. The temperature of these drinks when drawn should, even at busy times, be never higher than 45 degrees F.—ice cream soda will, of course, be of a lower temperature.

If the new style of fountains where refrigeration is secured from the iced brine above the ice cream cans is used, the devices used by the manufacturers ensure a temperature that is always constant.

Pure Truth Laws.

Although the Food Inspection Board at Washington is rather more rational in its interpretation of some of the finer points at issue, than the Wiley administration was, it is apparently more than usually progressive in compelling the exact truth on labels, not only as to purity and honesty of product, net weight and quality statements, but it proposes that no secondary class of statement will be tolerated on the label which is in any way open to challenge. In a recent conviction for misbranding coffee, the Board's decision and logic were as follows:

"The product was labeled: 'Elephant Compound Coffee and Chicory.' The small quantity of chicory in this compound is used simply to bring out the flavor and good qualities of the coffee. One can of Elephant

brand properly made will produce better results than twice the amount of other coffee. Double strength.'

"Examination of a sample of the product by the Bureau of Chemistry of the Department showed the compound to be composed of about 75 per cent. ground Rio and about 25 per cent. ground chicory. Misbranding of the product was alleged in the information for the reason that the label thereon bore a statement, to-wit: 'The small quantity of chicory in this compound is used simply to bring out the flavor and good qualities of the coffee,' which said statement was false and misleading, in that the quantity of chicory present was not small and in that said chicory did not bring out the flavor and good qualities of the coffee, but was used as an adulterant to cheapen the cost of the article."

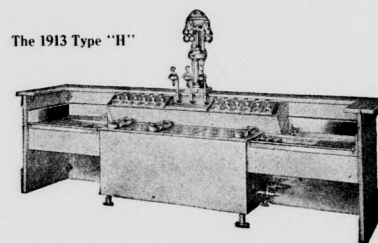
It Was Tough.

"Will ye give me a pie, madam," asked the tramp, "if I saw ye some wood?" The woman agreed to the bargain, gave the man a pie and started him in the direction of the wood-pile. In three minutes he was back at the door saying, "Madam, if it's all one to you, I'll eat the wood an' saw the pie."



"Liquid" Iceless SODA FOUNTAINS are Crated Ready for Shipment

The largest soda fountain builders in the world will ship you a splendid soda fountain on a day's notice, and yet give you a selection from the finest line of STOCK FOUNTAINS ever built. A dozen or more styles, and every one of them attractive, well built and mechanically perfect.



The 1913 Type "H"

Ask a "Liquid" salesman to show you photos of these 1913 Stock Fountains:

**TYPE H—THE ARISTOCRAT
 PEERLESS
 ROYAL**

Built in many sizes and styles to fit every taste and a price to suit every pocket book.

All expensive frills left off. Built compact to save space.

Cost cut almost in two. Refrigeration scientifically correct.

Service speediest of all. Sanitation scientific and complete.

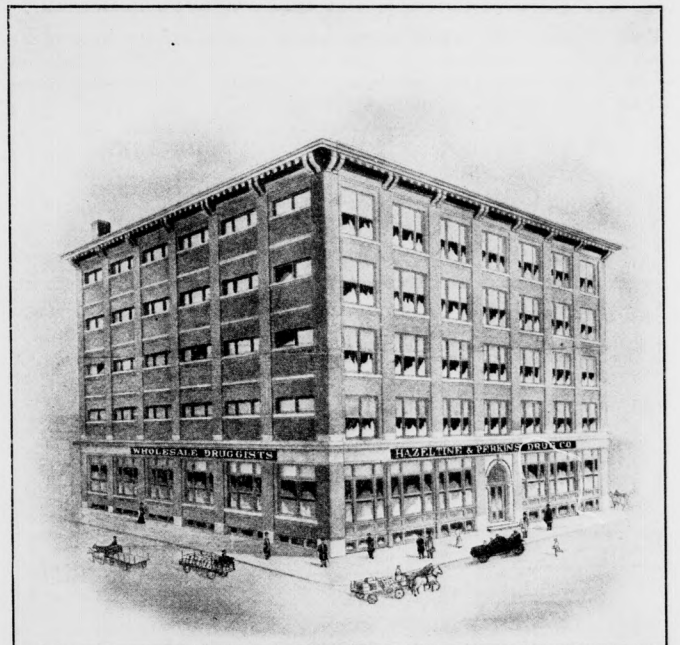
The biggest money maker you can put into 8 feet of counter space in your store.

Send for full information. Mention this paper.

"The Liquid" Carbonic Company
 CHICAGO New York Boston
 Pittsburg Cincinnati Milwaukee Minneapolis
 Atlanta St. Louis Kansas City Dallas Los Angeles

WHOLESALE DRUG PRICE CURRENT

Acids	Cubebs	@ 4 50	Digitalis	@ 60
Acetic	Erigeron	@ 2 50	Gentian	@ 60
Boric	Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	Hemlock, pure ..	@ 1 00	Guaiaac	@ 60
Citric	Juniper Berries ..	@ 1 25	Guaiaac Ammon...	@ 70
Muriatic	Juniper Wood ..	40 @ 50	Iodine	@ 1 00
Nitric	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	Lavender Flowers	@ 4 00	Iron, clo.	@ 60
Tartaric	Lavender, Garden	85 @ 1 00	Kino	@ 75
	Lemon	4 00 @ 4 50	Myrrh	@ 60
	Linseed, boiled bbl	@ 51	Nux Vomica	@ 50
	Linseed, bld. less	55 @ 60	Opium	@ 1 75
	Linseed, raw bbls.	@ 50	Opium Camph. ...	@ 60
	Linseed, raw less	54 @ 59	Opium, Deodorz'd	@ 2 00
	Mustard, true ..	4 50 @ 6 00	Rhubarb	@ 75
	Mustard, artifi'l	2 75 @ 3 00		
	Neatsfoot	80 @ 85	Paints	
	Olive, pure	2 50 @ 3 50	Lead, red dry ..	7 @ 10
	Olive, Malaga, yellow	1 60 @ 1 75	Lead, white dry	7 @ 10
	Olive, Malaga, green	1 50 @ 1 65	Lead, white oil	7 @ 10
	Orange, sweet ..	4 00 @ 4 50	Ochre, yellow bbl. 1	@ 1 1/4
	Organum, pure ..	1 25 @ 1 50	Ochre, yellow less 2	@ 5
	Organum, com'l	50 @ 75	Putty	2 1/2 @ 5
Copaiba	Pennyroyal	2 25 @ 2 50	Red Venetian bbl. 1	@ 1 1/2
Fir (Canada) ..	Peppermint	@ 3 75	Red Venetian, less 2	@ 5
Fir (Oregon) ..	Rose, pure	16 00 @ 18 00	Shaker, Prepared 1	40 @ 1 50
Peru	Rosemary Flowers	90 @ 1 00	Vermillion, Eng.	90 @ 1 00
Tolu	Sandalwood, E. I.	6 25 @ 6 50	Vermillion, Amer.	15 @ 20
	Sassafras, true	80 @ 90	Whiting, bbl.	1 @ 1 1/4
	Sassafras, artifi'l	45 @ 50	Whiting	2 @ 5
	Spearmint	6 00 @ 6 50		
	Sperm	90 @ 1 00	Insecticides	
Berries	Tansy	4 75 @ 5 00	Arsenic	6 @ 10
Cubeb	Tar, USP	25 @ 35	Blue Vitrol, bbl.	6 @ 6 1/4
Fish	Turpentine, bbls.	@ 4 1/4	Blue Vitrol less	7 @ 10
Juniper	Turpentine, less	55 @ 60	Bordeaux Mix Pst	8 @ 15
Prickley Ash ..	Wintergreen, true	@ 5 00	Hellebore, White	
	Wintergreen, sweet	2 00 @ 2 25	powdered	15 @ 20
	Wintergreen, art'l	50 @ 60	Insect Powder ..	20 @ 35
Barks	Wormseed	@ 6 00	Lead Arsenate ..	8 @ 16
Cassia (ordinary)	Wormwood	@ 8 00	Lime & Sulphur	
Cassia (Saigon)			Solution, gal. ...	15 @ 25
Elm (powd. 25c)			Paris Green	15 @ 20
Sassafras (pow. 30c)				
Soap (powd. 25c)			Miscellaneous	
			Acetanalid	30 @ 35
			Alum	3 @ 5
			Alum, powdered and	
			ground	5 @ 7
Extracts			Bismuth, Subnitrate	2 10 @ 2 25
Licorice			Borax xtal or	
Licorice powdered			powdered	6 @ 12
			Cantharides po. 1	30 @ 1 50
			Calomel	1 25 @ 1 35
			Capsicum	20 @ 25
			Carmine	@ 3 50
			Cassia Buds	@ 40
			Cloves	30 @ 35
			Chalk Precipitated	7 @ 10
			Chloroform	38 @ 48
			Chloral Hydrate 1	00 @ 1 15
			Cocaine	3 70 @ 3 90
			Cocoa Butter	50 @ 60
			Corks, list, less 70%	@ 85
			Copperas, bbls, cwt	2 @ 5
			Copperas, less ..	4 @ 6
			Copperas, Powd.	1 25 @ 1 40
			Corrosive Sublim.	1 25 @ 1 40
			Cream Tartar ..	28 @ 35
			Cuttlebone	25 @ 35
			Dextrine	7 @ 10
			Dover's Powder 2	00 @ 2 25
			Emery, all Nos.	6 @ 10
			Emery, powdered	5 @ 8
			Epsom Salts, bbls	1 @ 1 1/2
			Epsom Salts, less	2 1/4 @ 1 7/8
			Ergot	1 50 @ 1 7/8
			Ergot, powdered	1 80 @ 2 00
			Flake White	12 @ 15
			Formaldehyde lb.	10 @ 15
			Gambier	6 @ 10
			Gelatine	35 @ 45
			Glassware, full cases	80%
			Glassware, less 70 & 10%	
			Glauber Salts, bbl.	@ 1
			Glauber Salts less	2 @ 5
			Glue, brown	11 @ 15
			Glue, brown grd	10 @ 15
			Glue, white	15 @ 25
			Glue, white grd	15 @ 20
			Glycerine	23 @ 30
			Hops	50 @ 80
			Indigo	85 @ 1 00
			Iodoform	3 75 @ 4 00
			Iodoform	4 80 @ 5 00
			Lead Acetate	12 @ 18
			Lycopodium	60 @ 75
			Mace	80 @ 90
			Mace, powdered	90 @ 1 00
			Menthol	10 00 @ 11 00
			Mercury	85 @ 90
			Morphine, all brd	4 55 @ 4 80
			Nux Vomica	@ 10
			Nux Vomica pow	@ 15
			Pepper, black pow	20 @ 25
			Pepper, white ..	25 @ 35
			Pitch, Burgundy	10 @ 15
			Quassia	10 @ 15
			Quinine, all brds	23 1/2 @ 33 1/2
			Rochelle Salts ..	20 @ 26
			Saccharine	2 00 @ 2 20
			Salt Peter	7 1/2 @ 12
			Schultz Mixture ..	20 @ 25
			Soap, green	15 @ 20
			Soap, mott castile	10 @ 15
			Soap, white castile	@ 6 25
			Soap, white castile	less, per bar
			Soda Ash	1 1/2 @ 5
			Soda Bicarbonate	1 1/2 @ 5
			Soda Sal	1 @ 4
			Spirits Camphor ..	@ 75
			Sulphur roll	@ 5
			Sulphur Subl.	2 1/4 @ 5
			Tamarinds	10 @ 15
			Tartar Emetic ..	40 @ 50
			Turpentine Venice	40 @ 50
			Vanilla Ext. pure	1 00 @ 1 50
			Witch Hazel	65 @ 1 00
			Zinc Sulphate	7 @ 10

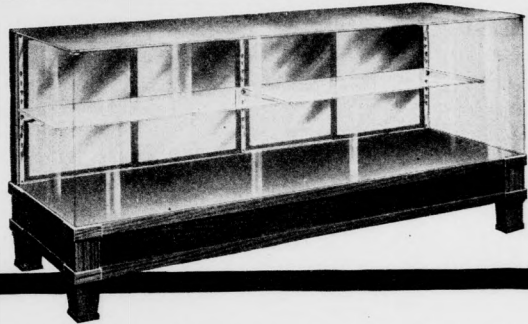


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We are distributors of the Walrus soda fountain made at Decatur, Ill. We have five complete fountains on exhibition in our store, and we invite the inspection and consideration of all prospective buyers.

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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The Largest Show Case and Store Equipment Plant in the World
Show Rooms and Factories: New York, Grand Rapids, Chicago, Boston, Portland

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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

Corn
Peanuts
Smoked Meats
Turpentine

Flour

Index to Markets

By Columns

Table with columns for market categories (A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and corresponding commodity prices.

Main commodity price table with columns for categories (AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR AND FEED, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS, HORSE RADISH, JELLY, JELLY GLASSES, MAPLE, MINCE MEAT, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PIPES, PLAYING CARDS, POTASH, PROVISIONS, RICE, ROLLED OATS, SALAD DRESSING, SALSIFIES, SODA, SALT, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, SODA, SPICES, STARCH, SYRUPS, TABLE SAUCES, TEA, TOBACCO, TWINE, VINEGAR, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE).

Table for CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINE, COCOA, COCONUT, COFFEES, I.OASTED, and CATSUP.

Table for Mocha, Bogota, Package, New York Basis, Extract, Hummel's tin, CONFECTIONS, Stick Candy, Pails, Cases, Mixed Candy, Grocers, X L O, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, Leader, Kindergarten, Champion, Hand Made Creams, Premio Cream mixed, Paris Cream Bon Bons, Fancy-In Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, Lozenges, plain, Eclipse Chocolates, Eureka Chocolates, Champion Gum Drops, Anise Squares, Lemon Sours, Imperials, Ital. Cream Bon Bons, Golden Waffles, Red Rose Gum Drops, Auto Kisses, Coffy Toffy, Molasses Mint Kisses, Fancy-In 5/2 Boxes, Old Fashioned Molasses Kisses, Orange Jellies, Lemon Sours, Old Fashioned Horehound drops, Peppermint Drops, Champion Choc Drops, H. M. Choc. Lt. and Dark, No. 12, Bitter Sweets, as td, Brilliant Gums, Crys, A. A. Licorice Drops, Lozenges, printed, Lozenges, plain, Imperials, G. M. Peanuts, Hand Made Creams, Cream Wafers, String Rock, Wintergreen Berries, Pop Corn, Cracker Jack, Giggles, Oh My 100s, Cough Drops, Putnam Mental, Smith Bros., NUTS-Whole, Almonds, Tarragona, Almonds, Drake, Almonds, California, soft shell, Brazil, Filberts, Cal. No. 1, Walnuts sft shell, Walnuts, Marbot, Table nuts, fancy, Pecans, medium, Pecans, ex. large, Hickory Nuts, per bu, Ohio, Cocoanuts, Chestnuts, New York State, per bu, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy H P Suns, Roasted, Choice, raw, H P Jumbo.


Table for CRACKED WHEAT, CRACKERS, National Biscuit Company Brands, Butter, Boxes, Excelsior Butters, NBC Square Butters, Seymour Round, Soda, NBC Sodas, Premium Sodas, Select Sodas, Saratoga Flakes, Saltines, Oyster, NBC Picnic Oysters, Gem Oysters, Shell, Sweet Goods, Cans and boxes, Animals, Atlantics Also Asstd., Avena Fruit Cakes, Bonnie Doon Cookies, Bonnie Lassies, Brittle Fingers, Cameo Biscuit Choc., (cans), Cameo Biscuit Asstd., (cans), Cartwheels Asstd., Ceelia Biscuit, Chocolate Bar (cans), Chocolate Drops, Chocolate Drop Centers, Choc. Honey Fingers, Choc. Rosettes (cans), Cracknels, Cocoonut Taffy Bar, Cocoonut Drops, Cocoonut Macaroons, Cocoonut Honey Fingers, Coent Honey Jumbles, Coffee Cakes Iced, Eventide Fingers, Family Cookies, Fig Cakes Asstd., Frosted Creams, Frosted Ginger Cookies, Fruit Lunch Iced, Ginger Gems Plain, Ginger Gems Iced, Graham Crackers, Ginger Snaps Family, Ginger Snaps NBC Round, Household Cookies, Household Cks. Iced, Hippodrome Bar, Honey Jumbles, Imperials, Jubilee Mixed, Lady Fingers Sponge, Leap Year Jumbles, Lemon Biscuit Square, Lemon Wafers, Lemona, Mace Cakes, Mary Ann, Marshmallow Cfe. Ck. 13, Marshmallow Walnuts, Medora, Mottled Squares, NBC Honey Cakes, Oatmeal Crackers, Orange Gems, Penny Assorted, Peanut Gems, Pineapple Cakes, Raisin Gems, Revers Asstd., Spiced Ginger Cakes, Spiced Ginger Cakes Iced, Sugar Fingers, Sugar Crimp, Sultana Fruit Biscuit, Triumph Cakes, Vanilla Wafers, Waverley.

SPECIAL PRICE CURRENT

12	13	14	
Scrapple, 5c pkgs. 48 Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Scrap, 2 oz 5 76 Pan Handle Scrap, 1/4 hr. 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 76 Rob Roy, 10c gross 10 53 Rob Roy, 25c doz. 2 10 Roy Roy, 50c doz. 4 10 S. & M., 5c gross 5 76 S. & M., 14 oz. doz. 3 20 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c 10 50 Soldier Boy, 1 lb. 4 75 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 1/2 oz. 3 30 Sweet Tip Top, 5c 1 00 Sweet Tip top, 10c ... 1 00 Sweet Tips, 1/4 gro. ... 10 08 Sun Cured, 10c 1 65 Summer Time, 5c 5 76 Summer Time, 7 oz. ... 1 65 Summer Time, 14 oz. ... 3 50 Standard, 5c foil 5 76 Standard, 5c paper 6 24 Standard, 10c paper ... 8 64 Seal N. C., 1 1/2 cut plug 70 Seal N. C. 1 1/2 Gran. 63 Three Feathers, 1 oz. 63 Three Feathers, 10c 11 00 Three Feathers and 11 00 Pipe combination ... 2 25 Tom & Jerry, 11 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 1/4 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. 40 Wave Line, 16 oz. 40 Way up, 2 1/2 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 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 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 50 18-in. Standard, No. 2 6 50 16-in. Standard, No. 3 5 50 20-in. Cable, No. 1 8 00 18-in. Cable, No. 2 7 00 16-in. Cable, No. 3 6 00 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Large Galvanized 5 75 Medium Galvanized 5 00 Small Galvanized 4 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 25 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 15 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 50 15 in. Butter 2 00 17 in. Butter 3 75 19 in. Butter 6 00 Assorted, 13-15-17 ... 3 00 Assorted, 15-17-19 ... 4 25 WRAPPING PAPER Common Straw 2 Fibre Manila, white ... 3 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butchers' Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Foam, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. 58 AXLE GREASE MICA 10c size 30 1 1/4 lb. cans 1 35 6 oz. cans 1 90 1 1/2 lb. cans 2 50 3/4 lb. cans 3 75 1 lb. cans 4 80 3 lb. cans 13 00 5 lb. cans 21 50 BAKING POWDER Royal 10c size 30 1 1/4 lb. cans 1 35 6 oz. cans 1 90 1 1/2 lb. cans 2 50 3/4 lb. cans 3 75 1 lb. cans 4 80 3 lb. cans 13 00 5 lb. cans 21 50 Butter Plates Ovals 1 1/4 lb., 250 in crate ... 30 1 1/2 lb., 250 in crate ... 30 1 lb., 250 in crate 35 2 lb., 250 in crate 45 3 lb., 250 in crate 65 5 lb., 250 in crate 85 Wire End 1 lb., 250 in crate 35 2 lb., 250 in crate 45 3 lb., 250 in crate 55 5 lb., 250 in crate 65 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Clothes Pins Round Head.	Scrapple, 5c pkgs. 48 Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Scrap, 2 oz 5 76 Pan Handle Scrap, 1/4 hr. 5 76 Peachy Scrap, 5c 1 90 Union Workman, 2 1/4 6 00 Smoking All Leaf, 2 1/4 & 7 oz. 30 BB, 3 1/2 oz. 6 00 BB, 7 oz. 12 00 BB, 14 oz. 24 00 Bagdad, 10c tins 11 52 Badger, 3 oz. 5 04 Badger, 7 oz. 11 52 Banner, 5c 1 56 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. 30 Bull Durham, 5c 5 90 Bull Durham, 10c 10 80 Bull Durham, 15c 18 48 Bull Durham, 8 oz. 10 00 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 Bob White, 5c 5 95 Brotherhood, 5c 5 95 Brotherhood, 10c 11 00 Brotherhood, 16 oz. ... 39 Carnival, 5c 5 70 Carnival, 1/2 oz. 39 Carnival, 16 oz. 40 Cigar Clip'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. ... 70 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. 41 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. 6 00 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 88 Gold Star, 50c pail ... 4 70 Gail & A. Navy, 5c ... 5 95 Growler, 5c 42 Growler, 10c 94 Growler, 20c 1 85 Giant, 5c 5 76 Giant, 16 oz. 33 Hand Made, 2 1/2 oz. ... 50 Hazel Nut, 5c 5 76 Honey Dew, 1 1/2 oz. ... 38 Hunting, 1 1/2 & 3 1/2 oz. 6 10 I X L, in pails 32 Just Suits, 5c 6 00 Just Suits, 10c 11 88 Kihn Dried, 25c 2 45 King Bird, 7 oz. 25 20 King Bird, 10c 11 50 King Bird, 5c 5 70 Little Giant, 1 lb. 2 88 Lucky Strike, 1 1/2 oz. 94 Lucky Strike, 1 1/2 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 ... 50 Mayflower, 5c 5 76 Mayflower, 10c 96 Mayflower, 20c 1 92 Nigger Hair, 5c 6 00 Nigger Hair, 10c 10 70 Nigger Head, 5c 5 25 Nigger Head, 10c 10 50 Noon Hour, 5c 1 44 Old Colony, 1-12 gro. 11 52 Old Mill, 5c 5 76 Old English Curve 1 1/2 oz 96 Old Crop, 5c 5 76 Old Crop, 25c 20 P. S., 8 oz. 30 lb. cs. 19 P. S., 3 oz., per gro. 5 70 Pat Hand, 1 oz. 63 Patterson Seal, 1 1/2 oz. 48 Patterson Seal, 3 oz. ... 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c 5 76 Peerless, 10c cloth ... 1 92 Peerless, 10c paper ... 10 80 Peerless, 20c 2 04 Peerless, 40c 4 08 Plaza, 2 gro. cs. 5 76 Plow Boy, 5c 5 76 Plow Boy, 10c 11 60 Plow Boy, 14 oz. 4 70 Pedro, 10c 11 80 Pride of Virginia, 1 1/2 77 Pilot, 5c 5 76

15
16
17

CIGARS
Johnson Cigar Co.'s Brand



Worden Grocer Co. Brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

Old Master Coffee




Old Master 6 33
San Marto 33
Pilot 33

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

THE BOUR CO., TOLEDO, O.

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



SAFES

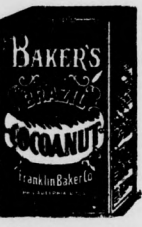


White House, 1 lb.
White House, 2lb
Excelsior, Blend, 1lb
Excelsior, Blend, 2lb
Tip Top, Blend, 1lb
Royal Blend
Royal High Grade
Superior Blend

Full line of fire and burglar proof safes kept in

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

COCOANUT
Baker's Brazil Shredded



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, 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 ck toll 4 00
Marseilles 1/2 box toll 2 10

Proctor & Gamble Co.

Lenox 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Star 3 35

Tradesman Co.'s Brand

Black Hawk, one box 2 50
Black Hawk, five bxs 2 10
Black Hawk, ten bxs 2 25

A. B. Wisley

Good Cheer 4 00
Old Country 2 40

Soap Powders
Snow Boy, 2 1/2 family size 3 75
Snow Boy, 60 5c 2 40
Snow Boy, 100 5c 3 75
Gold Dust, 24 large 4 50
Gold Dust, 100 5c 4 00
Kirkolline, 24 4lb. 2 80
Pearline 3 75
Soapine 4 00
Sapbitt's 1776 3 75
Roseine 3 50
Armour's 3 70
Wisdom 3 30

Soap Compounds

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

Scouring
Enoch Morgan's Sons

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.

Business Opportunity—Modern store vacant center of Galesburg, Michigan. Address N. G. Burdick, 78 LaGrave Ave., Grand Rapids, Michigan. 98

For Sale—\$1,500 stock of shoes, repair shop in connection. Only repair shop in good live town of 300 inhabitants in Western Michigan. Address No. 96, care Michigan Tradesman. 96

For Sale—A good live millinery store in town of 1,500 inhabitants. Located Western Michigan. Good reasons for selling. Address No. 97, care Michigan Tradesman. 97

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

Grocery, confectionery and restaurant for sale or trade; good location. Box 95, Amoret, Mo. 95

Grandfather's clock works, \$5.00—Slightly shop-worn, quantity limited, others with chimes, all prices; also several nice Grandfather's clock cases, exceptional bargains. Clock Company, 1688 Tuffer St., Philadelphia, Pa. 93

Wanted—\$4,000 stock of clothing and furnishings, or good hardware stock or general stock. Address No. 92, care Tradesman. 92

If you are looking for something extra good, look this up; my new store building, warehouse, barn, dwelling and stock general merchandise. D. Henning, Hopkins, Michigan. Bell phone. 91

For Sale—Only tin shop in town of 1,000 inhabitants. Best town in Northwestern Missouri. Good reasons for selling. Address G. M. Green, King City, Mo. 90

For Sale—Grocery and building on good corner in Detroit. I have other business requiring my time. Address F. A. Vogel, 601 17th St., Detroit, Michigan. 89

Books and stationery for sale; good book store, well located in best town Western Colorado. Address Owner, R. Culver, Montrose, Colo. 88

For Sale—Drug stock and fixtures, wall paper, window shades, in live town of 4,000 population. Reason for selling, other business. Inventory about \$7,000. Address W. & S., care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 87

For Sale—Art needlework and infants' wear shop. High-class, well established. Only one of its kind in city of 35,000. Best location. Invoice about \$7,000. Ill health reason for selling. Address Hammer's Shop, 159 E. Colorado St., Pasadena, Calif. 86

Grocery, well-located in business district. Have done a large business for the last 15 years, books stand investigation; at \$1,000, but will reduce stock to \$500. Address Grocery, care Tradesman. 84

For Sale—Hotel in best small town in Michigan. Rates, \$2. Good business. Will sell house and furniture or rent house, pool room and soft drink in connection. Rent reasonable. Reason, poor health. Address Hotel, care Tradesman. 101

For Sale—Stock general merchandise and farm implements in small railroad town in Central Michigan. Good farming country. Expenses very low. Address A. M., care Tradesman. 100

For Sale or Exchange—Shoe, clothing and furnishing stock in good town of 800. Will sell on easy terms or exchange for farm property. Address No. 99, care Tradesman. 99

For Sale—Crockery and bazaar stock, inventories \$3,000 to \$4,000. Doing best cash business in city. No rundown stock. Must sell account ill health. Snap for someone if taken at once. Address 77, care Tradesman. 77

For Merchandise—240 acres three miles R. R. town of 1,500 and nine miles county seat, Canadian county, Okla. 140 acres in cultivation, 100 pasture, elegant 10-room house with hot and cold water; two large barns. Improvements worth \$5,000 to \$6,000. Well located and very desirable. Also 240 acres five miles good R. R. town of 2,500. 130 acres in cultivation, balance pasture. Small improvements. Good land. Will handle clean merchandise up to \$25,000. Might consider building. If you want a good home and good deal, write me now. W. J. Finch, El Reno, Okla. 74

Automobile bargain for sale. My King car with full equipment, tires 35x4 1/2 and two extra tires and rims, quick detachable rims, Presto tank, storage battery, Gabriel and Klaxton horns and full equipment. If interested in a bargain see N. Robbins, Grand Haven, Mich. 81

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. Kaufner, Milwaukee, Wis. 92

For Sale—One of the best variety stocks in Central Michigan. Invoices \$9,800. 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

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

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—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—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

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

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

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 or Trade—Two Thurman's vacuum cleaners, hand power, with all attachments. Cost each \$50. What have you? Carl Grau, Taylor, Texas. 71

Wanted—Dealers to sell Wacheta acetylene lighting systems. Permitted by National Board of Fire Underwriters. Hundreds in use, giving best satisfaction. Exclusive selling contract to parties capable handling territory. Write for particulars. Wichita Acetylene Mfg. Co., Wichita, Kan. 69

For Sale—One 220 account American register, \$40. Costs new \$80. First-class condition. A. J. Crago, Clarion, Mich. 66

Window trimmer and card writer with 12 years' experience in general merchandising, is open for a position. Can give A1 reference. Address Emel F. Witt, Port Clinton, Ohio. 94

For Sale—An up-to-date bazaar stock in West Branch, Mich. Good reason for selling. Address Jarboe & Co. 68

For Sale or Exchange—Hotel and livery located in small town, Northern Michigan. Steam heat, furnished. No competition. Will sell for cash or exchange for farm or stock merchandise. Address Box 7, Clarion, Mich. 67

Location wanted for a variety store. Live town, 1,200 to 4,000 population. Brick building. Well located. Southern Michigan, Northern Indiana or Northern Ohio preferred. Address Hustler, care Tradesman. 64

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

Hallow wire system gasoline lights with twelve lamps and tank complete; also eighteen gravity feed gasoline lamps for sale or trade, Carl Grau, Taylor, Texas. 72

Extra good location for general store in fine country town. Fine new brick block, 22x80 feet. Modern in every respect. One of the very best business towns in the State. I am closing out my business because of ill health. Object is to sublet my lease. I have one and one-half years, with privilege of two more. Will sell fixtures and balance of stock at a bargain. Address Box 193, Middleton, Mich. 80

For Sale—Only bazaar and dry goods in live town of 1,200. Stock less than one year old, invoicing from \$1,800 to \$2,000. Ill health reason for selling. Address 602 N. Hickory St., Owosso, Mich. 79

For Sale—Sawmill property at Ford River, Michigan, consisting of three band sawmill, shingle mill, tie and post mill, lath mill, docks and trams, blacksmith shop and machine shop all stocked with tools, large store and office building, large boarding house, large barns, sixty-three houses, lands, etc., all of which will be sold at a bargain. Apply to The I. Stephenson Co., Wells, Delta County, Michigan. 78

For Sale or Exchange—Fine 80-acre farm in Southern Michigan. Will exchange for shoe store. For particulars address Charlie Corey, Route No. 6, Bellevue, Mich. 62

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

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

\$3,000,000 monthly dividends now being paid to investors in Oklahoma oil companies; \$2.20 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

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

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

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

For Sale—Stock of furniture, fixtures, rugs, carpets, wallpaper and jewelry. Is equipped for undertaking business. Stock will inventory about \$5,000. Enquire A. H. Blanchard, Shelby, Michigan. 102

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

HELP WANTED.

Wanted—Clerks to learn show card writing. Quickest, sanest and most successful system ever devised. Low cost. Address E. Kummel, Box 17, St. Paul, Minn. 63

Wanted—Registered pharmacist or druggist. State particulars and salary expected. Address No. 33, care Tradesman. 38

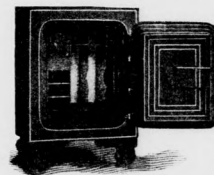
Wanted—Subscription solicitors who have had actual experience in securing subscribers for trade journals. State experience, length of time employed and names of former employers. Address No. 897, care Michigan Tradesman. 897

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

SARNIA, CANADA

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

Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.
Tradesman Building

Parcels Post Zone Maps

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

500	\$11.00
1000	13.00
1500	15.00
2000	17.00

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

Tradesman Company
Grand Rapids, Mich.

FIGURING PROFITS.

Difference Between School Arithmetic and Business Arithmetic.

"A retail merchant bought a suit of clothes at wholesale for \$16. How much would he have to sell it for to make a profit of 25 per cent.?" This is a problem found in a school arithmetic used in the public schools. This department of the book was called "Gain and Loss." The result as given in the key to answers found in the back of the volume was \$20.

That does very well for a boy in the fifth of sixth grade at school. But, for a man conducting a retail store, the real question is: "How much would a merchant lose who figured his profit and loss account in this manner?"

I have sprung the following problem to several school boys: A retailer handled a stove costing him at wholesale \$10. He wished to make a profit of 10 per cent. His cost of doing business he estimated at 18 per cent. What should be his selling price?

The answer is not \$12.80 but \$13.89.

My way of figuring has caused some excitement among our school teachers who claim that I have not worked the example correctly. They seem to think that this is just a "grafting" way the merchants have of figuring up their profits.

In the problem of the suit purchased at wholesale for \$16 and sold for \$20, the difficulty is not so much with the method of working the problem itself as it is with the things the problem takes for granted. As a simple problem in percentage it is correct, because 25 per cent. of \$16 is \$4 and the sum of \$16 and \$4 is \$20.

This method is probably correct from a pedagogical point of view, because in the school room every problem must be simplified to the comprehension of the student.

The school boy is not interested in (but the business man must know) just how that percentage figure is found. If at the end of a year he figures his profits on the basis of his total sales, the method is wrong. If he figures his profits on the basis of the sum total of the purchase money turned over to the jobbers and manufacturers for goods sold during the year, the method is correct. But, in actual practice, most merchants figure profits on the basis of total sales. Applying this percentage of profit computed on the basis of total sales to the purchasing price of any individual item has been the reason why many seemingly prosperous merchants have left bankrupt estates to their widows and heirs.

The science of cost accounting is a very recent study, but a very important one. Each kind of business has had to work out its own particular problems in this direction, but even in its more general phases it is just now beginning to receive attention on the part of textbook writers. It is therefore no reflection on our schools or teachers to point out the fact that there is much confusion in the minds of those to whom we ordinarily look for direction.

But that there is a great deal of

confusion cannot be questioned—a confusion that is so current in the business world itself that it readily accounts for the large proportion of business failures that occur every year and for the bankrupt estates of apparently prosperous business men.

The problem of the stove is one of comparatively simple percentage. The confusion very naturally arises in applying percentage figures originally arrived at on the basis of total sales to the individual sale.

To get the terms of the problem clearly in mind we must know just how the percentages with which we deal are arrived at.

Suppose, for illustration, that a retail merchant is going over his last year's business. Suppose that he finds that his total sales amounted to \$10,000. That includes every last cent he took in over the counter. In other words, that \$10,000 exactly equals the gross total selling prices on merchandise sold during 1912.

Now he goes over his books again and finds that his various necessary expense items, rent, salaries, deliveries, light, heat, advertising, insurance, losses, depreciation, bad accounts, etc., amount to \$1,800.

That \$1,800 is just 18 per cent. of \$10,000, his gross sales. If he made \$1,000 profit (net), that is 10 per cent. on the same \$10,000 gross sales. The cost of doing business added to the profit therefore equals 28 per cent., not of the cost of the merchandise, but of the selling price of all merchandise sold. The first cost of the merchandise is found by adding the business charges (\$1,800) and the profit (\$1,000) together, making \$2,800, and subtracting this from the \$10,000, the answer being \$7,200. This is 72 per cent. of the \$10,000 gross sales.

Stated concisely, this means that the \$10,000 gross sales equals 100 per cent., of which 18 per cent. is the cost of doing business, 10 per cent. the profit and 72 per cent. the cost of merchandise at first hand.

In pricing an article, you have the cost of the article as charged to you by the jobber or manufacturer—the selling price must be figured. From the figures and percentages compiled from the last year's records (as per above) you know the cost of the article is 72 per cent. of the selling price you must charge if you are to continue to do business on the same basis.

The stove was billed at \$9.25 and the freight charge brought this cost up to \$10. Many people who are not familiar with the practice of business may imagine that you are charging 75 cents in twice—once on the cost of the article, and again in the cost of doing business. Of course this is a mistake, as the first carriage costs are charged to the merchandise accounts and not general expenses.

If the cost is 72 per cent., the selling price (100 per cent.) is found to be \$13.89.

This may perhaps be made still clearer by showing that costs and profits can be figured on the basis of first merchandise cost, but the percentages would then be different.

Take the same figures as above: Cost of doing business \$1,800; net profit, \$1,000; cost of merchandise, \$7,200; total sales, \$10,000. But, \$1,800 is not 18 per cent. of \$7,200, but 25 per cent. The \$1,000 profit is not 10 per cent. of \$7,200, but within a slight fraction of 14 per cent.

With these latter percentage figures, the same problem of the stove can be worked on the basis of the cost price of the merchandise. Now the cost is 100 per cent.; cost of doing business, 25 per cent. and profit nearly 14 per cent. The selling price is therefore 139 per cent.

That is to say, as we have already shown, that 18 per cent. on the selling price is equal to 25 per cent. on the cost price, and 10 per cent. on the selling price is equal to 14 per cent. (nearly) on the cost price. Adding 25 and 14 together, we have 39 per cent. to be added to the cost price. 39 per cent. of \$10.00 (the cost of the stove) is \$3.90, making the selling price \$13.90. The difference of one cent between this and \$13.89 as figured the other way is merely the slight fractional difference in estimating the profit at 14 per cent. which strictly speaking is just 1-9 of 1 per cent. too much.

The whole matter with problems of this class is to make your gross figures consistent. If you figure out your percentage on gross total sales, make your percentage apply to selling prices—don't switch them unconsciously to cost marks.

We have emphasized the importance of figuring costs on the selling price instead of on the cost price, because the former method is more generally used, is easier, and on the whole much simpler.

It can be done the other way, but the same method of figuring must be used on the individual items as on the annual volume of business. Confusion at this point is fatal.

An old story goes that a certain man had a horse that cost \$50. Later he wished to sell the animal and met a horse trader who offered to sell the horse for \$75 if the owner would allow him a commission of 33½ per cent. It looked like a nice profit. The horse was sold and the trader handed over just \$50, or \$75 less one-third for commission. There was no profit in the transaction because the owner did not think to figure on the selling price rather than on the original cost.

The same figuring will bankrupt any retail merchant.

In the discussion of this kind of a problem, the mere arithmetic may be bother some merchants, but much of the difficulty others find is not mathematical at all. The idea that a buyer at retail is compelled to pay \$3.90 more to the retailer than the retailer paid to his jobber or manufacturer is more often the stumbling block to the right comprehension of the solution to this problem.

Every retailer should be prepared to show his customers just how it would cost the manufacturer vastly more to place the same stove in the buyer's home than is ever charged by any reputable retail dealer. The manufacturer who attempts this must

be prepared to advertise in every National and local publication read by householders, and this would be not only a vast expense in the aggregate, but one that would be felt in every individual sale made. Delivery charges are far heavier on such individual shipments than on the carload lots that retailers handle. Then errors and misunderstandings would constantly arise in ordering and delivery and all the way down the line there would be expenses that would greatly over-balance the thrifty retailer's method of doing business.

In the retail store the customer can see exactly the article that is to be delivered, he can take it or leave it—someone will want to to-morrow if not to-day. There are no long delays and few disappointments. The retailer attends to all the mass of detail incidental to ordering from a distance.

The retailer is performing a real service—and a service that has its costs as well as its profits. The good book says: "And the servant is worthy of his hire." He earns it and he should get it. If he does not he will soon be brushed aside and another will perform the service and receive the reward.

Right now the public is busy figuring up the "high cost of living," and laying the blame for same on the present method of distribution. And the investigations now going on are no doubt a good thing. The light never hurt any institution or any method that had any real value. But retail merchandising was never so efficient as it is to-day. Never before were retailers so anxious to discard wasteful methods and to adopt more progressive and more economical ones. This very discussion of how to figure profits is such an indication. It means that in the future there will be fewer failures and far better service than ever in the past.

The retailer is here to stay, but the Twentieth Century store is benefiting by the criticism of the failures of the past.—H. C. Lenington in *Southwestern Merchant*.

Rice—Prices are unchanged and the demand is of about usual size for the time of year. Stocks are said to be of fair size in most jobbers hands, and while the demand is not large it is expected to show an increase soon. Reports from the producing centers of the South are to the effect that more activity has been shown lately.

BUSINESS CHANCES.

General Store For Sale—Mainly dry goods. Write for particulars. Address Kuehl's, Wanatah, Indiana. 105

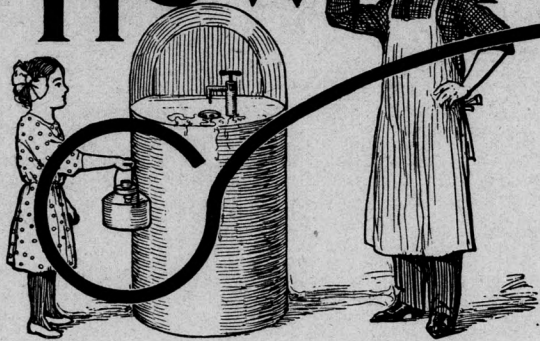
For Sale—Stock of fresh groceries in live town of 500. Reason for selling, other business. Invoice about \$1,400. Address Lock Box 6, Bloomingdale, Mich. 104

Wanted—A live hotel man as a tenant for the New National Hotel building at Reed City, Michigan. Present local hotel accommodations very poor. A good hotel would have little competition. Address Howard F. Withey, Reed City, Michigan. 103

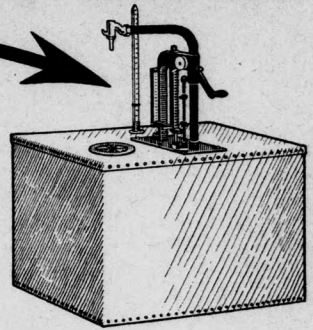
For Sale—My stock of general merchandise and good will, also my store and real estate. Doing a good prospering business. Stock and fixtures about \$10,000, in strictly first-class shape. Reason for selling, wish to retire after 21 years active service. For particulars address Lock Box 57, Peshtigo, Wis. 107

To trade Arkansas, Oklahoma, Texas farms for merchandise or city property. Box 67, Hatfield, Ark. 106

HOW MUCH SHOULD



you charge her?



When customers want you to fill odd measures with oil you don't know exactly what to charge unless you have a

BOWSER SELF-MEASURING OIL TANK

You may guess *high* and lose their *trade* or guess *low* and lose *your profit*. Get a BOWSER OUTFIT and cut out the guess-work. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods, "cut out the drippings and keep all the profits." The BOWSER OUTFIT is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and *prevents* dripping. Send a postal card for our FREE BOOK telling how to MAKE MONEY out of oil.

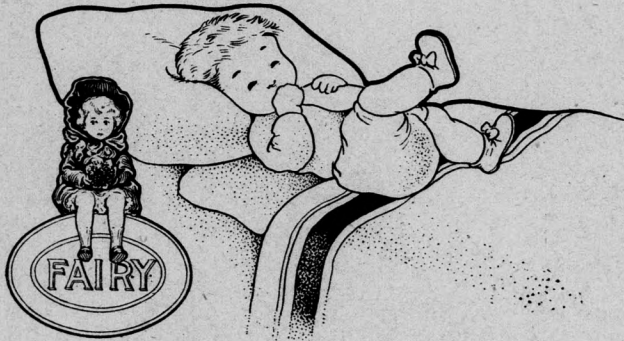
S. F. BOWSER & CO., Inc.

Home Plant and General Offices, Box 2089, Ft. Wayne, Ind.

Sales Offices in all Centers and Representatives Everywhere

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885



FAIRY SOAP

Harmless to the most tender skin—all the quality that can be put in a cake of soap at *any* price, is what you supply your customers in FAIRY SOAP at 5 cents a cake.

White, floating, oval—pleasant and convenient to use. FAIRY SOAP is not only the BEST, but Fairbank advertising—persistent and persuasive—has made it the BEST KNOWN.

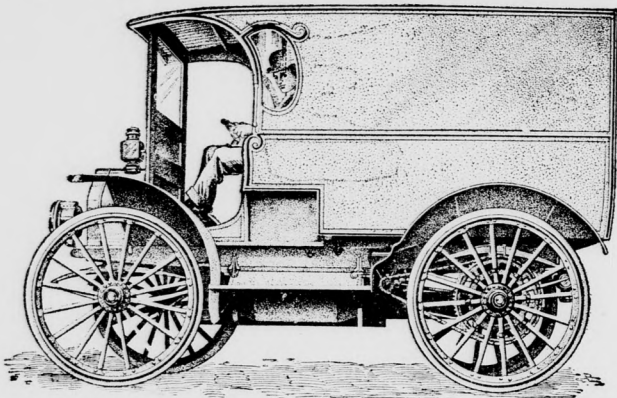
"Have you a little 'Fairy' in your home?"



THE N.K. FAIRBANK COMPANY

CHICAGO





Build a Reputation for Service

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

INTERNATIONAL MOTOR TRUCK

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

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

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

International Harvester Company of America

(Incorporated)

85 Harvester Building

Chicago, U S A

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. 🍷 🍷 🍷 🍷 🍷

Save
Ice Bills

Save
Ice Cream

Save
Syrups
and
Fruits



Serve
the
Coldest
Soda
Water
and
Ice Cream
in
Town

THE GUARANTEE ICELESS FOUNTAIN

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

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



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