

## CIGARS

**C**IGARS are multitudinous, devious, delirious, defamatory. They are made by union and non-union people, each of whom swears the other side's product is made by vile and filthy sweat-shop labor, and out of cabbage-leaves, bog-hay, ground gum-shoes—and both probably tell the truth. A statistically mad man once began the tabulation of the various makes of cigars, but died of old age before completing it.

Cigars come in Puritana, Panatella, Perfecto and Pantie shapes, with and without waistbands. The only use for the latter is to provoke cuss-words and line ash-receivers. Cigars are mostly made with Conn. and skunk-cabbage or Sumatra burdock broad-leaf wrapper, and oakum, ham rope, back bay, and onion-top filler, with a few shreds of tobacco for flavor. They are graded into pure and impure Havana, Key West, Key Lost, domestic, two-fers, five for a nickel, and campaign brands, and sell from fifty cents each, according to location, down to two for a penny. The usual price is fifteen straight, three for a quarter, or six for five cents, in many cases out of the same box. Most of us who buy them cherish an illusion that some other kind will taste better. This Ignis Fatuus is the cigarmaker's White Alley.

Cigars are also graded into color and come in Claro, Claro Calf, Colorado, Colorado Dog, Madero, and Make-You-Mad shade. Like all fake things they are packed in handsome boxes of aromatic and zestful odor, and the more alluring the actress' face pictured thereon, or nearly nude the senorita, the more like burning punk and rot-

ten onions the cigars will smell and taste. The fact that about ten billion of these go up in smoke annually accounts for so many thunder storms, tornadoes and cyclones.

Cigars have various and very distinctive odors, produced by spraying them with valerian, soaking in rum, and in many cases by the use of asafetida, aniseed, chloride of lime, and essence of tar or stinkweed. So pronounced are some of these that many a vicious dog has been driven out of a tanyard by them.

Our sweethearts and wives usually overlook our smoking proclivities, an offense few of us could condone in them, which is conclusive proof of their more angelic and forgiving nature. Few men of sane and sober sense would ever kiss a lady after she had been chewing tobacco or smoking an oakum and onion-top flavored cigar. Most of us can recall with humiliation our first cigar and its outcome—also with thankfulness, in case there was no eyewitness to that episode.

Man is the only known animal who will use tobacco in any form. Not even a distillery-drunk pig will eat that weed to keep from starving! All of which proves what a wide range of taste a man has, and how far superior to the brutes he is. His consumption of tobacco gives occupation to a million or more who need it, however, which is some extenuation. And a real fragrant cigar *does* add cheerfulness to our association, and banishes many a grouch after all! But such as these are scarcer than hen's teeth.

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Kalamazoo

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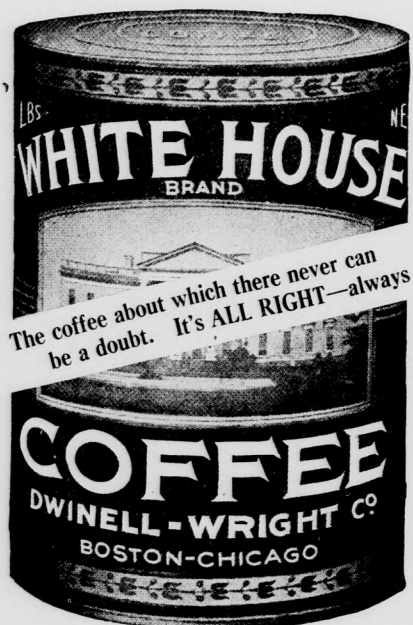


GOOD  
CANDY

"DOUBLE A"

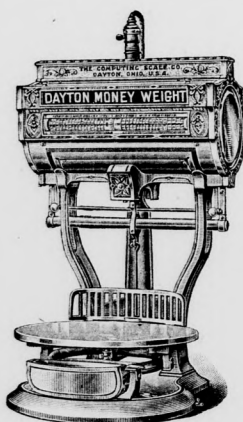
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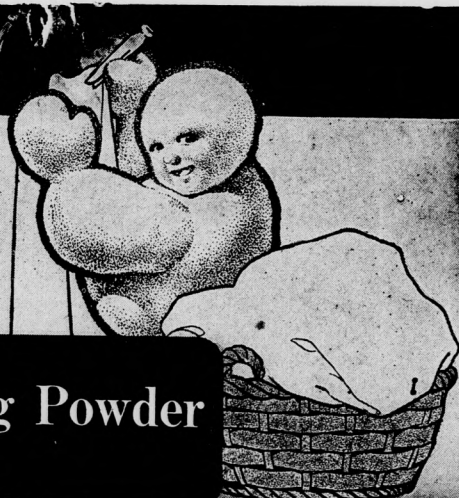
Have you had our booklet of Store Systems, "The Bigness of Little Things?" It's free, ask for it.

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**Don't forget to include  
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**Lautz Snow Boy Washing Powder**

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# MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, MAY 21, 1913

Number 1548

## SPECIAL FEATURES.

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## What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Jackson Chamber of Commerce has appealed to the State Railway Commission for relief in the way of improved methods of handling outgoing freight shipments from that city.

The new State armory building under construction at Kalamazoo will be completed in July, although the formal opening will not take place until September. About \$5,000 will be needed for furniture.

Norman Flowers has resigned his position as Secretary of the Jackson Chamber of Commerce to accept a position with the American Gear Co., of that city, as sales manager. He begins his new work June 1.

Right of way is being secured for an electric road between Muskegon and Casnovia.

Kalamazoo is now the division point for Michigan Central passenger trains running between Chicago and Detroit, with changes in engines and crews there.

Plans have been accepted for a Carnegie library at Marquette, the building costing \$15,000.

Additional buildings costing \$85,000 will be erected at the State Hospital, at Newberry, this year.

Grand Haven is face to face with the garbage disposal problem, the situation growing serious as the summer months come on.

Over 2,000 shrubs have been set out in Ann Arbor during the past month. They were obtained at cost through the "city beautiful" committee of the Civic Association.

Double tracks to East Lansing and the College from Lansing are promised for next year by the traction officials.

Increased consumption of gas at Pontiac has automatically reduced the price to \$1 per 1,000 cubic feet under the terms of the company's franchise.

First street, Muskegon, will follow Western avenue in installing boulevard lights.

Battle Creek's street lighting system will be extended out West Main to McCamly park, and out North Washington avenue to Ann street, the

work being done before home coming week if possible.

The "Made in Menominee" show week, which was scheduled to open in that city May 19, has been postponed and the dates now decided on are June 8 to 14.

The assessed valuation of Bay City will be increased from 18 to 20 percent, as a result of the work of the State Tax Commission.

St. Joseph has appropriated \$10,000 toward a new city hall and expects to set aside a like sum next year for this purpose.

The Ann Arbor Railroad has started laying tracks in its new yards just East of Owosso and it is expected that work on the new railroad shops there will start soon.

Extension of the playgrounds and the opening of public bath houses at Marquette are among the leading matters being considered by the Commercial Club of that city.

The Civic League of Bay City reports that eighty-four vacant lots were taken over by the people during the past year and made beauty spots.

Boulevard lights at St. Johns will be extended from Clinton avenue to the principal business streets.

The ornamental cluster lights soon to be installed on the streets of Menominee will be a home made product, coming from a local foundry.

Five thousand school children will participate in the four annual play festivals, to be held at Recreation Park, Kalamazoo, early in June.

The Battle Creek Common Council has voted to buy Rainbow woods for park and playground purposes.

Almond Griffen.

When Charles A. Stevens was making his first big splash in the Chicago merchandising field it occurred to him that there was no particular reason why silks could not be sold by mail. Consequently he went to his room and wrote out a small advertisement. This he sent to a magazine of national circulation. The advertisement itself cost but a few dollars, yet it was the real turning point in Stevens' success.

A good many years ago it was the custom of merchandisers to sell their goods at whatever price they could get for them. It was up to the clerk to get the best figure he could. Alexander T. Stewart, then running his first store in New York, saw the injustice in this method. As a result he instituted the "one price" system that is now universal. The idea proved the turning point in his career.

Many a slow man develops into a sprinter when he has a chance to run into debt.

## Resolutions of Respect on Death of Mr. Rindge.

The Executive Committee of the Grand Rapids Park and Boulevard Association adopted the following resolutions:

In the death of Lester J. Rindge on the morning of May 15, the Grand Rapids Park and Boulevard Association lost its founder and the inspirer of its early undertakings. We are indebted to him for the outline of the plan which gave us the riverside drive and its woodland treasures, which were preserved from the hand of the destroyer that had already commenced the work of sacrificing them upon the altar of commercialism.

He made the appeal to the sentiment of our community which responded in the organization of our Association and the splendid financial support given it by our leading citizens. During all the dark years when we were menaced by difficulties that were disheartening, he never lost his hope or diverged from his purpose. The result of this pertinacity will be passed on to generations which will succeed us, as a monument to the public spirited citizenship and prophetic vision of our first President, Lester J. Rindge.

His love of nature and his passion for the woods and his appreciation of the treasures of the forest were an intrinsic part of his life and he had the faculty of inspiring others with his great interest in God's out-of-doors. We have lost a leader, a valued adviser and a splendid citizen in the passing on of our beloved associate.

Let this simple expression of our measure of the man who led us to our first victory in the interests of a more beautiful Grand Rapids, be made a permanent record in the minutes of this meeting.

The directors of the Grand Rapids Savings Bank adopted the following resolutions:

Lester J. Rindge, for many years a valued associate on our Board of Directors, passed into the other life on the morning of May 15.

He has been, from the time he was elected to our directorate, an active and painstaking member. He has never shirked a responsibility, nor evaded an obligation. His fine business training and wide acquaintance with men and affairs made him a counselor of great value in the management of our bank.

His companionship in our business family was a factor we all appreciated and enjoyed. He was unusually kindly in his criticism of men in business concerns and knew no personal feeling which affected his judgment of commercial worthiness. His public spirit and willingness to make personal sacrifices in the interest of civic betterment was an example, the value of which we all recognized.

We shall miss his genial companionship, his wise counsel and righteous judgments. His prompt and faithful performance of every duty has been a lesson to all his associates in the management of our banking affairs and his memory will be kept fresh with us in the fruitage of his wise suggestions.

This expression of our estimate of his character and service in connection with his relationship to the Grand Rapids Savings Bank we desire to have recorded in the minutes of this meeting and a transcript furnished the family of our departed associate.

## The Boys Behind the Counter.

Onaway—A. Rosenberg, of Wolverine, will assume the duties of assistant manager of J. E. Gumm in his department store.

Charlotte—H. A. Blackmar, the well known pharmacist, has resigned his position with the Vickery drug store after four years' service, to accept a position with the W. B. Otto Company as Secretary and book-keeper.

Marquette—E. O. Stafford is about to make some changes in the clerks in his drug store, due to the resignation of two of the women clerks—

Miss Mary Stenglein and Miss Cordelia Bertrand. Both young women have worked for him a number of years, and had become thoroughly familiar with their work. Miss Stenglein's position will be filled by Miss Minnie Ham, a young woman of unusual commercial talent. Miss Bertrand's place will be filled by Miss Eunice Nason, who will have charge of the photographic department. Miss VanBrocklin, who has been in the employ of the Harwood Drug Co., at Ishpeming, for a number of years, will take charge of the stationery department. Miss Mildred Dushane, who has been book-keeper and stenographer for Jacob Rose, will take the position as cashier.

## Creditors to Contest.

The creditors of J. D. VanSickle, the insolvent Carson City merchant, have decided to contest the claim of the Mishawaka Woolen Manufacturing Co. for prior security, on account of its having a signed order from the merchant embodying a paragraph purporting to retain title in the goods after they are purchased by the merchant. A similar contract was in controversy in the United States District Court here about two years ago. Judge Denison held that the contract was void. The Mishawaka Woolen Manufacturing Co. thereupon took an appeal to the Circuit Court of Appeals at Cincinnati and that tribunal unanimously sustained the decision of Judge Denison. Judges Knappen, Hollister and Warrington all agreeing on this point. The Mishawaka house thereupon amended its title retaining clause, ostensibly to evade or avoid the condemnation of the Federal courts. The Van Sickle case will probably be tried in the Montcalm Circuit Court, from which an appeal can be taken to the Michigan Supreme Court.

Alma—The Alma Standard Foundry Manufacturing Co. has engaged in business with an authorized capital stock of \$5,000, which has been subscribed, \$800 paid in in cash and \$2,700 in property.

Saginaw—The Dreadnought Tool Co. has engaged in business with an authorized capital stock of \$100,000, which has been subscribed, \$99,980 being paid in in property and \$20 in cash.

Newaygo—The capital stock of the Henry Rowe Manufacturing Co., manufacturer of automatic lathe trimmings, dowells, etc., has been increased from \$10,000 to \$25,000.

There is no way of handling money satisfactorily without making a record of every transaction whether it is a large or a small one.

## BANKER AND FARMER.

## Two Views of a Many Sided Man.

You request that I write a few words in regard to the relations of our friend, Lester J. Rindge, to financial affairs and institutions in Grand Rapids.

It will be unnecessary for me to speak of his long career and development as a business man in this community, for his life and growth along business and financial lines has been an open book. Everything having to do with the development of Grand Rapids in a business way has had his hearty co-operation and assistance from his beginning as a helper when a mere boy in the store of John W. Peirce, on Canal street, up through the various steps of growth as a business man, taking on the honors and responsibilities of a member of the group of splendid business men who have had to do with the upbuilding of Grand Rapids, to the position of mature honor and confidence as a successful, trustworthy business man of this city, in which we have known him. The story of his life as a merchant, a manufacturer, a large employer of labor, an official in the public life of our city, a trusted manager of large corporate interests need not be repeated at this time, for it is all familiar to the people of Grand Rapids and of Western Michigan.

There is one aspect of his business life of which I would like to speak, and feel that I have a right to speak because of my very close association with him for many years past, and that is his KINDLINESS in all his dealings and relationships with others. Possibly the circumstances of his own life, growing up from boyhood dependent upon his own exertions and character, developed that disposition in him, so that everyone thrown into business contact and relations with him—old or young, rich or poor alike—were treated not only with fairness but with such kindness that the hard lines of business life and business affairs were relaxed and the personal element was given the important place in all the business transactions in which Mr. Rindge had a responsible part. Beginning with a home life so tender that I would not feel at liberty to refer to it, even to illustrate the character of our friend, then his relations with his partners and associates and employes in business, always so fair and generous and just that life was made easier and happier and burdens lighter for all.

I believe that Mr. Rindge's business life taught the lesson that it is not necessary to success to exact the uttermost farthing from a debtor in distress. I wonder how many men in Western Michigan having dealings and business relations with Mr. Rindge in all the years of his active life could verify what I am saying, that Mr. Rindge never took advantage of another's misfortune or adverse circumstances to increase his own profit. How often, as I look back over his work as a bank officer, I can recall his courage and sympathy that was sure to find expression in what Mr. Rindge would suggest, that perhaps was needed more than financial

aid. He had faith in other men because he was true himself. His honesty and courage were contagious. It was a rare, kindly, helpful life that went from us so quietly last week. The memory of his cheery greeting and kindly smile for everyone will remain. Surely the proverb that a good name is more precious than great riches is verified in his memory. His place on the directorates of the banks and corporations where he has served this community so modestly and so efficiently for all the years past may be filled. His successor may be named in public positions of trust, but no finer illustration of KINDLINESS in business life will come to us than that lived among us day by day all his life by Lester J. Rindge.

James R. Wylie.

In the passing on to the broader life of Lester J. Rindge, our community loses a type of public spirited citizenship which has not yet become so common as to be unnoticed in the life of our city.

Combined with his extreme modesty were certain sterling qualities of character that made a strong impress upon the thoughtful citizen, which was both certain and salutary.

His judgments were quite clearly defined; he had great tolerance for the views of others who differed from him; a tender sympathy for the unfortunate; a fellow-feeling for the workers whose energies are expended for the furtherance of the plans of capital; he was always ready to lend a hand without solicitation and had unusual initiative in altruistic efforts to ameliorate the conditions of the unfortunate.

With this general word as an introductory, I desire to call the attention of the readers of the Tradesman to certain things in which Mr. Rindge was deeply interested and through his successful efforts in promoting them, he made his influence felt in this community.

For many years he gave a good deal of attention to progressive methods in agriculture and specialized in dairy husbandry. In the purchase of his farm, known as Annahdale, he was sometimes jocularly criticised because of the character of the land. A considerable part of this farm is coarse gravel and in many places the soil can scarcely be seen because of the stone upon it. The remainder is river bottom, often overflowed. In answer to criticism, he often said, "Almost anybody can make a success in farming if he has ideal soil and conditions, but the average farmer must deal with soils and conditions which are not ideal. There is a good deal of gravel land tributary to Grand Rapids and if I can show in a few years, through my methods, that excellent crops can be produced upon this soil, my experience may be of value to other farmers. Many people who have river bottom soil have used it simply for pasture, having accomplished little with it and it occurred to me that by using the best known methods in the handling of this soil, I might give the farmers an object lesson of value."

Mr. Rindge gained, through his experience, valuable information to our farming community and made his farm a marked one and the influence of his methods and success spread quite widely through our community. Men who have visited his very complete dairy barns have gone away with suggestions which have been outlined in the building of their own farm premises. Splendid crops of corn, oats, clover and wheat produced on this stony soil have led to many enquiries as to his method of handling the land and these enquiries have resulted in a better practice among a large community of farmers who have had to deal with this kind of soil. He often said, "I wish more farmers would think about the importance of having some distinguishing character that gives individuality to their farms in the style of fencing and gateways, the painting of the buildings, the adornment of the door yard or the planting of good trees." Having this in mind, he at one time looked over all the varieties of trees on my own place and said, "I believe on our gravel soil the Norway Maple seems to do uniformly better than any other kind of tree and I would like to plant a few of these trees about my farm home and make them a feature."

He took a deep interest in all of the out-of-door things and was a special lover of trees. In his horse back rides over the country, he became acquainted with the location of fine trees of various kinds and often called the attention of his friends to some striking development of tree life.

The destruction of some of the trees on the border of Grand River, which to him had become dear, aroused his interest in the preservation of the magnificent trees bordering on the river between the city limits and Grandville, and his thought led to the suggestion of developing a river drive, which should forever preserve these trees and make them the distinguishing feature of a beautiful boulevard to be owned by the city and extending from the city to Grandville on both sides of the river.

This suggestion of his opened the way to the formation of the Grand Rapids Park & Boulevard Association, of which he was made President and was continued in this position for many years. In speaking of some of the values of these trees, he said, "I want the children of Grand Rapids who are coming on and who have never had the privilege of seeing our primeval forests, at least, to become acquainted with some forms of tree life, which are yet preserved and which give value and beauty to our country. I have in mind a basswood on the border of the river near my place which has eleven trunks. Sometime in the past a great basswood tree was broken off and these sprouts grew and developed into trees. This combination is an unusual one and I would like to have access to it so easily and naturally arranged that the people of Grand Rapids and especially the children, can learn to enjoy it as I have during these years since

I discovered its location; and I would like them to see the beautiful maples and beeches and walnuts and especially the hackberries so clean and straight and beautiful that adorn the border of our river so close at hand."

Mr. Rindge was never so happy as in guiding a group of his friends along this river border and calling their attention to the trees which made a special appeal to him.

One of these days this drive will be one of the most beautiful in Western Michigan and our citizenship cannot better honor the name of Mr. Rindge than by carrying to fruition the plan which was so admirably outlined by him at the organization of the Boulevard Association.

Once in talking about this Boulevard he said, "I wish every child in the city could wander down this drive at a time when the carpet of wild flowers is at its best, during the last of May and early June. I would like them to learn to love these choicest things that nature gives us and because of this love, help to protect them from the vandalism which is fast destroying many species of our beautiful wild flowers."

In the development of this river drive, Mr. Rindge set an example to others by giving the entire right of way over his own premises, upon which there were the finest trees. His interest in things of this kind led to his selection by our mayor as a member of the Board of Park & Cemetery Commissioners, upon which he served faithfully and brought to the solution of problems of this Board a wise leadership. It was also because of his interest and helpfulness along the lines of practical agriculture that he became an officer in the West Michigan Fair Association, in which position he rendered splendid service during all the years of his connection with it. He was loyal to its objects and never for a moment neglected any service which he could render his associates in the management in making this organization a power for agricultural betterment in Western Michigan. Wherever he went he was gathering information which would be useful in carrying on the plans of this Association and at the last annual meeting resolutions were adopted which paid a splendid tribute to his efficiency during the years of his connection with the society.

He loved a good horse and enjoyed riding and driving above any form of diversion. He was not specially interested to know how fast a horse could go or how much he could pull, but he was a keen critic of the various gaits of horses and he delighted in grace of movement and in power of endurance as exhibited in horses that came under his notice. He was a firm believer in the truism that blood will tell in horse flesh as well as in manhood.

It brings a pang of sorrow to part with our friend who has been devoted to so many worthy objects in the life of our community. We shall miss his presence and the influence of his example and the inspiration which his spirit of service carried to us all. We rejoice, however, that for so long



a time he has been a factor in the development of better things and we are grateful for the beautiful memories that we shall always cherish concerning his relationship to all of the things which make for a better city and a better country and a closer and sweeter relationship between the city and the country.

Charles W. Garfield.

### Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, May 10—Spot coffee is steady, but the general condition of trade is dull; orders are for small lots and buyers show little interest. The range for Santos 4s is  $13\frac{3}{4}$ @ $13\frac{3}{4}$ c and some lots might be bought for  $13\frac{1}{2}$ c. Rio 7s, in an invoice way, are quoted at  $11\frac{3}{4}$ c. Milds are quiet and the most important sale was of 1,000 bags Caracas. Good Cucuta,  $13\frac{1}{4}$ @ $13\frac{3}{4}$ c. In store and afloat there are 1,937,271 bags, against 2,165,536 bags at the same time last year.

The tariff is still a barrier to a lively sugar trade. Demand is mighty light for this time of year and buyers seem determined to put off as long as possible the purchase of a single barrel more than is needed for current business. Certainly trade ought to be lively with quotations at a very low level— $4.10$ @ $4.30$ c, as to refiner, with  $4.20$ c the prevailing rate.

Stocks of tea in warehouse are not especially large and dealers are awaiting with some interest the markets soon to be opened at primary points. The prevailing belief is that the market generally will show some advance, especially if there is any increase in demand.

There are reports of a large yield of rice as likely this season and prices are steady. While orders are not large there is a fair demand all the time for moderate-sized lots. Prime to choice domestic,  $5\frac{1}{4}$ @ $5\frac{1}{2}$ c.

In the spice trade, pepper is of most interest and quotations have shown some advance, owing to decidedly short crops. Singapore black,  $10\frac{3}{4}$ @ $11$ c; white,  $18\frac{1}{4}$ @ $18\frac{1}{2}$ c.

Simply an everyday market exists for molasses, with a little interest being shown in foreign sorts. Good to prime centrifugal,  $35$ @ $40$ c. Syrups are quiet and unchanged.

Canned goods, as a rule, are in good request. This is especially true of peas. Reports keep coming in of bad crops and these are steadily disputed. It is said that some good-sized lots have been sold by Western packers at about  $75$ @ $80$ c. The quality, however, is not of highest grade. Other grades, better, have sold for  $85$ @ $90$ c. The tendency is toward a higher level right along. Future tomatoes are to be had at  $77\frac{1}{2}$ c, but the quality is said to be not up to the requirements. Spots,  $75$ @ $77\frac{1}{2}$ c. Corn is held at about  $50$ c, but neither buyer nor seller seems to be particularly interested.

Butter shows a steadier market than prevailed a week ago. Creamery extras,  $28$ @ $29$ c; firsts,  $27\frac{1}{2}$ @ $28$ c; process,  $27\frac{1}{2}$ @ $28$ c; imitation creamery,  $27$ c; factory,  $25$ @ $26$ c.

New cheese is steady and in fair supply. Whole milk, specials,  $12\frac{1}{2}$ @ $13$ c.

### CLOVERLAND.

#### Zephyrs From the Upper Peninsula of Michigan.

Marquette, May 19—You needn't worry one bit about Will Pohlman, Sunny. He's on the job every minute, one of the Upper Peninsula's most popular salesmen and one of its best fellows. He has purchased a large tract of land on the hills near Michigamme and we are informed is organizing a stock company, with a view to converting it into an Angora goat farm. The fur is valuable, the animals are hardy and easy to keep, a goodly number of them are sold alive for the purpose of household pets and where they are used for fur, the meat is a deceptive substitute for venison. M. T. Thorsen, of Escanaba, who has had some experience with a similar farm near Escanaba, is financially interested in the project. Will is President, Thorsen is Secretary and Manager, and Max Freidman is Treasurer of the organization. Will always has a good word for Sunny Jim and when Will says Sunny is a good fellow, it is surely so.

We saw the Northwestern salesman's report of Armour & Company, embracing the territory over which R. L. Ruddick is sales manager, showing the salesmanship standing of ninety-two salesmen located all over the Northwest, and our little bosom heaved with satisfaction to find that four of our Upper Peninsula salesmen are all very close to the head of the list, their standing being as follows:

Second—Fred Edlund, Marquette.

Fifth—M. O'Leary, Calumet.

Sixth—Ed. Boaler, Hancock.

Eighteenth—Robert Richards, Marquette.

While we all feel proud of Fred Edlund's splendid showing, we must explain that Robert Richards is a new man with this company of only a few months' service and, taking that into consideration, his showing is most creditable. The contest was on canned meats.

We have a "comer" in this territory in the wholesale grocery business in the person of Clifford Lafave, of the Gannon Grocery Co., of this city. He is one of the live wires and will be heard from in the future.

John Bogue, a former Marquette man, now a merchant at Ontonagon, was taken to a Milwaukee eye specialist last Thursday for treatment. We regret to say that John has almost completely lost his sight. We sincerely hope the trouble is only temporary and that he may return with his eyesight fully restored. He was accompanied by Dr. McHugh.

U. P. Council, No. 186, has now a fully fledged base ball team, which is starting out full of enthusiasm and hope, having had their first practice game last Saturday with the Normal School team. Our team bids fair to be the most prominent amateur team in the Upper Peninsula this year and is ready for all comers. Its manager is Wm. Pohlman and its executive committee is Carl Krafft, C. C. Carlisle and Fred Edlund. Further organization will be completed next Sat-

urday. The working team promises to be a particularly strong one.

The latest addition to our list of U. C. T. automobile owners is Lester A. Boyd, representing the Northern Hardware & Supply Co., of Menominee. Lester has made headquarters in this city for the past two years and is a hustler and making a great success of his territory. His runs are such that the auto will be of great use to him in making his territory. He didn't forget us on the very first Sunday he had his new car and called around and took your humble servant and his family out around the suburbs for a spin—an act we very much appreciate. Come again, Lester.

Chatham has an unfound genius in the person of Louis Mikulich, who is an Austrian by birth, only 20 years of age, who is employed by John H. Gattiss as a clerk in his general store. This boy left his widowed mother in Austria four years ago when only 16 to try his future in the Western world, knowing nothing, seemingly, of the talent that he possesses as an artist in crayon and color work. The attention of the writer was called by Mr. Gattiss to some of the drawings of this boy and for a peasant boy who never had any instruction or never read a book on the subject, his work is simply marvelous. The first picture was that of a beautiful girl in crayon work which he bashfully admitted was a girl from the homeland who was raised with him in childhood and whom I judged was a girl lover. The next was a color design, representing an Austrian village high up in the mountains, named St. Maria Luskary. It was so strikingly beautiful and natural that I gazed at it at length. The next was a pretty but familiar picture in oil of a St. Bernard dog saving an infant from drowning, of which I have seen the original, and his reproduction of this is as near perfect as an amateur could make it. As to form and outline it was perfect. The expression on the dog's countenance, especially the eye, was perfect and for an untrained amateur, the color effects were exceptionally good. He then showed us a crayon of George Washington, which was unquestionably the best I ever saw. The last one I examined was a colored picture of Francois Joseph, Emperor of Austria. He informed us that he drew the picture of the dog saving the infant from memory, as he only saw the picture once two or three years ago and it so impressed itself on him that he was able to draw it. Here is an unfound genius where some philanthropist has an opportunity to qualify him to render to the world the service Providence intended him for.

Hon. O. W. Robinson, former Lieutenant Governor of Michigan, is enjoying the evening of life in retirement, spending his days pleasantly in superintending operations on his beautiful farm at Chassell, in Houghton county, and as one of his "side lines" has indulged for the last eight years in the pleasant experiment of raising tomatoes most successfully, some seasons selling forty bushels of ripe fruit and from sixty to eighty

bushels of green tomatoes. He has no trouble marketing them at good prices in the copper country cities.

Thomas F. Follis has completed extensive repairs on his residence on West Ohio street and also has improved his other house further West on the same street.

Ura Donald Laird.

#### Jottings From Jackson.

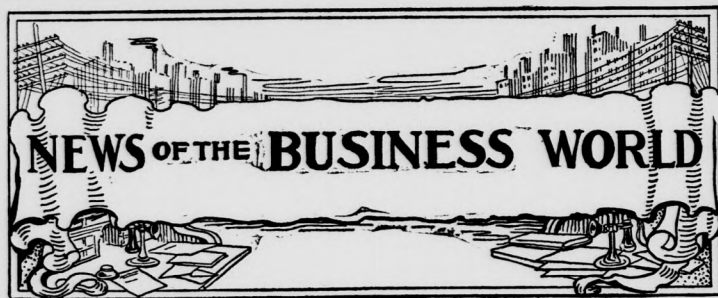
Jackson, May 19.—The Grand Council meets at Grand Rapids, June 13 and 14. A grand organization to meet in a grand city, located on both banks of Grand River, in the grandest month of the year. Of all Grand Council meetings held in our domain during the life of our organization, this, undoubtedly, will be the largest and most enjoyable of any. The silver anniversary of the order of the United Commercial Travelers of America coming at this time will, of itself, prompt our members to take special interest in this meeting and a retrospect of the steady and substantial growth made, the fraternal relations brought about through its teachings by the members, the substantial assistance received and given, will be an inspiration for a large and enthusiastic gathering. A grand record has been made in these twenty-five years of its life. Nearly four million dollars paid back to its members, nearly one-third of a million to the widows and orphans under its protection, and a reserve fund on hand of over one-half million dollars. Big figures, but the organization is big in a healthy and well proportioned sense of the word. So this meeting will, naturally, be one of pride and great rejoicing. Then, besides, there is the anticipation of meeting the boys from the North, South, East, West, and center of our great commonwealth of Michigan, with the exchange of greetings peculiar to traveling men. Some jokes will be sprung, some songs will be sung, but all this will be merely incidental, for there will be a business session that will move with snap and vigor and the Grand jurisdiction of Michigan will not shirk its responsibility as a part of the Supreme body. M. Howarn, of the Howarn Cigar Co., Detroit, is a member of the Supreme Jurisprudence Committee and will, naturally, watch the deliberations with much interest. Mr. Howarn is a strong man in the Supreme Council meetings at Columbus and if Michigan has any definite policy in the proposed new amendments, he will surely make it known down there. In John Quincy Adams we will have a capable presiding officer who has worked hard and faithfully as Grand Counselor for the past year and will preside in a spirit of fairness and dignity. Grand Rapids Council is the largest council in the State, with no dead ones and, taken all in all, it cannot help but be a "Grand" council meeting.

Spurgeon.

#### 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.

Cascade—Lewis Bros. succeed Smith & Waterman.

Vernon—J. W. Aldrich has opened a general store here.

Bear Lake—Mrs. Fannie Richardson has opened a bakery here.

Alma—G. B. Hicok & Son succeed N. E. Saad in the grocery business.

Unionville—John Daniels has closed out his bakery and retired from business.

Good Hart—Lowell Lamkin has erected a summer branch store on the lake shore.

Larium—George Hahoney has opened a men's furnishing goods store at 333 Hecla street.

Howard City—Williams Bros. Co., of Detroit, is erecting a new pickle salting station here.

Traverse City—Frank Cevenka is building a two-story cement block addition to his bakery.

Hubbell—Miss Harry has opened a confectionery store and news stand in the postoffice building.

Rexton—John Anglium, who conducts a hotel at Trout Lake, is building a \$10,000 hotel here.

Pinconning—The Farmers' Elevator Co. has increased its capitalization from \$12,000 to \$30,000.

Traverse City—Robert Slaby has added lines of hardware and fishing tackle to his stock of groceries.

Olivet—Walter R. Goff is closing out his stock of shoes and bazaar goods and will retire from business.

Greenville—D. C. Carlin is erecting a store building on South Lafayette street in which he will open a bakery June 1.

Trufant—C. Rasmussen has sold his meat stock to the former owner, William Larsen, who has taken possession.

St. Ignace—John F. Morris has sold his grocery stock and fixtures to Oliver Vallier, who will continue the business.

Marquette—Allen Cowden has opened a grocery, confectionery and cigar store at the corner of High and Michigan streets.

Owosso—Ebenezer Gould has engaged in the fruit, confectionery and cigar business at the corner of Main and Washington streets.

Woodland—Leonard Wachter, recently of Lake Odessa, has purchased the Wallace Merriam meat stock and will continue the business.

Central Lake—Hartford Taylor has sold his general stock to E. & J. Willson, who will continue the business at the same location.

Millington—The People's Store of Millington has engaged in the general mercantile business, wholesale

and retail, with an authorized capital stock of \$20,000, of which \$15,000 has been subscribed, \$3,000 being paid in in cash and \$12,000 in property.

Allegan—Ray Vahue has sold his interest in the stock of the Allegan Hardware Supply Co. to Fred LaDue, who has taken possession.

Jackson—The W. J. Dowsett Co., dealer in plumbing, steamfitting, heating, etc., has increased its capital stock from \$10,000 to \$20,000.

Grand Haven—Smith's Home Bakery has changed its name to the Smith Baking Co. and removed to its new store at 603 Fulton street.

Thompsonville—Luther York has sold his stock of bazaar goods to Mr. Skinner, recently of Cadillac, who will continue the business.

Howell—E. A. Bowman has sold his stock of general merchandise to William D. Adams, recently of Ann Arbor, who has taken possession.

Bancroft—J. Carmean has purchased the Burrier & Cole stock of dry goods and groceries and will continue the business at the same location.

St. Joseph—J. T. Welton has sold his store building and grocery stock to James Yore who has taken possession and will continue the business.

Tyre—The Farmers' Produce Co., of Tyre has been incorporated with an authorized capital stock of \$7,000, which has been subscribed and \$3,500 paid in in cash.

Port Huron—G. W. English has purchased the Robert E. French grocery stock and bakery and will continue the business adding lines of general merchandise.

Traverse City—Mrs. Ada Germaine has sold her interest in the millinery stock of Palmer & Germaine, to her partner, Mrs. Clare Palmer, who will continue the business.

Allegan—Frank E. Stratton and Wilford Beery have formed a copartnership and purchased the Kolloff & McLaughlin grocery stock and will continue the business.

Detroit—The George Ruttman Co. has engaged in the jewelry business with an authorized capitalization of \$7,500, which has been subscribed and \$6,500 paid in in cash.

Cedar—The bank conducted by D. H. Power & Co. has been merged into a state bank under the style of the State Bank of Cedar, with an authorized capital stock of \$20,000.

Hart—Henry J. Palmiter has purchased the interest of his partner, Carl A. Peterson, in the clothing and men's furnishings goods stock of Palmiter & Peterson and will continue the business under his own name.

Battle Creek—The Eccles Furniture Co. has sold its stock to C. C. Dell, F. D. McRae and Ray Altman, who will continue the business under the style of the Home Furnishing Co.

Escanaba—Raymond and Henry Todd have formed a copartnership and purchased the Henry Wilke grocery stock and will continue the business under the style of Todd Bros.

Detroit—Royce & Passmore have engaged in the general mercantile business with an authorized capital stock of \$7,500, all of which has been subscribed and paid in in property.

Allegan—A. J. Day and Mr. Eldred have formed a copartnership and purchased the D. J. Tiefenthal agricultural implement stock and will continue the business under the style of Eldred & Day.

Leslie—H. M. Freeman has purchased the interest of Mrs. Darling in the implement and hardware stock of the Darling & Freeman Co., and will continue the business under his own name.

Cheboygan—Buerger & Meyer, dealers in agricultural implements, have dissolved partnership and the business will be continued by Vincent Buerger, who has taken over the interest of his partner.

Middleton—D. Marsh & Co. have sold their grocery and bazaar business, together with the building, to D. E. Brackett of Lansing. The purchaser will continue the grocery and crockery business, eliminate the dry goods and greatly enlarge the bazaar department.

Marshall—Jacob Weickgenant, of Battle Creek, has begun suit for \$5,000 against Charles W. and Lulu J. Eccles, of that city, for money expended by him and alleged injury to his business between Dec. 9, 1910, at which time the Eccles furniture store was launched, and April 13, 1913, when it was closed by injunction. Eccles sold out to Weickgenant and then started in business again after agreeing not to do so.

Eaton Rapids—D. Lewis, the pioneer jeweler, has closed his place of business and retired, due principally to his inability to attend to his business since being injured several weeks ago when he was run into by a bicyclist and knocked down. Since the accident his eyesight has failed him. Mr. Lewis has been in business in Eaton Rapids for the past forty-nine years, and is now past 80 years of age.

Muskegon—Wednesday afternoon as the uniform weekly holiday this summer was the decision of the merchants at the last meeting of the Retailers' division of the Chamber of Commerce, and because of the popularity of the movement in previous summers, it was decided to extend it to cover four months instead of three. June, July, August and September will see the mercantile establishments closed up every Wednesday afternoon, and a committee will be sent out to secure the signatures of all the merchants to the agreement to close during these months. There was a small attendance at the meeting on account of the rain. The ques-

tion of street sprinkling was brought up and enquiry developed that only a few merchants along the street were paying for this service, the remainder of those benefiting by the service contributing nothing to the cost. Chairman Rosen, of the retailers division, was finally authorized to appoint a committee to investigate the proposition and report some scheme for a more equitable division of the cost among the frontages which are sprinkled daily.

Owosso—The determination of Ebenezer Gould, fruit seller, to enjoy the use of as much of the public walks as the big merchants of the town has precipitated a fine row in Owosso. Gould has established his fruit stand on the sidewalk at the junction of the two principal streets and refuses to budge until the city authorities compel every other merchant to vacate the walk. Many of them have placed gasoline tanks, bicycle racks, etc., in front of their places of business. The Owosso Council has split even on a vote to permit merchants to use the walks, and as Gould is armed with a permit from the mayor which prevents the police from ousting him under the old ordinance the authorities are at a loss what to do until Council meets again next Monday.

Bay City—The Common Council of Bay City has invited representatives of the Butchers' and Grocers' Association to confer with the committee from the Council in regard to the appointment of the new City Sealer of Weights and Measures, a part of whose duty will be to attend to meat inspection within the city. The action of certain city officials in ransacking markets and groceries for undrawn poultry a short time ago has aroused the butchers and grocers of the city until they have demanded a hand in the choice of the next city official to have charge of this work. The Association is a unit in favoring the proposed city regulation of their business, but the members wish to have the work done in a systematic manner and under the supervision of men amply qualified for the work and, for this reason, desire a voice in the selection of the proposed new officer.

### Manufacturing Matters.

Ionia—The Ypsilanti Reed Furniture Co. is building an addition to its plant.

Crystal Falls—The Bates Iron Company has increased its capital stock from \$500,000 to \$1,000,000.

Pontiac—The Pontiac Machine & Foundry Co. has been organized, with an authorized capital stock of \$3,000, which has been subscribed and \$1,000 paid in in cash.

Detroit—The Detroit Ball Valve Co. has been organized with an authorized capital stock of \$100,000, of which \$65,000 has been subscribed and paid in in property.

Detroit—The Wahl Motor Co. is a new company, organized to manufacture and sell motor cars and automobile appliances, with an authorized capital stock of \$85,000, of which \$77,500 has been subscribed and \$8,500 paid in in cash.





### The Produce Market.

**Apples**—Baldwins, \$3.50; Ben Davis and Russets, \$3. The market is strong on good class stock. With the season fast growing to a close, the feature of quality and appearance will be the real assets that the future possibilities of apples will have to be established on.

**Beans**—Dealers pay \$1.60 for white and \$1.65 for red kidney. The Gleaner bubble has burst, inflicting heavy losses on the farmers who took stock in the so-called Gleaner elevators in the expectation of putting the regular buyers out of business.

**Butter**—Receipts of fresh are increasing as the season advances, and the quality is showing some improvement. The demand is active and absorbs everything at full prices. An increase in the make can be expected from now on, but as a speculative demand will possibly spring up, the chance is that prices may not decline. Fancy creamery is steady at 29c in tubs and 30@31c in cartons. Local dealers pay 24c for No. 1 dairy and 19c for packing stock.

**Cabbage**—\$2.50 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**—\$1.25 per doz. for home grown.

**Eggs**—The market is holding at about the same price as quoted a year ago, strictly fresh laid stock bringing 17c per doz. Supplies going into coolers have been quite generous during the past month, but buyers are not at all anxious for stock unless they can be had at what they consider reasonable prices for storage purposes.

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

**Egg Plant**—\$2 per box from Florida

**Green Onions**—15c per dozen for home grown.

**Green Peppers**—50c per basket.

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

**Lemons**—\$6@7 per box for Mes-sinas.

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

**Onions**—Texas Bermudas, 75c 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**—\$2.60 per box for Cubans and \$2.90 for Floridas.

**Potatoes**—Local dealers hold old stock at 40@45c. Country buyers are paying 25@30c. New stock from Florida, \$2 per bu. Reports from the South are to the effect that the crop is very disappointing, which will have a tendency to strengthen the market on home grown stock.

**Poultry**—Local dealers pay 14c for fowls under 4 lbs. in weight and 15c for fowls over 4 lbs.; 7c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. Dressed are 2c higher.

**Radishes**—25c per doz.

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

**Spinach**—\$1 per bu.

**Strawberries**—Tennessee and Arkansas stock commands \$2@2.25 for 24 quarts. The receipts have been heavy during the week and prices have reached a very low point for the time of year.

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

**Veal**—Buyers pay 6@10½c, according to quality.

### Grocery Market.

**Sugar**—The price is the lowest it has been for years, agencies holding granulated at 4.10@4.20c, f. o. b. New York. Local interests recognize that raws are selling at around the cost of production and, unless the Senate modifies the Underwood bill, must have largely discounted the reduction in duty. It is now assumed in the Washington dispatches that the President has the situation well in hand and will put through his programme substantially as proposed, which means a cent for Cubas during the next three years, when free sugar automatically follows. The worst feature of the situation is, of course, the indifferent demand for refined owing to the tariff uncertainty, since the country refuses to anticipate. Possibly the hot weather will alter this condition to some extent, but the trade is looking forward to a quiet summer. It is the opinion of some who are watching the market very closely that with refined and raw prices so close together, and the fact that prices in the United States are about seventy points below the European market that there is liable to be quite a change in quotations at any time.

**Tea**—The market continues fairly steady and a little more active. Stock on hand in New York warehouses are smaller than they have been for years. Some low grade Japans are being offered at low prices. Better grades of Formosas are scarce, while

low grades can be bought at very low prices. The Formosa market will open later than usual for new crops. Indias and Ceylons are strong and active, owing to unusually large European demand. Japan reports 5@10% decline in opening prices.

**Coffee**—The new crop, according to the inspired cables and advices of the leading interests will be smaller than predicted owing to the results of frost last summer, 10,000,000 large Santos for the maximum being estimated. But there are others who look for nearer 12,000,000 bags. After all, the indifference of the roasters to bull allurements constitutes the chief obstacle to the campaign of the valorizationists so much in evidence the past week, though it must be said that the support lacked aggressiveness. The attitude of Washington as shown by the activity of Senator Norris, was not liked, for it is realized that Brazil must deal more circum-spectly with the United States in the future in its manipulation of coffee. Duty talk finds little credence at present, though it is realized that an impost would prove a fine revenue producer. It would, however, inevitably raise the cry of taxing the poor man's breakfast table, which usually proves effective.

**Canned Fruits**—Gallon apples, on which prices have held at a very low point for some time, are moving a little more freely, but not as actively as might be expected at this season of the year. California canned goods show no change and light demand. Futures are not attracting much attention as yet. Small Eastern staple goods unchanged and quiet. Wholesalers are urging the trade to purchase Hawaiian pineapple for the summer months, as they fear there is sure to be a scarcity before the new pack arrives.

**Canned Vegetables**—Tomatoes are at about the same point they have been for some time and no immediate change is looked for. The demand is of fair size and about the only thing which will cause an advance or decline will be a change in the conditions of the growing crop. Growing peas have been hurt by the cold, and so, to some extent, has corn been, but the markets have not been affected as yet.

**Canned Fish**—Imported sardines are firm, scarce and moderately active. Domestic sardines are unchanged and dull. Packers are trying to harden the market for the new pack on the ground that fish are running scarce, but this has had no effect as yet. Salmon of all grades is in fair seasonable demand at unchanged prices.

**Dried Fruits**—Opening prices on the 1913 crop of California raisins are awaited with interest, but are not likely to be made for some days yet pending the settlement of terms between the Associated Company, representing a large majority of the growers, and the commercial packers. Many conferences between representatives of these two bodies have been held of late, but up to the end of last week no definite results looking to the handling of the 1912 carry-over

and the 1913 crop had been reached. There is some talk of an opening price of 6½c on new crop fancy seeded in 16-ounce cartons, but operators here believe that such a figure is too high, and will handicap business. A price of 6c f. o. b. is considered to be about right, though some think this a little too high. Evaporated raspberries while not more than about half the price they were a year ago are higher than the low point touched in April. Apples are still holding around the low point, but they will soon be put into cold storage which will add ¼c per pound. After the slight advance in prune prices of a week ago, the market has held quite firm. Peaches are holding up to market quotations and meeting with a fair demand from the trade.

**Syrup and Molasses**—Glucose is unchanged and dull. Compound syrup has retired to the background for the summer, and rules dull at unchanged prices. Sugar syrup and molasses are both dull at ruling prices.

**Rice**—There is very little doing, and it is expected that conditions will continue much the same until the tariff question is settled. The South is still asking full prices for supplies.

**Cheese**—A few old cheese are left, and these will likely be used up within the next few weeks. As the season advances, the quality of new cheese will improve. It is thought that the market has touched about as low a point as it will reach the present season and the market is much firmer than a short time ago. The big season for the production of cheese is during May and June, but any surplus made during these months will be put into storage, so that it will have no effect on the market.

**Provisions**—Smoked meats are firm and prices are about ¼c above a week ago. The demand is good. Both pure and compound lard are steady with a fair consumptive demand and unchanged prices. Dried beef, barreled pork and canned meats are unchanged with a seasonable demand.

**Salt Fish**—Cod, hake, and haddock are dull and unchanged. Mackerel is still very dull. The demand is only from hand to mouth and small at that. Prices still rule on a very low level and the market throughout is in buyer's favor. From the standpoint of the large holder of mackerel, the market is in bad shape.

### An Interesting Matter.

It will be worth your while to write me if you wish to exchange your old scale or buy new ones. W. J. Kling, Sales Agent, Dayton Money-weight Scales, Grand Rapids, Michigan.—Adv.

J. M. Sell has opened up a grocery store at Marlborough. The stock was furnished by the Worden Grocer Co.

W. S. Sly has engaged in the grocery business at Ionia. The Worden Grocer Co. furnished the stock.

Escanaba—Fire destroyed the saw mill of the Mashek Lumber Co. May 15, entailing a loss of about \$6,000.

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Grand Rapids, May 15.—In the matter of Edward M. Andrews, bankrupt, of Clarksville, the first report and account of Ernest Nash, trustee, was filed, showing balance of cash on hand \$752.97; also showing cash, accounts and merchandise turned over to creditors holding contracts reserving title as follows: International Harvester Co., \$2,673.41; Gale Manufacturing Co., \$32.91; Merrill Co., \$56.25; American Seeding Machine Co., \$95.25. An order was entered calling a special meeting of creditors for June 5, for the purpose of declaring a first dividend for creditors.

A voluntary petition was filed by Martin Rose, grocer of Muskegon, and he was adjudicated bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets not claimed as exempt and the calling of the first meeting has been delayed until expense money is advanced. The following creditors are scheduled:

Hume Grocer Co., Muskegon	\$ 617.98
Moulton Grocer Co., Muskegon	61.86
Judson Grocer Co., Muskegon	54.52
Jennings Manufacturing Co.	12.20
H. Leonard & Sons	41.00
Francis Jiroch, Muskegon	35.00
T. Schillaci & Co., Muskegon	25.00
John Stegink, Muskegon	12.00
K. K. Hann, Muskegon	12.00
Workman & Son, Muskegon	25.00
D. M. Roy, Muskegon	25.00
Wolffs Brothers, Muskegon	2.25
John Mulder, Muskegon	15.00
William Earnest, Nunica	30.00
Wm. E. Gordon, Muskegon	25.00
Walker Candy Co., Muskegon	84.32
John Damminga, Muskegon	15.00
Castenholz Bros., Muskegon	75.00
Chas. Schoenberg, Muskegon	25.00
John S. Walker, Muskegon	20.00
Herman Franke, Muskegon	225.00
John S. Anderson, Muskegon	4.00
National Biscuit Co., Muskegon	5.25
Charles Witt, Muskegon	7.25
Neil & Alwynse, Muskegon	7.25

May 16.—In the matter of John H. Kinsey, bankrupt, of Grand Rapids, a report was filed by the trustee showing sale of certain fixtures and machinery appraised at \$154 to J. O'Rourke, of Grand Rapids, for \$140. Creditors have been directed to show cause on May 28 why such sale should not be confirmed.

May 17.—In the matter of Lucas Brothers, bankrupt, formerly merchants at Maple Grove, the final meeting of creditors called for to-day was held open, pending decision as to certain claims.

May 19.—In the matter of John C. Cole, bankrupt, formerly at Big Rapids, the final meeting of creditors was held. The final report and account of Don E. Minor, successor trustee, was allowed, and a final dividend of 13 per cent. declared for general creditors. No cause to the contrary being shown by creditors, it was determined a favorable certificate as to the bankrupt's discharge be made by the referee.

Based on petition of certain of his creditors, Albert J. Doyle, merchant of Charlotte, was adjudicated bankrupt and the matter referred to Referee Wicks, who was also appointed receiver. An order was made appointing Carroll S. Brown, of Charlotte, as custodian, pending the election of a trustee. Geo. J. Barney, John Hageman and James H. Brown, of Charlotte, were appointed appraisers. The first meeting of creditors will be held at the office of the referee on June 6. The following assets are scheduled:

Cash on hand	\$ 67.06
Stock in trade (appraised value)	12,613.13
Household goods, etc.	225.00
Store fixtures (appraised value)	1,000.00
Accounts receivable	1,604.00
17 1/2 shares stock Duplex Power Car Co., owned jointly and of doubtful value.	
Deposit in bank	295.18

\$15,804.37

On May 1, 1913, the bankrupt made a general assignment of all his property for benefit of creditors, without preference; said assignment proceedings have been abandoned and are superseded by this bankruptcy proceedings. No disposition of any property was made under such assignment. The following liabilities are scheduled:

Preferred or Secured Claims.	
L. A. Koepfgen, Charlotte (labor)	\$ 28.75
F. A. Koenig, Richmond	1,631.25
(Secured by \$2,000 insurance policy, taken out in 1900, all premiums paid.)	

Principal Unsecured Creditors.

Beyer & Williams, Buffalo	\$ 102.10
Morris Boosin, New York	573.25
Birdsell Bros. Co., Honesdale	88.20
Belding Bros. & Co., Chicago	14.36
E. S. Bowman, Buffalo	85.08
H. Brilling & Co., Detroit	66.23
Chicago Rubber Co., Chicago	136.00
Cohn, Friedlander, Martin Co., Toledo	187.90
Edson, Moore & Co., Detroit	464.41
Elite Glove Co., Gloversville	43.75
Robert E. Ellis, Detroit	129.69
A. J. Elliott & Co., Chicago	50.00
The Elite Works, New York	32.20
J. V. Farwell Co., Chicago	1,195.90
Fried. Keller, Kohn Co., Cleveland	732.50
Gory & Heller, Chicago	130.95
H. W. Gossard Co., Chicago	58.85

A. F. Hoffmeister Co., Cincinnati	35.22
Globe Silk Waist Co., Philadelphia	25.00
Fred'k Hacker & Co., New York	76.82
H. Heyman & Co., Chicago	74.25
Hirsch, Strauss Co., Chicago	108.00
Hirsch Brothers, New York	93.50
Hull Brothers, Toledo	47.70
Jackson Skirt & Novelty Co., Jackson	139.95
Kops Brothers, New York	149.05
Julius Kayser & Co., New York	115.05
King Manufacturing Co., Toledo	26.00
Kiplinger-Kelly-Homer Co., Cleveland	133.75
A. Krolik & Co., Detroit	535.31
Keach & Brown Mfg. Co., N. Y.	85.00
The McCall Company, N. Y.	41.80
Herman & Ben Marks, Detroit	398.65
Lockport Cotton Batting Co., Lockport	24.00
Moyes & Dryfus, New York	125.00
Marshall Field & Co., Chicago	18.37
Morris, Mann & Reilly, Chicago	237.26
S. L. Munson, Albany	99.46
Northwestern Knitting Co., Minneapolis	456.50
Novelty Cloak & Skirt Co., Cleveland	789.75
Nonotuck Silk Co., Chicago	332.92
Novelty Dress Mfg. Co., N. Y.	59.25
Nottingham Lace Works, N. Y.	278.31
N. Y. Cotton Batting Co., Lockport	43.75
L. Nathan Mfg. Co., Chicago	29.75
Chas. H. Osborn & Co., Hastings	24.25
J. P. Platte & Co., Grand Rapids	52.18
Pictorial Review Co., New York	79.72
Printz, Biederman Co., Cleveland	650.42
Prince, Wolf & Co., Cleveland	25.50
R. & G. Gorosco Co., Chicago	118.78
Root & McBride Co., Cleveland	610.26
Reed Bros. & Co., Cleveland	39.00
E. A. Robertson Co., Saginaw	309.25
Steinhouse, Seimonhoff & Co., New York	107.75
Wm. Carter Co., Needham Heights	44.47
Francis T. Simmons & Co., Chicago	219.18
Stone Brothers, Chicago	53.17
P. Siegel & Bros., Chicago	111.00
Stillman & Stillman, New York	40.00
Spool Cotton Co., New York	285.49
Wm. Skinner & Sons, Chicago	33.36
J. K. Steifel & Co., New York	55.19
E. Schoenbrun & Co., Toledo	47.00
Sihley, Lindsay & Curr Co., Rochester	1,471.21
Wayne Knitting Co., Port Wayne	243.26
Wilson, Larrabee Co., Boston	149.75
Warner Brothers Co., Chicago	170.89
Yorkville Dress Co., New York	242.75
Dudley Paper Co., Lansing	26.36
Merchants Specialty Co., Lansing	35.00
W. W. & S. J. Stine, Charlotte	133.33
Sperry & Hutchins, New York	48.50
J. V. Farwell Co., Chicago	2,000.00
Burnham, Stone & Co., Detroit	625.00
Corl, Knott & Co., G. R.	61.01
First National Bank, Charlotte	6,900.00
And numerous other small creditors	

Total unsecured liability \$24,478.03

May 20.—In the matter of Brautigan Brothers, bankrupt, merchants at Kingsley, the first meeting of creditors was held and by unanimous vote Amil F. Nerlinger, of Traverse City, was elected trustee and his bond fixed at \$1,000. Ambrose B. Stinson, Ira D. Linton and Geo. W. Parker, of Kingsley, were appointed appraisers. Each of the bankrupts were sworn and examined and the meeting adjourned without day.

St. Joseph Referee.

St. Joseph, May 13.—In the matter of Adelbert A. Welcher, bankrupt, of Berrien Springs, an order was made by the referee further adjourning the first creditors meeting to May 23. Attorneys for the trustee, by agreement with the attorney for the bankrupt, in consideration of the bankrupt waiving his personal property exemptions of \$250, have withdrawn the petition for accounting, filed for the purpose of ascertaining the loss of some \$8,000. There will be about \$823 to pay creditors and the cost of administration.

In the matter of Elwood Lamore, Charles Lamore and Lamore & Co., bankrupts, of Eau Claire, the referee has confirmed the report of the trustee, allowing the bankrupts certain exemptions, which exemptions include household goods and certain live stock.

May 14.—In the matter of August Peters, of Benton Harbor, alleged bankrupt, the creditors petition was granted, and Mr. Peters was adjudged bankrupt by Judge Sessions and the matter referred to Referee Banyon, who was also appointed receiver of the bankrupt's assets, which consist of a small stock of pianos and musical instruments. The referee has made an order directing the bankrupt to file in court schedules of his debts and assets.

May 15.—In the matter of James Ingersoll Day, bankrupt, of Hamilton township, Van Buren county, an order has been made by the referee calling the first meeting of creditors at his office on May 31.

In the matter of Charles W. Vanderbilt, bankrupt, of Kalamazoo, Trustee George C. Monroe, of South Haven, filed his first report showing cash on hand to distribute to the creditors and pay the costs of administration, including \$250 cash to the bankrupt, the sum of \$423.20.

May 16.—In the matter of Clarence M. Jennings, Robert Jennings, and Jennings Brothers, partnership, bankrupts of Lawrence, the stock and fixtures of the bankrupts were sold to Burrell Tripp, of Allegan, for \$867.09. Mr. Tripp has leased the store building formerly occupied by the bankrupts and will conduct the business in his own name, with Clarence

Jennings as manager. Certain creditors have filed a petition, raising objections and exceptions to the report of the trustee, allowing the bankrupt, Robert Jennings, his personal property exemptions. An order was made by the referee that a hearing be had on the matter at his office on June 14. An adjourned first creditors meeting was held at the referee's office and claims allowed to the amount of some \$3,500. The meeting was further adjourned to allow creditors to file claims to June 14.

May 17.—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, formerly of Ewart, the inventory and report of appraisers was filed, showing that the entire assets of the bankrupt consist of an equity in a house and two lots at Ewart, purchased under land contract. They appraise the equity at \$39.69. An order was made by the referee directing the trustee, Elmer F. Birdsall, of Ewart, to sell the equity of the bankrupt in the property.

## Eastern District, Detroit Referee.

Detroit, May 17.—In the matter of Harry Barsky, bankrupt, Detroit. The trustee in this estate has filed his final account, which shows total receipts of \$540.71; disbursements, including first dividend, \$348.71; balance on hand, \$191.29. Final meeting of creditors called for May 27, to pass upon the said account and fees of receiver and his attorney.

In the matter of the Auto Lock & Specialty Co., bankrupt, Detroit, the trustee's final account, now filed, shows receipts of \$275 for all of the assets of the bankrupt, and disbursements of \$113.75. There is also an unpaid bill for rent during time trustee was in possession, amounting to .56. It appears that there will be insufficient funds to pay the labor claims filed in full after payment of administration expenses. Final meeting called to pass upon the account on May 27.

In the matter of W. A. Dusseau & Son, bankrupts, Detroit, trustee's final account was filed and final meeting of creditors to pass upon the same called for May 27. The account shows total receipts of \$980.97; disbursements, including first dividend, \$752.83; leaving a balance of \$228.14 remaining in the trustee's hands.

In the matter of Edward D. Ellis, trading as E. D. Ellis Oil Co., bankrupt, Detroit, trustee's final account was filed, showing total receipt of \$1,699.69; disbursements, including payment of first dividend, \$961.65; leaving a balance on hand of \$738.04. Final meeting of creditors called for May 27, to pass upon the trustee's account and to determine the question of fees for legal services to trustee.

In the matter of the Michigan Magneto Co., bankrupt, Detroit, trustee's final account was filed, showing total receipts of \$5,874.52; disbursements, \$2,559.95, including payment of dividends, leaving balance on hand of \$3,314.57. In addition, the trustee reports that there are a great many small accounts owing to the bankrupt which he recommends be sold in bulk. A final meeting will be called for May 29, to pass upon the trustee's account, attorney fees and other administration expenses and to offer for sale the uncollected book accounts. The receiver asks to be allowed the statutory commission for compensation as receiver.

In the matter of Edmund Kosmowski, Detroit, against whom an involuntary petition in bankruptcy has been filed and is pending and undetermined, Kosmowski has filed in the cause a list of his creditors and of his property and has also filed an offer of composition of 50 per cent. to all creditors not entitled to priority in this proceeding. A meeting of his creditors has been called for May 27, to permit an examination of the bankrupt to be made, claims to be filed and to consider the said offer of composition. The said Kosmowski schedules the following creditors:

Secured Claims.	
Michigan Savings Bank, Detroit	\$3,700.00
A. Krolik & Company	9,000.00
August J. Steiber	500.00

Total secured claims \$13,200.00

(The validity of the mortgage to A. Krolik & Company is disputed.)

Unsecured Claims.

E. Heidhues & Co., Chicago	\$ 37.40
Meyer Wise & Kaichen Co., Cincinnati	42.75
Chas. H. Werner & Sons, Detroit	81.35
Yorkshire Mfg. Co., New York	107.25
Sanit Bath Mfg. Co., New York	15.75
Schloss Brothers, Detroit	14.00
Apt & Zuckerman, New York	27.00
Kalamazoo Corset Co., Kalamazoo	64.80
Mentor Knitting Co., Mentor, Ohio	56.17
J. Fellman, Detroit	34.00
A. W. Cowen & Bro., New York	82.55
Michigan Cap. Mfg. Co., Detroit	9.00
A. D. Katcher & Bro., New York	83.10
Royal Worcester Corset Co., Chicago	150.00
Cluett, Peabody & Co.	346.00
Excelsior Glove Co., Buffalo	2.35
Chope-Stevens Paper Co., Detroit	29.75
Beecher, Peck & Lewis	4.58
Belle Isle Garment Co.	32.50
G. H. Gates & Co.	104.33
American Lady Corset Co.	33.40
Larned, Carter & Co.	101.00
Hutchins & Potter, Johnstown, N. Y.	3.72
Sarasohn & Shetzer, Detroit	77.75
M. Berlin, Toledo	68.65
Belding Bros. & Co., Chicago	140.46

Model Brassiere Co., Brooklyn	127.63
Parker, Thomas Co., Portland, Me.	52.00
Michigan Clothing Mfg. Co., Detroit	56.50
Winkelbacher & Rice, New York	81.56
Andrew Button Co., Detroit	47.15
Amara Societ' Homestead Ia.	85.38
Edson, Moore & Co., Detroit	1,707.51
Klauber Brothers, New York	131.94
Klein Smith Co., Detroit	20.25
Crowley Brothers	26.70
Burnham Stoepe & Co.	99.35
May Manton Pattern Co., New York	67.20

Harry J. Dean Co., Detroit	11.99
Newland Hat Co.	152.80
Charles A. Berkey Co.	305.44
John S. Spiegel Co.	24.00
Schadt & Mathewson	226.37
D. Zemon & Co.	147.63
Baker & Marvil	58.02
Hamburger & Co.	33.00
Detroit Neckwear Co.	25.51
Weisman & Sons	12.00
Sam Kuttner	30.25
Wine Bros.	81.76
Newton Annis Co.	19.25
Jacobs & Friedman	850.00

All of these accounts are on open account for merchandise contracted while petitioner was in business in Detroit during 1912 and 1913.

John & Mary Kalinowski, Detroit 1,100.00

Mary Dembinski 400.00

The foregoing claims are for borrowed money.

## Assets.

Petitioner schedules his real estate which is subject to the mortgages above described at \$12,000.

Stock of merchandise \$13,000.00

Furniture and fixtures 2,150.00

Household goods 250.00

Books, prints and pictures 25.00

E. M. F. 30 automobile 890.00

Wearing apparel 50.00

Debts due on open account 70.00

Policy in Prudential Life Ins Co. 2,000.00

Policy in Metropolitan Life Ins. Co. 1,000.00

Petitioner claims his wearing apparel, household goods and prints, books and pictures as exempt, also stock and fixtures to the value of \$250.00.

◆◆◆◆◆

In business circles there is increasing conservatism accompanied by a

general slowing down, this tendency being on the increase at Western trade

centers. Bank clearings at all cities in the United States during April

showed a shrinkage of nearly 5 per cent, compared with a year ago, the

largest declines being in the New England and the middle states, where

tariff changes would be most felt. The failures in April aggregated \$18,-

000,000 in liabilities, a moderate increase of about \$2,000,000 over last

year. Real estate operations show contraction compared with a year

ago. This re-action is partly due to the caution of bankers, who are discouraging over-expansion, and are

anxious to strengthen their reserves before the autumn demands, which may be very heavy, begin to assert themselves.

◆◆◆◆◆

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.

◆◆◆◆◆

Your goods may be right and your prices may be right, but if your delivery is all wrong you can't expect to have satisfied customers.

◆◆◆◆◆

Doctors disagree—except as to the size of the bill.

◆◆◆◆◆

**A. T. KNOWLSON COMPANY**

Wholesale Gas and Electric Supplies

Michigan Distributors for Welsbach Company

99-103 Congress St. East, Detroit

Telephone, Main 5846

Catalogue or quotations on request



# 7th Annual Merchants Week

Grand Rapids June 10, 11, 12

Every Retail Merchant in Michigan is Cordially Invited to Attend



Grand Banquet in Coliseum last year 1,800 people served with full course hot dinner in one hour.

## 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.

### Thursday Afternoon at Ramona

Every visitor will be given free tickets on the street cars to Ramona (Reeds Lake) and free admission to all the amusement features including the theatre at 3:30.

Come along and whiz through the air on the Toboggan Slide, sail like a bird on the Circle Swing, shoot through the Mystic Shute, take a lake trip on the steamer, dance in the big Casino, see the Panama Canal, ride the Ponies, do the Giggly Wiggle and ride the grizzly bear on the Merry-go-round.

Come while the coming's good. Bring your wife. Let her in on the joys of life. The fizzle and sparkle, the joy and fun at Ramona will make her young again. Life is short and the road is rough to say the least. A few days of rest and fellowship will do you good.

## The Grand Banquet

Will be held at the Coliseum Thursday evening, June 12, at six o'clock sharp and will be over at ten o'clock.

It will be full of vim from start to close. Beautiful music, witty toastmaster, famous speakers and other entertaining features.

Nothing like a big banquet of 2,000 people with its music, lights and oratory to stir the hearts of men and thrill the souls of women. Don't miss it.

### Send for Banquet Tickets Now

You must apply in advance for Banquet Tickets as we have to know how many are coming to make proper preparations. No tickets will be issued for the Banquet after June 10.

All other tickets you can get after your arrival and we need no advance notice.

Send applications to M. C. Huggett, Secretary Grand Rapids Association of Commerce.

Wholesale Dealers Association  
of the  
Grand Rapids Association of Commerce.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
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**Subscription Price.**

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

Five dollars for six years, payable in advance.

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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 21, 1913.

### SAVE THE WILD FLOWERS.

The Park Board has started a campaign for the preservation of the wild flowers in the city parks, and especially in John Ball park. Placards are being posted conspicuously in the parks warning visitors not to pick the flowers, and special officers will be detailed to enforce the warning. In flagrant cases those who violate the park rules will be arrested and subjected to the penalties prescribed. The rules will cover not only the wild flowers but the flowering shrubs and trees that grow in the woods as well. It is about time that some such action as this were taken. When Grand Rapids was a small town and there were woods in all directions and the woods were full of flowers, protective measures for the flowers were unnecessary. But with the growth of the city and the thicker settlement of the neighborhood the wild places have been moving farther and farther back and practically the only places where the wild flowers can now be found that are accessible for the people are in the parks. Why the cultivated flowers in the park beds and borders should be respected is now generally recognized, and the same recognition must be extended to the wild flowers to prevent their extermination and to ensure their enjoyment for all the people. The Park Board is spending money and effort to make the flowers grow and the people must be educated in leaving them alone. Most of the wild flowers are beautiful to look at, but very frail, withering almost as soon as picked. It is no uncommon sight to see children and grown folks as well come out of the park woods with their hands full of flowers, and the flowers are thrown away before the car is taken for home. The only pleasure for those who have picked the flowers has been in the gathering of them, and this pleasure deprives all who come after of even the pleasure of looking at them. Not only this, but the ruthless picking of the flowers not only destroys their present beauty, but prevents their propagation. As instances of vandalism in the woods, the Park Board last year set out a lot of rhododendron along the drives, with a view to seeing how they would prosper in the different localities. This season only one small clump remains, all the others having

been taken away by visitors who apparently thought anything found in the woods was free to be taken away. The Park Board planted a lot of Boston ivy along the wall that borders the drive, expecting it to cover the wall with a mass of green; and most of this has been taken away. The woods used to be filled with trillium, and last season the Park Board planted several hundred bulbs to reinforce the few which still remain; this spring the flowers have been plucked as fast as they have appeared and now more planting will have to be done. There used to be a lot of dog wood in the woods, with their beautiful flowers in the spring, but this has almost entirely disappeared. Moccasin flower, lady slippers, marsh and wood lilies, Jack-in-the-Pulpit and other wood flowers used to be abundant in the John Ball park woods and ravines, but now they have practically disappeared. Even the hepatica, spring beauties and violets have been raided until comparatively few of them are left. It will take time and effort to educate the people to be as careful of the wild flowers as they are of the cultivated, but rules against picking the flowers are rigidly enforced in the parks of other cities and they should be enforced here. It would also be well if the educational effort could be even wider than the parks. Why should not the flowers that grow along the country roads and in the woods near the city be given a chance to increase for the pleasure of everybody, instead of being ruthlessly plucked out by the roots for the momentary pleasure of the first person who sees them? Trailing arbutus, the sweetest and daintiest of spring flowers, once abundant around Grand Rapids, has been almost exterminated by pickers who have pulled them out by the roots. We have laws for the protection of fish, birds, and wild animals. Why not have laws for the protection of the wild flowers?

### LARGER SCALE THAN EVER.

June 10, 11 and 12—these are the dates for the annual Merchants Week entertainment this year. The entertainment this year is to be on a larger scale than ever, with new features and new attractions for the visitors, and the more who come the better will the Grand Rapids wholesalers like it. The programme has not been arranged in all its details as yet, but in a general way the first day will be for reception and registration, the second will have educational features that will be of interest to every merchant and the last day will be for entertainment, culminating in the annual banquet in the Coliseum. The mornings each day will be open to give the visiting merchants opportunity to visit the wholesale houses and get acquainted with what Grand Rapids has to offer and the afternoons will be for the programme which the committees are working hard to bring up to a point of perfection never before attained. The entertainment is for the retail merchants in all the territory tributary to Grand Rapids, and the invitations sent out and the welcome that will be extended will be

equally for the merchant's wife and daughter as for himself. It is especially desired that the merchants bring their wives with them, for Grand Rapids is as earnestly desirous of being on friendly terms with the ladies as with the men and, in arranging the programme, special attention will be given to making the occasion enjoyable for them. The banquet to close the festival will be short in speech making, but long in entertaining features and music and will close in time to permit the visitors to catch the night trains home. The retail merchants of Grand Rapids will do their part for the entertainment of the visitors. They will have special window and store displays and will be glad to give the visiting merchants any information as to methods that may be desired. The retailers, in fact, look upon the visiting merchants as much as their guests as of the wholesalers and the welcome sign and the glad hand will be everywhere in evidence.

### JOBBER OUT AROUND.

The first one day trade extension excursion of the season is being made to-day by the Grand Rapids wholesalers to Muskegon. The trip is being made by special train on the Muskegon interurban, which left at 8 o'clock this morning and is due to arrive at Muskegon about noon, with stops of from 15 minutes to half an hour at Berlin, Coopersville, Nunica, Fruitport and Muskegon Heights. The arrival at Muskegon will be in time for lunch at the Occidental. The afternoon will be spent in calling on the trade. In the evening the Grand Rapids visitors will entertain the officers and directors of the Muskegon Chamber of Commerce, and this will give opportunity to talk over various topics of mutual interest. Some of these topics will be the development of Western Michigan, improving the transportation facilities by interurban building and otherwise and the Chicago to Mackinaw automobile boulevard. This meeting of the business men of two friendly cities will be full of interest and value and should lead to good results in the future in closer relations and better understanding.

This one day excursion will not lack enjoyable features, but its purpose is not for a frolic. The Grand Rapids wholesalers are going out to see their trade friends at their homes, to get better acquainted with them, to study their needs and to learn how they can better serve them. The trip will be as beneficial to the merchants visited as to the visitors.

The success of this first excursion should lead to others later in the season. Spring Lake and Grand Haven are worthy of a visit some day. Holland and the thriving towns along the way should be given a day before the season closes. A trip to Ionia with stops at the thriving towns along the route would be profitable. The completion of the Kalamazoo interurban late in the summer or early in the fall should be made the occasion for an opening excursion over the route. The tendency too often is to neglect the near-by places under the

impression that we have a lead pipe cinch upon their trade and to look after them is unnecessary. This is an unwise policy. We may have all their trade but by going after it and by encouraging the local merchants to greater effort this trade can easily be increased.

### KNOWING HOW.

The Livingston Hotel property, recently purchased by Chas. F. Young and his son, Leland N. Young, will probably afford another good example of how property which has not been particularly profitable can be converted into a paying proposition. The property, it is understood, has been showing a return of about 3 per cent. on its valuation of \$200,000. It has been used for purposes connected with the hotel throughout. Under the new ownership the bar room, billiard room and other features on the ground floor will be eliminated or moved back out of the way and four fine large stores will be made out of the Division avenue frontage. At least one large store or bank will be put into the corner. These new revenue producers can be taken out and still leave plenty of room for the hotel office and lobby. The dining room now is on the top floor, and, under the new management, this space will be converted into bed rooms, thus increasing the earning capacity, and the dining room will be a handsomely furnished cafe in the basement, now occupied by the barber shop, toilet rooms and storage. These changes will increase the income from a 3 per cent. return to 8 or 10 per cent. and the cost of the necessary remodeling will be merely nominal. Success in real estate ownership depends very much on management and knowing how. This has been shown by the change in income productiveness which came in the change in the ownership of the Board of Trade building; from a poor 5 per cent. proposition it has become a good 10 per cent. income producer. The same result will come with the change in the ownership of the Livingston. The difference is all in the know how.

A significant change in the hotel under the new management will be the cutting out of the bar. The Livingston will be a cold water institution. The time was—and not so very many years ago, either—when to conduct a hotel without a bar was thought to be impossible. This idea still lingers in many quarters. But the traveling men, who are the largest patrons of the hotels, are not in this modern day consumers of red liquor. Many of them are absolute abstainers and those who hold their jobs have to be moderate. The successful business men are not patrons of the bars. The whole tendency of the times is toward sobriety. This tendency is not sentimental or emotional, but is dictated by sound business sense. Long experience has shown that business and drinking will not mix and so many successful business men have cut out liquor entirely that there is no reason why a first-class hotel in Grand Rapids should not succeed without a bar.



### Effective Window Trim of Straw Hats.

Here is what you will need in merchandise equipment for making this window trim of straw hats:

#### Merchandise

About \$10 worth of miscellaneous straw hats.

#### Equipment.

Five rolls of blue or purple crepe paper.

One wooden box, about 36 inches high.

Two wooden boxes, about 30 inches high.

Three boards, 30 inches long.

One board, 36 inches long.

Five metal T-stands.

Pins.

Plenty of price tickets.

A straw hat window trim is one of the most seasonable that it is possible to get at this time.

Every merchant who sells straw hats should make a bold, big splurge as early in the season as possible.

Fill up your window with straw hats of all kinds.

Make people understand early that your store is headquarters for straw hats of every kind.

There is no easier window on the list to trim.

down as many harvest hats as it will hold.

The next step is to pin a straight row of harvest or children's hats around the top of the window, as shown in the photograph.

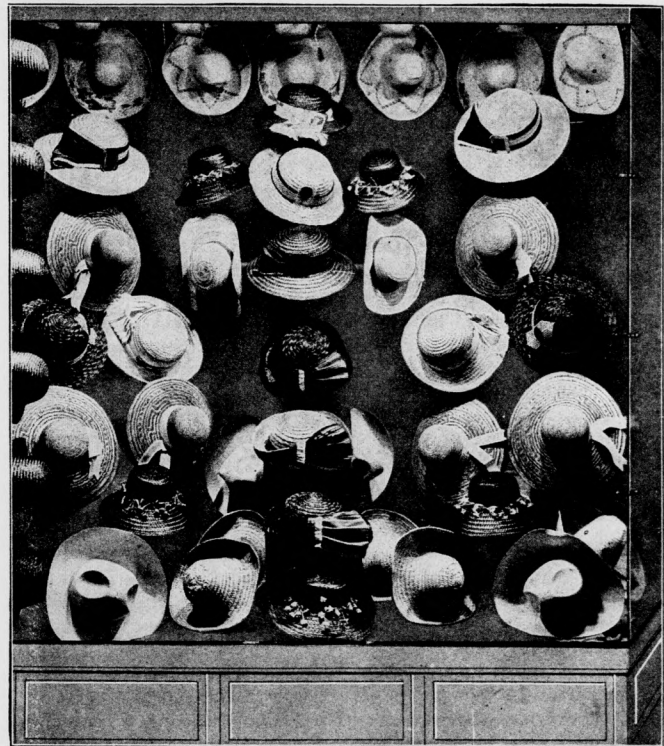
#### Arranging the Fixtures.

Now get your fixtures in position. This will be a very simple and easy matter.

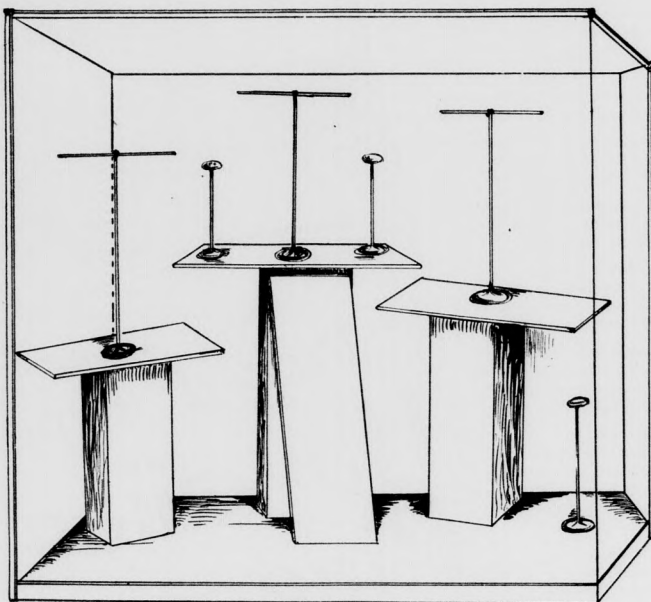
The center unit should be trimmed first. This consists of one tall box and two boards and three T-stands of a relative size as shown in the drawing. The boxes and boards of course should be covered neatly with the same color crepe paper as used on the background.

Trim this center unit principally with misses' and children's trimmed hats. If you don't have any trimmed hats in stock it will be easy to trim some with some remnants of ribbon and flowers. The plan of this is so apparent in the photograph that it is useless to take up your time by explaining it in detail here.

The left unit is made up of one of the smaller boxes, a 30 inch board and a T-stand. Pin two trimmed hats to the T-stand as shown in the photograph, two others in front of the T-stand and two more to the front of the board.



Window Trim Photographed.



Drawing of Fixtures.

Just get some straw hats and go to it. The hats themselves are decorative at this time of the year and you should put as many in the window as possible without overcrowding it.

The first thing in making this particular trim we are illustrating here-with is to cover the background neatly with blue or purple crepe paper. Then cut strips about three inches wide and produce a ruffled edge by pulling the paper through the thumb and forefinger. The best way to go about this is to cut the paper from the roll before unrolling it.

When you get the background neatly covered and no rough edges showing, pin to the top of the win-

The right unit is made substantially the same way and is made up practically of the same grade of merchandise.

All that remains now is to run a row of six straw hats along either the left or right side of your window, depending upon the way your window is arranged and to fix the floor plan.

This floor plan consists of nothing more or less than about a dozen hats. A couple of small T-stands will help you in making them balance properly.

This being a plain black and white photograph we are unable to bring out the color scheme which you should try to preserve in a window.

An effort should be made to bal-

ance the window by having colors where they belong.

A certain number of black hats on either side and in the center would be about right. These can be flanked on either side by the lighter hats and the brighter color effects can be at the top.

#### Avoid Overcrowding the Window.

A poor trim of straw hats is worse than none at all. Unless you are extremely careful not to overcrowd the trim you will have in your window the appearance of a store house rather than a trade pulling display of merchandise.

A straw hat window and straw hat booth working together can supplement each other.

Above all be sure your straw hats are displayed early.

This is particularly good advice for the variety merchant. He is likely to put out his hats in a rather apologetic manner before the real demand for them commences. Get the early profits and then the late ones will take care of themselves.—Butler Way.

#### Collect Without Apologies.

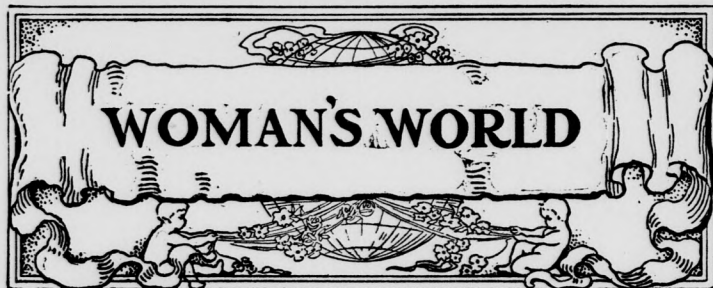
No apologies need ever be made for asking a man for money owed at the time when it should be paid. Do not bother with inventing explanations. The fact that the money is due is enough. The only man who deeply resents being asked a second time for payment, in the long run, is the one who intends to let the account run until he is forced to pay. In that case the "forcing" should be done promptly and effectively. Lose the trade, if necessary. Customers who do not pay promptly are more bother and expense than their trade is worth. Honest men like honest methods, and every man knows that the other fellow can not live unless money comes in regularly in payment for

goods delivered. Argument to any other point is unnecessary and useless.

Each day that an unpaid bill runs beyond the day that it is due it becomes harder to collect it. A solicitor for a collection agency some time ago succeeded in getting the business of the largest concern manufacturing electrical supplies in a certain section of this country. The credit man handed him a bunch of accounts. The solicitor looked at them and handed them back, saying that they were so old and represented a class of business dealings which made them practically uncollectible, and he did not wish to test the ability of his house on such hopeless prospects. They had resisted so many different attempts at collections covering so long a period of time that they were not worth bothering with any longer—outlawed by time. If those accounts had been properly handled at the outset they would either have been collected or the firms in question would have been supplied with no more goods.

Just here the dealer remarks: "It is easy enough to say all this, but it is mighty hard to carry into practice."

That is just as true as can be, but it can be done, and it is worth while doing, cost what effort it may, for it is a big factor in success—sound, certain, permanent success, says an exchange. The man who fails to collect his bills is running his business at his own expense. The man who collects promptly is running his business at his customers' expense. There is no middle path. You need not worry about the really "worthy" man who is "down on his luck" and can not pay. They are few enough in number, and the dealer's judgment is sufficient to govern these cases. But be sure of your facts before you make allowances.



### The Widower Considered as a Matrimonial Proposition.

Written for the Tradesman.

Mr. Wellington Raymond some weeks ago proposed to Cynthia Mansfield. Mr. Raymond is the kind of man to whom the local papers always refer as "one of our most respected citizens." He is a good, clean, upright sort of person, always courteous and affable, well-informed and very comfortably fixed financially. He is about forty-five. Cynthia, despite her thirty-seven summers, always is spoken of by her many friends as "a very nice girl." She is bright and intelligent, is fairly good-looking, she dresses well and has agreeable manners. Still it has to be admitted that very, very few proposals have come her way. Seemingly less attractive women have numerous admirers; it may be it is the "come hither in the eye" that Cynthia lacks—at any rate a few observant and sharp-tongued neighbors just now are speculating as to whether she ever before has had a bona fide offer. Because her chances have been so scattering and because she is getting a little along in years, and because Mr. Raymond is in every way such an eligible and estimable gentleman, and is entirely unincumbered by children—children admittedly are an unpleasant complication in any second matrimonial venture—because of all these things Cynthia's friends just now are in a quiver of excitement hoping that she will accept his offer.

According to the funny papers a spinster of thirty-seven would lose no time in accepting any kind of an offer, and in the case of a man of wealth and standing would be ready to make a mad rush for the altar. But Miss Cynthia hesitates and her lover waits. Her friends fear that he will weary of her indecision and bestow his attentions elsewhere.

"I shall have no patience with that girl if she lets Wellington Raymond slip through her fingers," declares Mrs. Alston, who is a distant cousin of Cynthia's. "And I can't for the life of me see what she is dillydallying about. I believe she needs something to jar her up and bring her to her senses."

To a person of Mrs. Alston's practical, prosaic mind, to whom a spade is just a spade and nothing more nor less, Cynthia's delay is inexplicable as well as absurd. Only those who know her intimately and in some measure understand her, can realize the causes of her doubts and uncertainty.

To the sympathetic reader let it be known that this maiden whom men

have been so chary of admiring has borne all her life long "the white shield of expectation." Although through her weary years of waiting no lovers actually came to her, she always was dreaming that some day a most surprising Prince, in whose eyes she would seem the fairest of all women, would put in his appearance, and that he would throw himself at her feet and declare her to be his true and only Princess, and that ever after kiss would rhyme with bliss and rapture with capture.

Now when a real man has come upon the scene, he is not quite the royal creature of her dreams. Nor can she be absolutely certain, for all his declarations of undying devotion, that he is bestowing upon her the supreme affection of his life; for—and this is the fly in Miss Cynthia's ointment—Mr. Wellington Raymond, with all of his blameless record and admirable qualities is a widower.

Had Miss Cynthia read Mary Jane Holmes and Myrtle Reed less and the great open book of human life and experience more, some problems that now are puzzling her sentimental brain and causing no end of distressing turmoil there would speedily be cleared up.

She would know among other things that the average male creature of the human species is far more capable of a dozen, more or less, small passions, one after another, (sometimes alas! one overlapping another) than of any one grand passion; but that he can easily persuade himself, and indeed in stupid masculine mistakenness honestly comes to believe, that the last lady who has captivated his fancy is the one supreme and only idol of his heart. She would know that the woman who inspires one of these fractional passions, so to speak, if it be warm and true and undivided until death do them part, may count herself as lucky in this respect as most of her sisters. She would realize also that when two middle-aged persons undertake to go the remaining way of life together, that happiness depends not so much on ecstasies of emotion as upon innate harmony in fundamental tastes and principles, and upon the willingness and ability to make some readjustments in small personal habits and ways of living. Love is necessary, but scarcely less so is the being able to agree on such things as what kind of breakfast food to have of mornings.

It is undeniable that there is nothing romantic about marrying a widower. You can't make anything romantic out of it. Should Miss Cynthia bring her virginal indecision to

## Yes We Are Doing It Again

You have seen this advertisement in The Saturday Evening Post and Collier's. It will also be found in leading women's publications and other periodicals of large national circulation during May and June. Other advertisements will follow—this means

## Some More Quick Sales for You

Remember how quickly the public called for Hawaiian Canned Pineapple, when the first publicity campaign started! Please take notice and act accordingly.

### Hawaiian Pineapple Packers' Association Honolulu, Hawaii.

The Hawaiian Pineapple Packers' Association of Honolulu, Hawaii, comprises the following Companies, being all the packers of Pineapple in the Islands of Hawaii:

Haiku Fruit & Packing Co., Haiku, Maui, Hawaii.  
U. S. Sales Agents—Deming & Gould Co., 326 West Madison St., Chicago, Ill.

Hawaii Preserving Co., Honolulu, Hawaii.  
U. S. Sales Agents—California Fruit Canners Association, San Francisco, Calif.

Hawaiian Islands Packing Co., Honolulu, Hawaii.  
U. S. Sales Agents—Griffin & Skelley Co., California St., San Francisco, Calif.

Hawaiian Pineapple Co., Honolulu, Hawaii.  
U. S. Sales Agents—Hunt Bros. Co., 112 Market St., San Francisco, Calif.

Kauai Fruit & Land Co., Kauai, Hawaii.  
U. S. Sales Agents—Kelly-Clarke Co., Seattle, Washington.

Libby, McNeill & Libby, of Honolulu, Hawaii.  
U. S. Sales Agents—Libby, McNeill & Libby, Chicago, Ill.

Maui Pineapple Co., Maui, Hawaii.  
U. S. Sales Agents—Griffith Durney Co., 1 Drumm St., San Francisco, Calif.

Pearl City Fruit Co., Honolulu, Hawaii.  
U. S. Sales Agents—Theo. H. Davies & Co., 260 California St., San Francisco, Calif.

Thomas Pineapple Co., Wahiawa, Hawaii.  
U. S. Sales Agents—The J. K. Armsby Co., San Francisco, Calif.





a timely end and accept Mr. Raymond and be married in a trained white satin dress accompanied by six bridesmaids, and should she and her husband take a honeymoon trip around the world—still there wouldn't be and couldn't be that indescribable glamour of romance surrounding the affair that there is when Billy Jones aged twenty-one and Betty Mason aged nineteen, without a dollar in the world, just plain get married "in the presence of a few relatives and friends."

Concerning widowers a shrewd writer has made a few observations that are well worth quoting:

"A widower's proposal is not so much a tribute to an individual woman as to the general institution of matrimony. With the lady to whom he proffers his affections he may not be violently enamored, but he is genuinely and honestly in love with having a neat, comfortable home and regular, well-cooked meals, and with having his buttons sewed on and his stockings looked after and a sympathetic ear to listen to his trials and troubles. A young man never thinks seriously of matrimony till some particular girl enthralles his imagination; a widower thinks seriously of it, decides upon the step, and then casts about among his acquaintances for some feminine embodiment of personal comeliness, agreeable manners, good temper, thrift, industry and housekeeping ability. When he finds what seems to him a likely combination of these qualities, he—ahem—falls in love with it. If the first woman to whom he pays the compliment of offering his hand and fortune does not see fit to accept, he is bound to pass the compliment along."

By virtue of her experience a widow, however young, knows all this of which Cynthia with her thirty-seven years is wholly ignorant. Indeed, in some ways it seems more of a square deal when a widower makes love to a widow. He has no knowledge of the foibles of women that is not more than counterbalanced by her insight into the weaknesses of men. She knows exactly how to take his declarations of devotion. If he is diffident and does not say as much as he means, she can mentally supply the deficiency. If, after the usual manner of men, he says more than he really means, she can apply just the proper percentage of discount.

She understands that trait of his nature already referred to which enables him to love a dozen women in succession and to make himself honestly believe that each last one is a little the best of the lot. No widow bothers her brain a moment as to whether she is her admirer's supreme and only love. She simply sizes up his traits and qualifications, (including his pocketbook) pronounces him eligible or the reverse, and makes up her mind decisively to accept him and turn her attention to her trousseau, or else reject him—when she gets ready.

A widow does not need to be told that, generally speaking, a widower of forty-five is a far better matrimonial proposition than a bachelor of the

same age. Barring a few largely fictitious masculine saints and arch-angels who remain single in order better to provide for aged parents or younger brothers and sisters, the man who is unmarried at forty is so because he has some grouch against womankind, or because he is selfish, or because he prefers his liberty and pleasure to domestic restraints. Marrying a middle-aged bachelor involves all the risks and uncertainties that attend buying a seven-year-old horse that has never been even halter-broken. If Mr. Wellington Raymond with his full equipment of desirable qualities should place before some level-headed widow the proposal which Cynthia Mansfield is now considering, the chances are that he would not need to talk long nor loud.

\* \* \*

Since the above was written the little jar that Mrs. Alston thought might crystallize Miss Cynthia's mind into favorable decision has happened. Perhaps it was a shrewd little coup on Mr. Raymond's part. At any rate at a reception Cynthia saw her lover conversing very animatedly with Mrs. Van Diemen. Mrs. Van lost her husband some two years ago and has since made a somewhat lavish expenditure of his insurance money on clothes and jewelry. She has a great deal of tact and men consider her very charming.

The mental processes by which Miss Mansfield reached determination need not be recorded here. It is enough to say that that very night she accepted Mr. Raymond, and the wedding will take place very soon. Really, honest-hearted Cynthia will make him a far better wife than the more sophisticated Mrs. Van Diemen.

It is to be hoped that Mrs. Wellington Raymond that is to be will not make herself miserable by comparing her excellent husband with the impossible Prince of her maiden dreams; and that she will have the good sense to grasp the fact that for the middle-aged, a marriage that compasses good comradeship on the downward slope of life and the comfort and quiet happiness that result from mutual tenderness and consideration, should be counted highly successful. May she also know that the ardent bliss pictured by the storybooks is rarely found in actual wedded life even by younger lovers. Quillo.

#### COMING CONVENTIONS TO BE HELD IN MICHIGAN.

##### May.

Northern Baptist Convention, Detroit, 26-June 7.

Michigan Women's Press Association, Detroit, 27-29.

State Professional Photographers' Association, Detroit.

State Homeopathic Medical Society, Detroit.

National District Heating Association, Detroit.

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' As-

sociation, 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.

Annual Reunion Spanish War Veterans, Lansing, 17, 18, 19.

State Encampment G. A. R., Lansing, 17, 18, 19.

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.

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

OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

TO REACH YOUR  
PATRONS AND FRIENDS  
USE  
A MICHIGAN STATE  
TELEPHONE

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

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

Established in 1873

BEST EQUIPPED FIRM IN THE STATE  
**Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work**

**THE WEATHERLY CO.**  
218 Pearl Street Grand Rapids, Mich.

We Show Below a Few of the Numbers That Have Made Our

## Bertsch Line Famous



979—Men's Gun Metal Button G.  
W. ½ double sole, tipped D  
& E..... \$2.35  
960—Same Blucher cut..... 2.35  
999—Same as 979 only single  
sole ..... 2.25  
998—Same as 960 only single  
sole ..... 2.25

Perfect fitting roomy last.  
You cannot beat these num-  
bers anywhere.

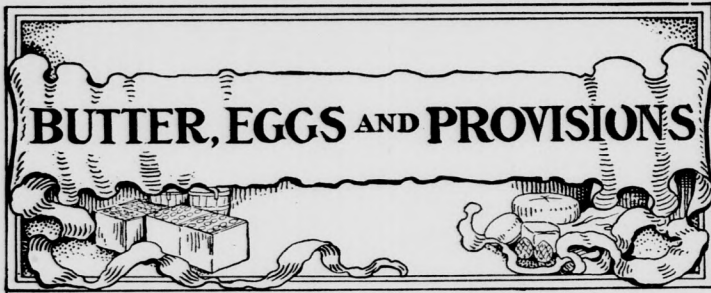
Mail orders solicited.

Complete catalogue on  
request.

They wear like iron.

**HEROLD-BERTSCH  
SHOE CO.**

Grand Rapids, Mich.



## BUTTER, EGGS AND PROVISIONS

### 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.

### Tropical and Semi-Tropical Fruits in This Market.

Written for the Tradesman.

Fast freights, warmed cars in winter, cooled cars in summer, good old Mother Nature at all seasons, give Grand Rapids a grand procession of fresh fruits—a procession that gives almost every month in the year its popular favorite in the fruit market. The time has been—and not so many years ago but that many of us can remember it—when we had to wait for the seasons to roll around before fresh fruit was within reach. We had to wait until June for our strawberries, until September for our peaches and when the summer fruits were gone nothing but apples remained until strawberries came again, except, perhaps, for an occasional and high priced and rare orange. But now when we want fresh fruit we reach out and get it, and this country is so big, its climate so varied and the transportation facilities so efficient that we get almost anything we want almost any time we want it. When the new year dawns the new oranges are just coming into market from the Florida groves, and with them the grape fruit. The Florida crop is soon followed by the navels from California and until well into March the orange is the market leader. When oranges begin to pall on the taste and the appetite craves something else the pineapple begins coming, first from Cuba and later from Florida. Pineapples are in market all the year around, or at least are procurable at all times, but the pineapple season proper begins in March and reaches its height toward the latter part of April or early May. The pineapple begins to lose favor when the strawberries become abundant enough to be within the reach of the ordinary pocket book.

Strawberries can be procured in January, but they do not appear in this market much before March, in time for Easter, and the first offerings are at about 60 cents a pint. The first are from Southern Florida; later they come from Northern Florida, then from Louisiana, and then Mississippi and then Tennessee, Arkansas and the Carolinas. Tennessee is here from about the middle of May and by this time they begin rolling into Grand Rapids in car lots to retail at around ten cents a quart. The strawberry zone moves rapidly North-

ward and in early June the Michigan berries begin coming and June is not far advanced when our home grown are on the market, and these last through the month.

Before strawberries are far advanced the Southern grown raspberries are in market. The summer fruits of Southern growth average two weeks to a month ahead of the home grown, but this market prefers the home grown, except in strawberries, and the shipped in small fruits are in comparatively limited demand. Besides, the succession is so rapid that the taste for one is scarcely satisfied before the next is offered. In the small fruits strawberries are succeeded by raspberries, then in their order by dewberries, blackberries, and huckleberries.

Before the berry crops have run their course, however, the tree fruits begin coming. Cherries are in the latter part of June and through July, and then come the plums, and then the summer apples, the early pears, and in September the peaches and grapes. In recent years many shipped in peaches are handled in this market, beginning to come in August from Texas, if the Texas crop is a good one, or from Georgia and Arkansas. Last year the Michigan peach crop was a failure and this market received almost its entire supply from Texas and Arkansas, and they were very good peaches, too.

The last of the fruits is the good old apple, the Spies, Baldwins, Jonathans, Seek-no-Further, and other varieties that our grandfathers were fond of and that the poets have sung about for generations. The summer apples are fine for a relish, but the fall and winter apples are fruit of flavor and substance and can be put away for use until the seasons are far advanced toward the next strawberry time. In other days the cellar was the only storage for apples and apples were gone in March or in April at latest, but cold storage is now made use of and good apples are still in market in May and even in June.

Before apples are fairly packed away for winter use, bananas begin coming in quantity and the banana season lasts until oranges come in. Bananas, however, are always in season, the only difference that they are a little more so at some times of the year than at others. The bananas are mostly from Honduras, but some come from Cuba and some from Porto Rico and Panama.

The volume of the fruit traffic in this market is something remarkable, and it is said to be growing rapidly. Take pineapples, for instance, which

## RAPID EGG TESTER

POSITIVELY A BIG TIME SAVER



Nest and incubator eggs will soon be coming in, and the dealer who is not candling eggs will be the loser. Buying of eggs on a loss-off system is with us and is sure to stay. Candle your eggs, Mr. Merchant, before your customers, showing them the bad eggs. They will not ask you to pay for bad eggs. No dark room or cellar necessary. Simply place our "Tester" on your counter.

Our "Rapid Tester" candles 36 eggs in a minute. Can be used wherever electricity is available. On receipt of \$5.50 we will forward to you one "Rapid Egg Tester," transportation charges prepaid. Use it ten days. If not entirely satisfactory, return to us at our expense, and we will immediately refund your money.

In ordering, be sure and specify the voltage used by your local electric light company. Sample Tester in actual operation at the office of the Tradesman. Write us for descriptive circular.

RAPID EGG TESTER CO. Saginaw, Michigan

## 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.

## 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.

## The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.



have just passed their high mark. A few years ago the pines were shipped from Cuba in barrels, ungraded as to size or quality and in the markets they were looked upon as something rare. An enterprising Chicago commission house sent crating materials to Cuba cut to size and all ready to nail together, and had the fruit graded before shipment and then gave particular attention to hurrying the shipments along. The traffic began to grow immediately and now it has reached enormous proportions. This growth began about the time of the Cuban war, which was only a matter of fifteen years ago. In those days a carload shipment into this market was unthought of. The dealer who shipped in a few crates from Chicago thought he was showing great enterprise. This season the receipts in this market will be approximately sixty carloads of 250 crates each. The pines are packed in three sizes, 24, 30 and 36 to the crate and during most of the season the price per crate has been the same, regardless of the size.

Grapefruit has had a wonderful spurt into favor. These were first received here about ten years ago and were looked upon as curiosities and the demand was scarcely large enough to take up the dozen or so crates brought in during the season. Grand Rapids people who went South for the winter acquired the taste and brought it home with them, and then the home people sampled and liked them. It is estimated that the consumption this season has been about twenty cars and dealers are looking forward to a still larger handling next season. Oranges and lemons come in carlots the three first months of the year and bananas come in carlots all the year around. This year the California fruit season was a failure and we had to depend chiefly upon Florida for oranges, but for lemons the American markets drew on Sicily and it is from Sicily that the present supply is coming.

#### Preventing Sweat in Refrigerators.

A letter from a subscriber gives a plan that is very good for this purpose. He says: "Having studied out a plan to save ice and to prevent mold and sweat on the inside of the ice box, I submit to you a good idea for butchers who use large coolers, which during the warm months are entered many times a day. A very simple and inexpensive device for keeping the temperature from being raised by the frequent opening and closing of the door of the cooler is a new woolen horse blanket doubled and tacked on the refrigerator door, across the top and down on one side, extending beyond the door frame some 6 or 8 inches. When the refrigerator door is opened this blanket acts as an inside door, dropping quickly when a person enters or leaves the cooler. The constant variation of the cooler produces sweat on the inside, which eventually develops mold, and this can be almost altogether avoided by the use of this blanket.

#### Unable to Serve Eggs as Wanted.

Three traveling salesmen, Gray, Brown and Green, were breakfasting at a hotel in the South, Gray ordered coffee, rolls, creamed potatoes, bacon and fried eggs; Brown told the waiter he might duplicate the order for him; and Green said:

"You may bring me the same, all but the eggs—you may eliminate the eggs."

In due time the waiter appeared with the breakfast of Gray and Brown, which he served, then, stepping round to Green he said, in a conciliatory voice:

"We got fried eggs, an' poached eggs an' boiled eggs an' scrambled eggs an' om'let, sah, but we ain't got no 'liminated eggs."

"Well," said Green, "my doctor says eggs must be eliminated. Have it done at once and hurry up my breakfast."

Presently the waiter was back again, but without the breakfast.

"The cook says tell you, sah," he said, "he jes' can't 'liminate no eggs dis mawnin'."

"Now, see here," said Green, in apparent anger, "I never before was at a hotel where I could not have my eggs eliminated. Go tell the cook that and tell him to eliminate those eggs double sudden or I shall complain to the manager."

Away went the waiter, but returned almost immediately, followed by the cook.

"I come to 'splain to you mysef bout dem eggs, sah," said the excited chef. "I ain't been here only a week an' I don't wan to lose my job an' dis is de vey first ordah I had for 'lim'nate eggs since I come. I was goin' to 'lim'nate 'em right off, but when I looked round for de 'lim'nator dey ain't got none. Co'se I can't 'lim'nate eggs 'thout a 'lim'nator, but I's goin' to have the boss git one dis vey day an' if you'll 'scuse me I'll 'lim'nate yo' eggs better'n you've evah had 'em 'lim'nated befo'!"

#### An Ideal Match.

"So they are married?"  
 "Yes; they were married last Friday in East Liverpool."  
 "He is a champion golfer, I understand."  
 "Yes, he's a champion golfer."  
 "And the girl?"  
 "Is a champion bridge player."  
 "Where do they propose to live?"  
 "With the bride's father. He's a champion bricklayer."

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

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

#### Hammond Dairy Feed

"The World's Most Famous Milk Producer"  
**LIVE DEALERS WRITE**

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

#### H. WEIDEN & SONS

Dealers in Hides, Pelts, Furs, Wool, Tallow Cracklings, Etc.

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

#### Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

#### Watson - Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

#### IMPORTANT

#### Retail Grocers



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

**Baker's Cocoa and Chocolate**

Registered U.S. Pat. off with the trade-mark on the packages.

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

MADE ONLY BY

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



#### 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.**

#### Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

#### Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

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

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

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

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

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

**MOSELEY BROTHERS**

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

#### M. Piowaty & Sons

Receivers and Shippers of all Kinds of

#### Fruits and Vegetables

**GRAND RAPIDS, MICHIGAN**

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

#### 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



#### Plans for Michigan Bankers Meeting In June.

The annual meeting of the Michigan Bankers Association will be held in Lansing in June and a large attendance from all parts of the State is expected. The programme has not yet been announced, but no doubt it will include a review of the legislation enacted at the recent session of lawmakers, a discussion of Michigan's clumsy and as yet untried blue sky law, and a consideration of the standing subject of currency reform through congressional legislation. The meeting will not be confined strictly to business, as the Lansing bankers and business men are planning to give the visitors as good a time as possible on the side and between sessions.

One of the important committees of the Association is that which deals with agricultural and the farming interests, and of which Robert D. Graham, of this city, is a member. This committee does not make much noise in the convention, but nevertheless it has had much influence in the State in the matter of easier and better financing of the farmers. This matter of the farmer may not make a strong appeal to the big city banker, but in the smaller towns the bankers fully realize the close relations between agricultural and city prosperity, and it may be said, without exaggeration, that the bankers have done as much and perhaps more in the agricultural uplift movement than any other class. Their activity is not confined to the mere dollar transactions, but in many parts of the State the banker is a leader in the movement for better farming, as well as more of it. This is especially true in the fruit growing districts around Traverse City, tributary to Ludington and in the Kalamazoo district. In taking an active and effective interest in farming and farm promotion the Michigan bankers are not alone. The bankers are doing it all over the country, in nearly every state, in some states along similar lines as in Michigan and in other states on new lines. In Wisconsin the bankers issue agricultural bulletins and distribute them through the banks and, in addition, furnish the prizes for seed contests and are active promoters of the local, district and state fairs. In Texas the State Association has appointed a banker sub-chairman in every county and in seven counties demonstration work is carried on, and this work is to be extended into every county in the State. In Alabama the State bankers are co-operating with farmers in carrying

out a plan for agricultural education and development. In Illinois farm demonstrators have been established in many of the counties and the bankers are backing a bill appropriating funds for educational and vocational work. Kansas is moving along similar lines. The bankers of Minnesota held a conference with the farmers of Minnesota and of North and South Dakota last fall for the discussion of agricultural topics, and an appropriation has been secured from the Minnesota Legislature of \$50,000 to carry on demonstration work. New Jersey has created a State farm demonstrator with a deputy in every county to advise the farmers and to help them. Missouri, Oklahoma, Pennsylvania, Idaho, Oregon, South Carolina, Tennessee and several of the other states are promoting better agricultural methods in various ways and encouraging the farmer along educational lines, and in every instance the bankers of the State are backing the measures, both with their influence and money. This work may not be entirely unselfish. A poor farmer is a poor customer for any bank, while a progressive and prosperous farmer is a good thing for everybody. The banks are interested in having as many good farmers in his district as possible, and this is why the bankers are doing all they can to help the uplift. They may not be unselfish, but what they are doing is a mighty good thing for the country and will add to the general prosperity.

The death of Lester J. Rindge leaves vacancies on the boards of the Grand Rapids National City, the City Trust and Savings, and the Grand Rapids Savings Banks. The banks will take appropriate action commemorating his memory and services, but it is unlikely that the vacancies will be filled immediately.

Louis Kanitz has been elected President of the Union National Bank of Muskegon to succeed Wm. Brinan, deceased. Mr. Kanitz has been a director in the Bank and its Vice-President since its organization in 1889.

The plan for the merger of the Union Railway Gas and Electric, the Springfield Light and the Michigan Railways companies into the Commonwealth Power Company and Light Company, announced April 26, has been declared operative. The plan provides for an immediate increase of the Commonwealth capitalization to \$16,000,000 preferred, and \$15,500,000 common stock and \$5,500,000 common stock to be issued later, and also for \$7,500,000 short term bonds convert-

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

### Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

## Fourth National Bank

Savings Deposits

3

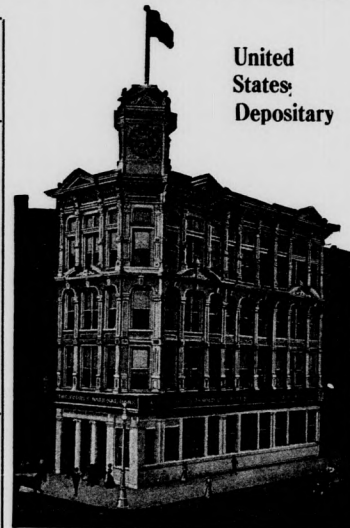
Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

Capital Stock

\$300,000

United States Depository



Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Surplus and Undivided Profits \$250,000

### 2 1/2% Every Six Months

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

**\$100.00 Bonds—5% a Year**

THE MICHIGAN TRUST CO.

We can safely invest as low as 10% to net 6% or better and in local securities with established earnings.

They are saleable should you want money.

Wouldn't it be well to consult with us?

Local Securities Department

**HOWE, CORRIGAN & COMPANY**

Citizens 1122

533-535 Michigan Trust Building  
Grand Rapids, Mich

Bell M 229



able into preferred stock after three years. The proceeds from the bond issue are to be used in building the Kalamazoo interurban, buying the Michigan Central branch from Allegan to Battle Creek and electrifying it and acquiring the Manistee water power and development. The bond issue was subject to subscription rights to the Commonwealth and Union stockholders to 30 per cent. of their holdings and a high tribute to the confidence of the investing public in the company has been shown by the fact that about 80 per cent. of the rights were exercised. This is the more remarkable when the conditions of the financial market are considered and the fate that has befallen some of the financing of the big railroad companies. The bonds not subscribed for have been taken over by a syndicate and will be marketed at 97½, or 2½ points above the subscriptions. The success of this financing will ensure the continuation of the development work along interurban and power lines in Michigan and thus will be a good thing for the State.

Henry Idema is planning a two months' automobile trip abroad this summer, leaving in June with G. Von Platten as a traveling companion.

An added cause of hesitation is the new tariff and its possible effect upon values. It is well understood that the bill as passed by the House will seriously affect many special interests, and there is strong hope that the extreme cuts will be modified in the Senate before the bill becomes law. Business as a whole will not be largely affected by the new bill. The financial situation abroad has visibly bettered owing to further improvement in international relations. That unsatisfactory monetary conditions are not confined to the United States is shown by similar situation prevailing in Europe. A number of government loans have recently met with poor success, the latest example being the Brazilian \$55,000,000 loan, of which the underwriters, the Rothschilds, were compelled to take 90 per cent. at a discount. The European financial situation is materially affected by payments for the Balkan war, which are likely to result in at least \$500,000,000 new state issues. Added to this is the tremendous burden of armed peace, which a prominent French economist has recently estimated costs the principal governments of Europe not less than two billion dollars per annum. Here is an enormous wastage of capital, not to speak of the two and a half million men employed in the armies and navies of Europe and thus withdrawn from productive occupations. The resumption of gold exports to Paris attracted some local attention, but as this was part of a transaction to strengthen the Bank of France and does not mean any general efflux at this season, it should not be regarded as particularly important. A favorable feature and a good offset to these conditions will be the gradual release of the \$3,000,000,000 of hoardings that followed the Balkan war.

George M. Reynolds, President of the Continental and Commercial National Bank, Chicago, believes the present is no time for pessimism. He says the bright spots in business predominate and trade is not experiencing an unreasonable or unseasonable recession. "Bonds and stocks are at such a low level," he said, "and the country is so rich from its crop yields that doubt should not exist in the minds of people concerning the future of this country. Tariff changes may cause a moderate halt in business, but that will not be a halt. The country is in a position to stand a revision of the tariff and there is no ground for apprehension. Our reserves are now in satisfactory condition, and I feel the banks will work through the coming autumn without serious disturbance, provided the present policy of prudence in borrowing and in lending is continued. Money may grow a little easier, but will, I think, be fairly close throughout the remainder of the year. It is possible that certain disturbing factors, to the extent that they have contributed to conservatism in business, may prove of general benefit. Money has been too easy. By this I mean promotions have been facilitated to an undue extent, resulting in an output of securities on which banks are not warranted in extending much credit. We are, however, trying to help along this situation, though undeniably it is a time for the banks to be less liberal in their acceptance of security for loans. Rates will remain relatively high. Banks must have their day in the general business reckoning, and the present is a season for adjustment of credits on conservative lines."

#### Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	75	80
Am. Gas & Elec. Co., Pfd.	43	45
Am. Light & Trac. Co., Com.	371	377
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	60	62
Am. Public Utilities, Pfd.	73	76
Can. Puget Sound Lbr.	1¼	2
Cities Service Co., Com.		105
Cities Service Co., Pfd.	84	86
Citizens' Telephone	93	94
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	64	67
Comw'th Pr. Ry. & Lt. Pfd.	85	87
Elec. Bond Deposit, Pfd.	71	75
Fourth National Bank	212	
Furniture City Brewing Co.	59½	60
Globe Knitting Works, Com.	125	140
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	288	
Lincoln Gas & Elec. Co.	30	34
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.		37
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	88	90
Old National Bank	207	
Pacific Gas & Elec. Co., Com.	49½	50½
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	19	21
Tennessee Ry. Lt. & Pr., Com.	17	19
Utilities Improvement Co., Pfd.	70	74
Utilities Improvement Co., Com.	57	59
Utilities Improvement Co., Com.	60	62
United Light & Ry., Com.	74½	76
United Light & Ry., 1st Pfd.	73	80
United Light & Ry., 2nd 1½.		
(old)	75	77
United Light & Ry., 2nd Pfd.		
(new)	71	73
Bonds.		
Chattanooga Gas Co.	1927	95
Denver Gas & Elec. Co.	1949	95½
Flint Gas Co.	1924	96
G. R. Edison Co.	1916	98½
G. R. Gas Light Co.	1915	99½
G. R. Railway Co.	1916	100
Kalamazoo Gas Co.	1920	95
Saginaw City Gas Co.	1916	99

\*Ex-dividend.  
May 21, 1913.

The man who spends much time in wishing he had a private office is usually a man who wouldn't know what to do in such a place if he had the chance.

## 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 3½ % 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 an *every-day necessity* in more than 20 cities and towns with an aggregate population of over a half MILLION PEOPLE. Its first preferred stock nets over 7½ % at present quotations.

Local Securities Department

HOWE, CORRIGAN & COMPANY

Michigan Trust Bldg.  
GRAND RAPIDS, MICH.

*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 7½%.*

Write for further particulars to

Kelsey, Brewer & Company

Bankers  
Engineers - Operators

Mich. Trust Bldg.  
Grand Rapids, Michigan

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.

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

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

GRAND RAPIDS SAVINGS BANK

G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar

These Be Our Leaders



### Cleanliness and Comfort in Rest Room and Lavatory.

Written for the Tradesman.

"The merchant is not the boss of the store. The real boss is the customer. Her word is law, her will is law. If there are no customers there is no business, no business means no store, no store means no clerks, and so on. The basis of all things, as applied to stores, is the customer."

The idea contained in this paragraph quoted from "Signs of the Times," an advertising journal, is true and well expressed. The customer certainly is the real boss of every store and her will is or should be law. But her manner of expressing her will, unlike that of the usual manager or boss so called, is indirect. Ordinarily she does not tell any merchant what to do—she just goes where they do things in a way that pleases her. She does not correct mistakes in management—she simply takes her patronage, or as much of it as possible, where the obnoxious mistakes do not occur.

Apply this principle to the women's rest room and lavatory. In every large dry goods or department store the question "Where is your Women's Rest Room?" is very frequently asked of the floorwalkers and of the salespeople at the various counters and tables. "What is your Women's Rest Room?" is a question which every enterprising merchant may well ask himself; for the rest room and lavatory are prominent among the adjuncts which place a store in a favorable light or the reverse with women.

The lavatory is really of greater importance than the rest room. The following conversation between two dainty, refined, well-educated women is illuminative:

"Isn't this lavatory just exquisitely clean and so well appointed! It is rare indeed to see one so nice."

"It is the best in the city I really think. At R's they have one that is fairly good, though not quite so perfect as this. I always make it a point to come in here to freshen up when I am down town for several hours shopping. At some of the stores—even the large ones where one would think they could afford as good as there is—these places are unspeakably shabby and poorly kept. Foul-smelling toilets, messy bowls, and littered, dirty floors are, so far as my observation goes, the rule rather than the exception."

This conversation occurred in a large city, a city noted for its fine stores and the volume of its retail trade, one where at least a dozen

large stores are competing for the favor of customers.

The lavatory in question is certainly a gem and would bear comparison with the very best to be found in the most faultlessly equipped depots, libraries, stores or other public institutions, or in fact with the bath room in a well-kept private house.

It evidently was planned to satisfy the requirements of fastidious women and two aims were kept sharply in view—to offer every convenience and to maintain perfect cleanliness. It is clean, clean, clean. The plumbing is the best—there is no odor to offend the most sensitive nose. The walls up five or six feet from the floor are tiled with white glazed tile; the floor, which is scrubbed every night, is of unglazed tile. There are good mirrors, hooks for hanging wraps, and stands for holding packages and hand bags. Above the bowls are contrivances holding semi-liquid soap, of which each user obtains just what she needs and no more. These little fixtures make for both tidiness and economy. The bowls are frequently washed out by the attendant and plenty of clean towels are provided.

I have before touched upon the subject of rest rooms and lavatories and have urged the merchants in the smaller cities and towns to provide these accommodations. Perhaps so much elegance as that just described can not well be afforded by any but a very large establishment; but the same principles of cleanliness and convenience may be carried out in a small room with linoleum on the floor and walls enamel-painted or covered with white or light-colored oil-cloth.

In the large city store where a considerable number of women and children may be in the wash room at the same time, great care should be taken to have all so arranged that escape would be easy in case of fire. There are stores in which the toilet rooms are reached by a narrow passage which may be up one, two, or three steps from the adjoining room. A sudden alarm and panic and injury if not loss of life would be inevitable.

As has been said, the equipment of the rest room is not so important as that of the lavatory. If close economy must be practiced, use cheaper furnishings in the one, not poor plumbing in the other.

A very plain room, if light, clean, well-ventilated, warmed in winter and fairly cool in hot weather, provided with easy seats and a lounge, will afford an endless amount of comfort to the women patrons of a store.

## Send Us Your Mail Orders for Ladies Mercerized Hose



WE have them in medium weight with rib top, gauze, medium, and heavy weight, in regular and out sizes, with wide double top and double sole, heel and toe, and high spliced heel. These are extra fine quality to retail at 25c per pair. Anticipate your wants while the stock is complete.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

# Ha-Ka-Rac

The Standard Line of Gloves and Mittens which you will want to see before you buy.

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

The Perry Glove and Mitten Co. Perry, Mich.



(Trade Mark Reg. U. S. Pat. Off., and Foreign Countries)



## A Cool Proposition for Hot Weather

The best known fastest selling summer underwear for men and boys.

PAUL STEKETEE & SONS  
Wholesale Dry Goods Grand Rapids, Mich.  
Distributors for Western Michigan



Indeed, there is opportunity for the widest range of expenditure and the exercise of greatly varying tastes in equipping a rest room. For a small concern a place no more pretentious than the living room of a farm house may answer for the purpose admirably; while for the fashionable city store, catering to the highest class of trade, furnishings as elegant as those of a fine parlor in a private home may be a good investment of money.

In any case let the keynotes be cleanliness, comfort, and simplicity. With the rest room as with the lavatory, plan it so that it may be cleaned with a minimum amount of labor, for cleanings must be frequent.

There should be easy chairs, most of them rockers. One or more children's rockers are very good. Wooden chairs if comfortable in design are more acceptable to the fastidiously neat woman than any upholstered chair, even though the latter be leather-covered. A rest room is a public place and is used by all kinds and conditions of people. For this reason, if the lounge and pillows provided for the use of customers who may be very tired or temporarily ill can be furnished with covers quickly removed and easily laundered, they will be in keeping with present day ideas of sanitation. Never before were noses so sensitive as now nor imaginations so active regarding germs and dirt.

There should be a good-sized table, drinking water and a clock—these about complete the list of what may be termed essentials. If there can be added magazines and papers on the table, one or more writing desks with or without stationery furnished by the firm, a telephone and a stamp machine—be sure these accessories will be appreciated. Calendars with plain figures should hang on the wall. If good pictures can be afforded they will serve to make the place more attractive.

In this connection it may be mentioned that a few stores provide seats other than the usual counter seats on the main floor. This shows genuine thoughtfulness and knowledge of customers' likings. These seats may be large enough to hold three or four or a half a dozen, and should be placed where they will be readily accessible but still not act as obstructions. Many who become tired while shopping like to drop down and rest a few moments, and they are pleased to find a seat close at hand. During these times of cessation from active buying, their eyes are taking in every display within their range of vision.

Fabrix.

#### It Means Money for You.

If you are throwing away profits through the continual holding of sales and the constant offering of bargains it will pay you to study with all your might how to bring about the general establishment of a wiser, more scientific and more efficient policy. Why educate your customers to "buy cheap," when you can teach or train them to pay a fair, remunerative price?

No doubt, a remedy for the continuous performance in price-cutting by retailers, the constant offering of baits in the form of concessions—too often alleged, rather than actual—will be hard to find. But mere difficulty should not deter the retailers, who alone are responsible for this unfortunate condition, from earnestly seeking a road to reform, especially when that reform is so essential to prosperity and progress. And we believe that when the retail dry goods trade in general wakes up to the absurdity of the present policy and to the seriousness of the dangers it involves, the way to better things will be discovered. The desirable, the necessary course is to make recognition of the evils of the present system the rule, rather than the exception. For general recognition surely must lead to gradual reform.

The first step is to talk style, quality and service, rather than price, and to make such price concessions as shall be offered the exception, rather than the rule. Not how cheap, but how desirable, from the standpoint of fashionableness, of utility or of durability, or of all three—that is the point which the merchant will more and more put forward as his attraction to the public. —Dry Goods Economist.

#### The A. B. C. of 5, 10 and 25 Cent Goods.

Written for the Tradesman.

Did you ever see the crowds that a syndicate store draws, Mondays and Tuesdays, Wednesdays and Thursdays, Fridays and Saturdays?

Did it ever strike you that these evidences of business done and profits made could be reproduced in your own store?

These crowds are not composed of people who are constitutionally unable to buy goods outside a syndicate store. But they are financially unable to buy goods from anyone who doesn't specialize in popular prices.

Of course, a department of goods to be sold for puny nickels, dimes and quarters doesn't loom very large to some merchants, but it would loom large enough to eclipse their own business if one of these "chicken feed" stores should bob up next door.

These syndicate stores have a habit of "bobbing up" in just those towns where merchants show indifference to 5, 10 and 25 cent departments.

These "specialists" have their eyes fixed on coins of small denomination and a town whose merchants scorn small sales, or merely avoid going after them, are usually the favorite camping grounds of the "small sales store."

By the way, nickel and dime sales don't seem to "sicken" the cigar store chains; street car companies manage to stagger along; and the last financial statements of the syndicate have a mighty profitable sound.

In fact, a great many shrewd people have concluded that the nickel, dime and quarter spender is a pretty good thing to go after.

One of the principal recommendations is based on the fact that it often

changes the store installing it from a slow turn establishment to one that turns its stocks quickly. The goods that go with 5, 10 and 25 cent departments not only sell at a profit, but have a habit of injecting ginger into all the lines which come into contact with them.

Here are two illustrations that need no explanation:—they carry their own record with them:

1. Scouts for the syndicate usually "pass up" a town the stores of which possess strong 5, 10 and 25 cent departments.

2. An Eastern department store has even gone so far as to install a complete variety store in its main building.

Any merchant can imitate this store by putting in a small replica of the conventional 5, 10 and 25 cent establishment.

Paraphrasing the words of a famous advertiser, "It will do the rest."

Anderson Pace.

#### Hoped for the Best.

"How did Biggs take the news of his wife's running away?"

"Calmly enough. He seemed glad that the man she ran away with was Graftmann."

"Why so?"

"Graftman, he said, was never known to return anything yet."

#### It Is Ever Thus.

Just as soon as a man succeeds in getting on Easy street somebody comes along and begins to tear up the pavement there.

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.

## 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.

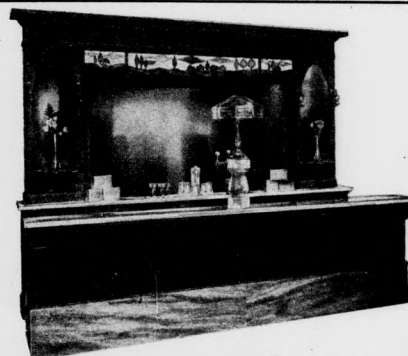
GODFREY GUNDRUM.

The successful grocer makes it a point to please his customers. Have you ever noticed that all of them sell FLEISCHMANN'S YEAST? They wouldn't do it unless it pleased their customers. They also consider the profit, which makes it worth their while. 🍞 🍞 🍞 🍞 🍞

Save  
Ice Bills

Save  
Ice Cream

Save  
Syrups  
and  
Fruits

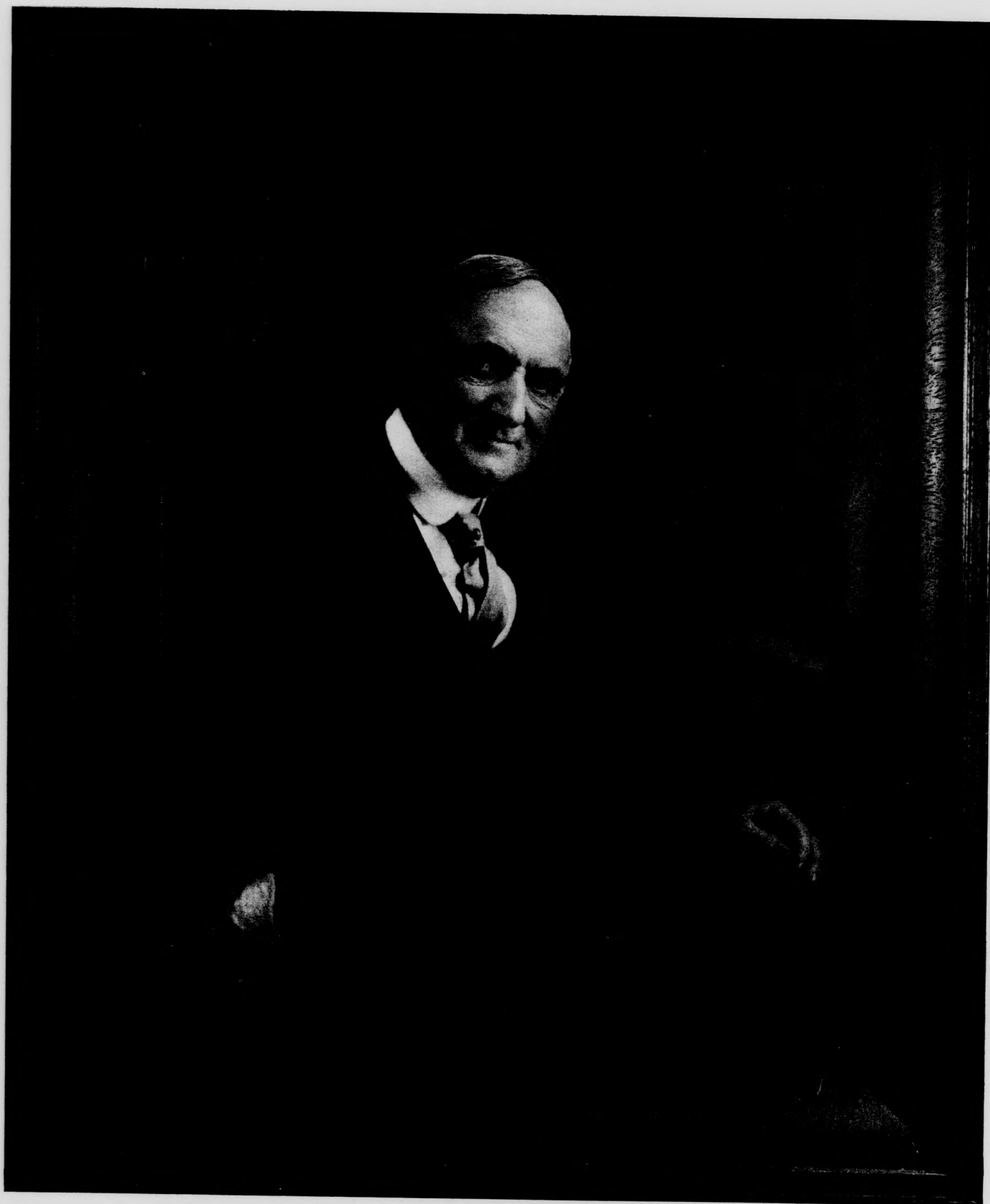


Serve  
the  
Coldest  
Soda  
Water  
and  
Ice Cream  
in  
Town

#### 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.



LESTER J. RINDGE.



## LESTER J. RINDGE

Died May 15, 1913.

With heavy hearts we announce the death of our honored associate, Lester J. Rindge, who devoted forty-nine consecutive years to the upbuilding of the business of this house. His daily life impressed all who knew him as a devoted father, a loving husband, a zealous business man and a patriotic citizen. Possessing exceptional judgment, rare executive ability and an unusually analytical mind, he leaves an indelible impress upon every interest with which he was identified. No eulogy can increase the lustre of his name or add to the priceless heritage he has left us in the record of a well-spent life.

Rindge, Kalmbach, Logie &amp; Co., Ltd.

Lester J. Rindge, prominent business man and public spirited citizen, died suddenly last Thursday morning at the home of his daughter, Mrs. Henry T. Heald, 538 Madison avenue S. E. Although he had been in poor health for a number of months death came unexpectedly. Mr. Rindge was in his usual state of health on Wednesday and retired Wednesday night without any appearance of illness. Sometime during the night he passed away, and was found lifeless in the morning when an attempt was made to awaken him.

The attending physician stated that death was due to a blood clot on the brain. It is thought that the death of his business partner, William Logie, last fall which was a great shock to him, was instrumental in breaking down his health. He had been associated with Mr. Logie for many years, and a strong bond of friendship existed between them.

Deceased was senior member of the Rindge, Kalmbach, Logie & Co., Ltd., which remained his principal business interest to the time of his death. Mr. Rindge was President of the Grand Rapids Paper Box Co., and Vice President of the Grand Rapids Railway Co. He served as director in the following institutions: Grand Rapids Gas Light Co., Citizens' Telephone Co., Grand Rapids National City Bank, City Trust and Savings Bank, and the Grand Rapids Savings Bank. He was the first President of the Grand Rapids Boulevard Association, which he likewise founded, and aside from being first Vice President of the Board of Trade (now the Association of Commerce) he was one of its organizers.

Mr. Rindge was one of the board of directors of the U. B. A. hospital, in which he was deeply interested. He paid frequent visits to the hospital, even during the last months of his life, when he was unable to devote the customary time to business cares, owing to failing health. For several years he was a member of the Board of Police and Fire Commissioners, as well as of the Park and Cemetery Commission. He was also a director of the West Michigan State Fair Association.

Deceased is survived by two children, Harry C. Rindge, 608 Windsor terrace, S. E., and Mrs. Henry T. Heald. Also a brother, William Rindge, 227 Charles avenue.

Funeral services were held at the Heald residence on Madison avenue

Saturday afternoon at 2 o'clock, conducted by Dr. Dan F. Bradley and Dr. Edwin W. Bishop. The remains were interred in the family lot in Oakhill cemetery.

## Biographical.

Lester J. Rindge was born 71 years ago in Sherburne, Chenango county, N. Y. Coming to Grand Rapids when this whole section was a veritable wilderness, he literally "grew up with the country." During his boyhood educational advantages were very limited, even in the older sections of the country, and on the frontier were the crudest of the crude. Not only so, but work was the order of the day, for boys as well as for men, and at an early age, Lester Rindge left school and entered the employ of Smith & Waterman, grocers on Canal street, about opposite Huron street. A few months later a better position was offered him by John W. Peirce, general dealer, corner of Erie and Canal streets, and he accepted, remaining with Mr. Peirce eight years. This was his last situation, as at the end of that time he entered into partnership with George Whitley, under the style of Whitley & Rindge, for the sale of boots and shoes. For fifteen months the firm did business in a small wooden building, 20x40 feet in dimensions, located where the Nelson & Matter Furniture Co.'s showrooms now are. They then moved to the Clancy block, 8 Canal street, and the firm name was changed to Whitley, Rindge & Co., John Bertsch and Isaac Cappon being admitted to partnership. A small jobbing trade had been done by the firm for some time, but now they embarked in the wholesale business in earnest, and, in the spring of 1866, Mr. Rindge went on the road. He was the first traveling shoe salesman out of the Grand Rapids market. In January, 1867, the business was removed to 16 Canal street, where Rindge, Krekel & Co. are now located. One year later Mr. Whitley retired and the firm became L. J. Rindge & Co. In 1870 Messrs. Cappon and Bertsch sold their interests in the business to Christian Bertsch, Frederick Krekel, Godfrey and J. George Kalmbach, the firm name remaining the same until 1878, when the wholesale department was removed to the corner of Pearl and Campau streets, and the firm style was changed to Rindge, Bertsch & Co. This copartnership continued until January, 1893, when Christian Bertsch retired, and the firm name was

## A Line of Shoes

That Satisfies  
The Man  
Who Works



No. 402—Black Elk Blucher. Our own tannage Solid leather all through. A1 quality.



No. 470—Chocolate Re-tanned Chrome, 8 inch outing shoe. Indestructible chrome leather outsole.



No. 494—Chocolate Veal. Extra quality. Made for extreme service. A trade builder.

## Hirth-Krause Co.

Hide to Shoe  
Tanners and Shoe Manufacturers  
Grand Rapids, Mich.

Buy Rouge Rex Shoes for the workmen's trade. Complete catalogue for the asking.

It Rests  
The Nerves

Any Woman Can  
Wear It

The Only Successful Health  
Heel Cushion Shoe  
on the Market

It contains an invisible, soft, springy, elastic, pneumatic heel cushion, which eliminates strain and jar to the nerves of the foot.

It prevents the nails in the heels of the shoes from coming in contact with the foot.

It is built on especially designed patented comfort last, which allows space for the cushion, instead of taking up room intended for the foot. High quality of leather and best of workmanship. Illustrated booklet upon request.

Agents wanted everywhere.

S. J. Pentler Shoe Mfg. Co.

Milwaukee, Wis.

Patentees and Exclusive Distributors



Health  
Cushion Heel  
Shoes



Prominent Physicians  
term it a  
Nerve Ease Shoe

changed to Rindge, Kalmbach & Co. The name was subsequently changed to Rindge, Kalmbach, Logie & Co., Ltd., and for the past fifteen years it has occupied its own building, six stories and basement, at the intersection of Fulton, Ionia and Louis streets.

The firm of Whitley, Rindge & Co. were the first shoe jobbers in Grand Rapids, and among the very first to engage in the jobbing trade in any line in the city. L. H. Randall & Co. were jobbers of groceries at that time, but no member of that firm as then constituted is now in the business. The late Charles N. Shepard had quite a wholesale drug trade, but he is gone, and the personnel of the house is completely changed. W. D. Foster did a wholesale as well as a retail hardware business, but he, too, has long ago joined the great Silent Majority, and none of the old firm are now in business, whereas Mr. Rindge had been for forty-nine consecutive years actively engaged in the shoe business. Though the style of the firm has changed several times Mr. Rindge's name has never been eliminated from it, and has always occupied a prominent place in it.

In an interview with the writer in 1894, Mr. Rindge remarked: "Not many of the old timers are now in business, and many of them have closed their earthly books of account altogether. I can hardly be called an old man yet, but it makes me feel somewhat patriarchal to remember that I antedate almost every active business man in the city. Those were the days that tried a man's mettle, and brought out the best that was in him. No loafer or shirk could possibly succeed, for work—and the hardest kind of work—was the common lot of all. 'Rough and ready' was the watchword to which all answered. We were compelled to pull together in those days, too, and our customers were our personal friends. The country was new, the roads were bad, and the people poor, and it was often necessary to trust much to the innate honesty of human nature; and this much can be said, we were seldom deceived. Let me give you an illustration of how some men did business in those early days: One evening, when on one of my trips, I got stuck in the mud, and was compelled to put up for the night at the log house of a settler. After supper, we sat down for a chat before going to bed, and my host asked me if I knew W. D. Foster. On my answering in the affirmative, he said; 'I came to this country with next to nothing. We had no stove, and no plow—and badly needed both—and had no money to buy either. Finally, I made up my mind to go to Grand Rapids and see what I could do. I went to Mr. Foster and told him just how I was situated. After looking at me a moment he said, 'My friend, you must have a cook stove and you must have a plow—take them along with you, and pay me when you can.' Did Mr. Foster get his money? Of course he did, and that man would never have looked an honest man in the face again if he had bought hardware of

any one else. This is only one of many proofs of his kindness of heart, which made him honored and loved wherever he was known.

"In the fall of 1866, shortly after I went on the road, the roads were the worst ever known in this section. Between here and Newaygo they were exceptionally bad, and no livery man would let out a buggy. I left Grand Rapids one morning in a skeleton wagon with a team attached and reached Newaygo at 5 o'clock in the evening. The stage left Grand Rapids about the same time I did, and about 11 o'clock at night the passengers walked into the hotel, tired out and covered with mud. The stage had broken down about twelve miles out and they had come in on foot. I was accompanied on that trip by Julius Houseman, one of the jolliest and most entertaining traveling companions who ever lived. We got an early start from Newaygo the morning after our arrival, and reached Croton in time to finish our business before dinner. After dinner we started for Big Rapids. About dark we reached a place then called Rogers, but now known as Mecosta, and put up for the night. The 'hotel' was a log building, and we occupied a room with twenty others, sleeping in bunks. We left Rogers at 6 o'clock the next morning and reached Big Rapids at 3 in the afternoon, having made six miles in that time, and for a mile and a half of that distance the road was good. The mud reached to the horses' collars, and much of the time we couldn't see the axles. A tug came unhitched on that trip, and I, as the younger man of the two, thought I ought to get out and fasten it. Mr. Houseman thought that was hardly fair, and we sat there and argued about who should get out in the mud and hitch that tug. It wasn't a very desirable job, and so I finally suggested that we draw cuts. Julius prepared the cuts and we drew—I hitched the tug. On another occasion I was accompanied by Julius Houseman, D. K. Hurlburt and C. M. Goodrich. Night overtook us between Croton and Big Rapids, at a hotel called Mitchell's. It was two log houses, side by side, with a passage way between, one side occupied by the family and the other by guests. The sleeping apartments were above the dining room and were ranged around the room like stalls in a stable. The tables were simply rough boards guiltless of tablecloths or napkins. Rude benches were the seats. Our evening repast that night was interrupted by Charley Goodrich, who suddenly dropped his knife and fork, threw up both hands, opened his mouth, which was noted for its capacity, and excitedly exclaimed, 'Look! look!' at the same time pointing to the other side of the room. Looking in the direction he indicated we discovered the corpse of a man, from which our waitress had, in passing, carelessly pulled the covering in such a manner as to expose the lower limbs. Did it spoil our appetite? Not much. Any man who could eat at that ranch was not likely to have his digestion impaired by such a trivial

## How About Your Velvets?

Here is a lively one



No. 6882—Woman's Black Velvet 4 Button Oxford. McKay @ \$1.85

No. 6881 is the 2 strap Pump at \$1.85

Try them out and you'll get the business.

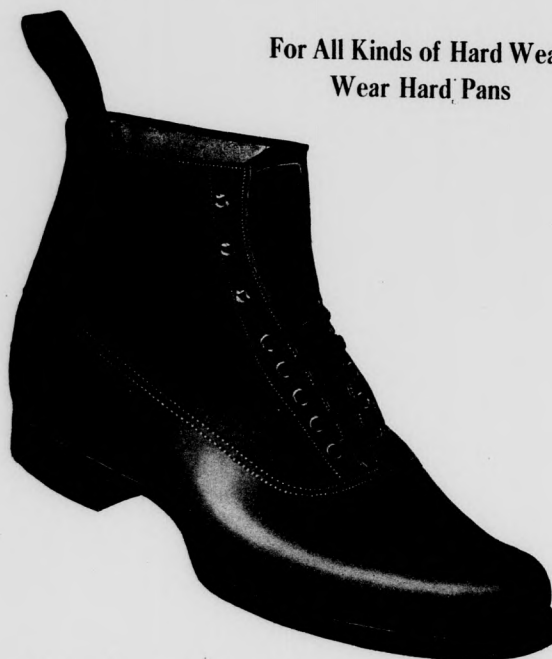
Terms: 10% discount in 10 days. 30 days net.

### Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

For All Kinds of Hard Wear  
Wear Hard Pans



Give this advice to farmers, blacksmiths, and all others who do hard work of any kind and you will win out with the cash pay trade. Made only by

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



occurrence as discovering a corpse in the room. D. K. Hurlburt and myself put up one night at a certain hostelry in Holland. The door of our room had no lock, but there were two beds in the room and we put one of them against the door in such a manner as to fasten it securely. That night the landlord and another man robbed everybody in the house except us two. We heard them at our door, but they could not get in and we escaped. They skipped to Chicago that night and were never heard of again. You see, we would sell on one trip and collect the next, and it was no uncommon occurrence for me to be on the road on a dark night with several thousand dollars on my person. I carried a pistol, but I was afraid it might go off and injure me, and so I put it away down in the bottom of the box under the seat. I never had occasion to use it, and I was on the road sixteen years when the country was at its wildest. Speaking of being on the road, for a good share of the time I traveled for the house, I had to get out my own orders, packing and shipping them myself when I got home. But the first thing I did when I got home was to go out into the woodshed, strip and turn my pockets inside out, and get rid of the bedbugs and other acquisitions which I was almost sure to pick up, especially on my Northern trips. Those log houses were full of them. My wife wouldn't let me into the house until she was sure I was rid of them.

"Grand Rapids had only one railroad when we began jobbing, most of our goods coming across the lake from Chicago to Grand Haven and up Grand River to this place. If we were in a hurry for them we had them shipped by rail to Kalamazoo and teamed the rest of the distance."

Mr. Rindge enjoyed in a high degree the esteem and confidence of the business community. His word was as good as his bond. He was beloved and honored by his associates and employees, and respected by all who knew him. A good judge of men, he gathered about him a working force which for skill and efficiency would hardly be surpassed. Mr. Rindge was in no sense either a club or society man.

He was an excellent credit man and was seldom called upon to compromise a claim or close out a debtor. He was always a leading spirit in every public movement having for its object the enlargement of trade, the improvement of the city or the enhancement of the morals of the people. Whether the work in hand was the raising of funds for a hospital or a fair association; whether the duties to be performed were in line with his avocation or were voluntarily assumed for "the good of the cause," he never failed to do his full share nor to do it well. Conservative to a marked degree and accustomed to carefully consider every step he took, he acted with promptness and precision and his decisions were invariably in line with progress and good business policy.

#### Personal Appreciation of the Late Mr. Rindge.

Lester J. Rindge was a citizen in the broadest sense and wrought well for the public good. He encouraged our manufacturing and commercial enterprises, fostered our industries, and helped to build and maintain our schools and churches, not for the sake of policy but from a purely unselfish motive—a sincere interest in the public welfare. He was, first of all, an honest man, upright, unaffected, sincere. There was no duplicity in his makeup. He was the same every day and everywhere. In his home, in his office, in his factory, among his business associates, and away from home in distant cities, he was the same frank, honest, dependable man.

He was a man of admirable mental poise. He was resolute without stubbornness, and deferential without undue pliancy. Misfortune did not greatly depress him and success produced no undue elation. His conserv-

ward his business associates, just and magnanimous toward his employees and kind and courteous to all. He was popular, not because he sought moral worth. He would have been to be so but solely because of his great so anywhere. Had he chosen to take up his residence and prosecute his labors in a great metropolis, where genius is far more in evidence and competition a hundred-fold more keen than in a city like ours, such were his abilities that he must, nevertheless, have stamped the impress of his personality upon that larger community, even as he has done here. A large hearted, well rounded, manly man, from his youth he enjoyed the unbounded confidence of all who knew him and he won a place in our hearts of which we ourselves were scarcely aware!

He was a man of ideals, and his ideals were noble, one of the world's practical dreamers, whose "heads are full of empires and whose hearts are full of millenniums." His civic pride and philanthropic spirit made him

brother is not dead. His memory and influence live here in our hearts, and his spirit lives in glory everlasting. When the day goes out through the sunset gates and night wraps its somber mantle about the world we do not despair. We know that the sun will rise in the morning and bathe all the hilltops with his splendor. So as we watch our brother go out through the gates of sunset, let us not sigh and grow sick at heart, but let us trust and hope and wait for the morning, when we shall meet him again, where the Sun of Immortality bathes all the heavenly hilltops in a blaze of glory!

Farewell, brother; farewell! May the flowers bloom sweetly around thy narrow bed and angels guard thy sacred dust until the morning! We will hold thee fast in our affections while we walk the ways of men, and meet thee where the sunlight never fades! Goodbye. S.

#### Give Credit for Ideas.

I remember reading a poem once in which certain types of architecture were referred to as "dreams wrought in masonry." This seemed mere poetry at first, but as I think of it now it seems to be the truth.

Take that tall office building yonder, with the light gleaming from every window, tier on tier. All that was once the dream of one man. Before the first stone was laid, before the architect's plans were drawn, there was a time when one man said to another, "Let us put up a great building there." And before that first audible expression the building existed only as an idea, a thought, or I might say, a dream, in the mind of that man. He walked its corridors when it was still a dream. But now it is a "dream wrought in masonry."

Every building, bridge, railroad, steamship, machine, book, organization, or government in the world—every one—was once an unexpressed thought like that.

Great credit is due those who first conceive the ideas that underlie the world's work. Frank Stowell.

#### China Wants Ideas for New Alphabet.

Suggestions for a new alphabet have been called for by the Chinese republic with the intention of adopting the one which is best. What is wanted are "signs which are simple in form, as few as possible, and adequate to express all the various sounds commonly used in the principal Chinese dialects." A conference of learned mandarins was recently called by the minister of education to work out the alphabet, but the scholars finally agreed that they could not solve the problem alone, and made the recommendation for a public competition.



Portrait of Mr. Rindge, made from photograph taken twenty years ago.

atism was far from inertia, while his progressive ideas never ran to excessive enthusiasm. A man of fine balance of judgment and excellent self-possession, again he was a man of unusual breadth. He was a citizen of the world, in politics broader than any party, in religion larger than any sect. Yet his was not the breadth of shallow indifference. He had principles and was not ashamed of them; he had convictions and they were the convictions of a man. He was a liberal man—liberal toward the ideas of others, their principles or prejudices, their convictions or idiosyncrasies. He never judged hastily nor rashly condemned. Liberal with his money, every worthy public institution in our city can bear witness to substantial favors received at his hand, often in the very nick of time.

He was modest and deferential to-

yearn for a better day in the State of his adoption, a day of broader vision and more intense commercial, intellectual and spiritual activity among the people. And he not only dreamed and planned but he also lived and wrought, in a whole souled, practical way, for the attainment of these ends.

Concerning his own personal plans, he long ago had a vision, not a vision of fabulous wealth, of frenzied finance, or of slavish devotion to the endless grind of money-getting, but a vision of a competency accumulated, and a life of quiet retirement, a manhood spent in service and an old age crowned with happiness.

In the midst of his dreams his usefulness and his achievements, the grim reaper came, with relentless hand, and plucked away his spirit. His seemingly untimely death fills us with amazement and sorrow; but our





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

#### The Proper Purpose of An Accounting System.

There is a live, industrious merchant in St. Louis whose business had been constantly growing for several years. He is a resourceful man and devotes his entire time and thought to making his business grow.

The net results of his efforts were very meager. His stock was not increasing to any extent, and his bank balance seldom got above the danger line.

He knew he was doing a good business. His expenses were moderate and carefully watched. He was not getting the profit he should.

He couldn't tell where the trouble lay.

One day he decided to talk the whole thing over with his jobber—one of the largest wholesale hardware men in the country and ask him where and what the trouble was. In explaining the situation, he said:

"I have done my best to follow what I believe to be the best business methods. I have been careful in my buying, and devoted my time selling goods which pay me a profit on both my capital and salesmanship.

"I have tried to create store character and believe I have been successful in so doing. The people in my community have given me the best evidence of it by trading with me.

"My business, as you know, has been increasing year by year, and more than my expenses have increased. So, it seems to me that I ought to be making more money than I am.

"As you have been helpful to me in many ways, I have brought my books to you and ask you to show me if there isn't a screw loose somewhere, and if so, where is it."

Now the jobber knew that very many business failures are due to a want of right methods of bookkeeping, accounting methods that really show the actual results of efforts expended, so he said:

"All right, let's look your accounts over and find out what we can from them. How does your gross profit compare with a year ago? Are you averaging more or less than you did?"

"I don't know," was the reply. "I don't know any way I can find that out."

"How about your expenses," continued the jobber, "have they increased out of proportion to other things?"

To this the merchant could only say, "I don't know."

On looking over his accounts it was found that they had not been kept in such a way as to give him that information. Still, he had been doing more work than was necessary to keep his books correctly.

Where the money had come from, or where it had gone, or in what respect he had fallen back, there was nothing to indicate.

His accounts didn't account.

More work had been done than would have been necessary to show these essential things thoroughly.

To help out his customer the jobber loaned him a bookkeeper, who knew both the principles of accounting and the details of his business. This bookkeeper was able to apply the simple methods of one to the requirements of the other. He made the accounts account as they should.

The merchant learned that good accounting is as important as careful buying and skilled selling. He has found it worth while to give his attention to the matter of accounts.

When he began to do this and had his books kept in a way to show him the results of his efforts, he began to be prosperous. He was very much surprised to find how good bookkeeping helped him to make his business profitable.

And he also found that good bookkeeping does not mean complicated accounting and a jumble of figures hard to understand, as he had always supposed.

Good accounting can be none the less simple accounting. Right methods are more simple than those he had been using, which failed to perform the chief function of accounts.

To keep customer's accounts correctly is only a minor part of bookkeeping. To tell the story of what the merchant ought to know about his business to enable him to get the best results, is the chief function of accounts.

In order to know the actual results of his efforts, it is essential that he not only have reports of the condition of his business once a week or once a month, but that he have full and complete details before him every day.

By means of daily stock reports he now knows all times just how much stock he has. This knowledge he finds of great aid in buying.

His system tells him on what lines he makes his best profits, and which of his clerks is selling the most profitable goods.

He is certain when he closes up and goes home that no goods have

## 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.

## Foster, Stevens & Co.

### Wholesale Hardware

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

Grand Rapids, Mich.

## H. Eikenhout & Sons

### Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Red Ring Rubber Roofing  
 Weatherproof Rubber Roofing  
 Red Star Rubber Roofing  
 India Rubber Roofing

Premium Rubber Roofing  
 Hesco Rubber Roofing  
 Roofoid Rubber Roofing  
 Corporal Rubber Roofing

## Use Tradesman Coupons



left his store unless he has had the cash or a suitable charge record made, therefor.

He goes home earlier than formerly, his comfort and peace of mind after a busy day are worth far more than any expenditures he has made.

The best feature about all this is the ease and simplicity by which right methods of bookkeeping may be applied to any business, either small or large. For good bookkeeping is nothing more than right methods of work and a few simple and convenient forms perfectly adapted to the requirements of the business.

E. St. Elmo Lewis.

#### The Bogus Bargain Offer.

It is interesting to note, and also an encouraging sign, that retail merchants in all parts of the country are agitating for the enactment of State laws to prohibit and punish fraudulent advertising, and it is especially worthy of note that this agitation was started by the merchants themselves, and not by the public.

As an exponent of progressive merchandising methods, American Artisan has always maintained that honesty is not only the best policy, but the only policy on which lasting success can be built, and is therefore in thorough sympathy with the movement.

When advertising was introduced as a means of inducing larger sales retail stores were not conducted as they are to-day. "Let the Buyer Beware" was the idea most prevalent. An article sold was not for what it was, but for what the buyer could be induced to think it was, and if later on he found out that it was not as represented, he stood the loss.

So it was no wonder that advertising methods evolved at that time should be shaped on the same plan, and that gross exaggeration, both as to quality and to value, was the rule rather than the exception.

When merchants came to see the wisdom of guaranteeing their wares and of offering to refund money on unsatisfactory purchases, they also did away, to a large extent, with the practice of having their sales-people diverge from the truth in describing the article to the customer, but the advertising departments did not take the corresponding step, so we found plated goods advertised as silverware; brass finished rods offered as solid brass, pocket knives described as having the finest of steel blades, although only a poor quality was used. Much of this has, however, disappeared, and is now seldom, if ever, found in any respectable retail hardware merchant's advertisement.

The store with an established business cannot afford to publish tales of this sort, and the management realizes the fact, so the movement which is now being pushed is not directed against the advertising methods of reliable merchants, but against unscrupulous persons who conduct fly-by-night enterprises, and who, to attract large crowds for a short time, resort to all sorts of dishonest practices, such as offering cast iron stoves as "steel," adulterated rubber hose as

"pure gum," "seconds" of enamel ware as "firsts," etc.

Possibly the most common form of exaggeration is that overstating the "regular" price. Articles are advertised as being "worth \$1.50, now 98c," when they were never intended to sell for more than a dollar. This is prohibited by the laws which have been enacted.

Another evil which will be done away with under these laws is the bogus fire, bankrupt or receiver's sales which travel from one town to another, staying long enough in each place to demoralize business for the established merchants and usually taking away a lot of money from people who always flock to these "sales."

The retail hardware merchant may not have been hurt as much by these dishonest practices as merchants in other lines, but every retail hardware merchant who believes in the square deal should assist in having a law passed in his State similar to the one recently enacted by the Minnesota and Pennsylvania Legislatures. — American Artisan.

#### Gun Clubs Increase Sales of Ammunition.

It wasn't so many years ago that farmers and the inhabitants of the small villages of the country were wont to hold rifle shoots, generally for turkeys, ducks or other poultry, and sometimes for medals. About Thanksgiving time one would notice the old timers polishing up the old muzzle loader, and when the appointed day arrived one would see strings of vehicles—of antediluvian appearance—wending their way towards the field where the great contest of the year was to be held.

These were exciting events for the men who otherwise lived quiet lives; they gave pleasure not only to the contestants and to the lookers-on, but also to the wives and children, who got a day off and a chance to play and gossip while their lords, masters and fathers were showing that the old Shiloh sharpshooter still had his eagle eye with him. But in spite of the fact that this was the most healthy and innocent kind of a way of spending a pleasant day, these old rifle shoots died out—to a great extent—with the passing of the old time soldiers and hunters. In recent years, however, an equally healthy and innocent recreation has sprung up in the form of gun clubs, the main object of which is trap shooting. Clay pigeon shooting requires all the skill of quail hunting—if the angles are unknown; it gets the business man out into the open, and rivalry between members and different clubs arouses a spirit of good-natured competition that puts an added zest in the weekly or annual shoots.

#### Easy.

Physician—Have you any aches or pains this morning?

Patient—Yes, doctor. It hurts me to breathe. In fact, the only trouble now seems to be with my breath.

Physician—All right. I'll give you something that will stop that.

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed

Beware of Imitations. Ask for Sample and Booklet.  
Write us for Agency Proposition. Distributing Agents at

Detroit  
Saginaw  
Lansing  
Jackson

Kalamazoo  
Battle Creek  
Flint  
Toledo

Columbus  
Cleveland  
Cincinnati  
Dayton

Youngstown  
Buffalo  
Rochester  
Syracuse  
And NEW YORK CITY

Utica  
Scranton  
Boston  
Worcester

Milwaukee  
St. Paul  
Lincoln, Neb.  
Chicago

**H. M. REYNOLDS ASPHALT SHINGLE CO.**

Original Manufacturer, GRAND RAPIDS, MICH.

## 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.

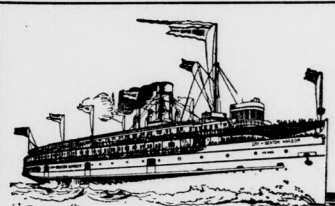
Opposite Morton House

Grand Rapids, Michigan

## 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

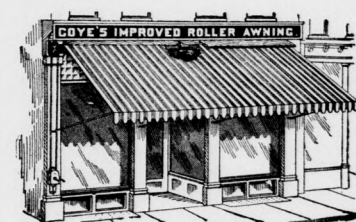


**CHICAGO  
BOATS**

Graham & Morton  
Line

Every Night

## AWNINGS



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

CHAS. A. COYE, INC.

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



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—John Q. Adams, Battle Creek.  
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 Grand Past Counselor—Geo. B. Craw, Petoskey.  
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 Grand Chaplain—C. R. Dye, Battle Creek.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

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 Second Vice-President—H. C. Cornellus.  
 Secretary and Treasurer—Clyde E. Brown.  
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

#### Wafted Down From Grand Traverse Bay.

Traverse City, May 19—Next regular meeting of our Council will be held next Saturday evening. The committee has arranged for a supper. Your attendance will be appreciated.

Prof. Herman Hoffman held a baked goods sale down town last Saturday afternoon for the benefit of the band to defray expenses to the Grand Council meeting at Grand Rapids. Some coffee cake!

W. J. Armstrong, formerly of our city, but now of Ludington, and who represents the Johnson Candy Co., of Milwaukee, created some excitement on one of our principal streets last Saturday evening when he collided with a bicycle. Bill now drives a Studebaker. No serious damages resulted and Bill was not at all to blame.

B. J. Reynolds has received some very flattering offerings from the big leagues, excepting the Fraternal League of Grand Rapids, since he umpired the game between the B. P. O. E. of Grand Rapids and the Resorters last Sunday. We have no criticisms to make as to his work, only he should insist that the bleacherites cut out the "ruf-stuf." Just because a fan pays the regular admission of 25 cents he should not feel that he owns the grounds, players and all, and should at least conduct himself as a gentleman. Bill Bennett please take notice.

Bob Case, manager of the Handy House, at Mancelona, has installed a serve-self cigar case. Bob is sure one progressive landlord.

W. F. Morford, of our city, had some experience while on one in the Beaver Islands last week. Have Bill tell you all about it.

W. L. Chapman has severed his connections with Crowley Bros., of Detroit, and intends to take up some special lines. Bill is considered one of the best posted dry goods salesmen on this territory and he sure will make a success in his new venture. Best of wishes, Bill.

Fred Read, who has managed the Stearns Hotel, at Ludington, for the past fifteen years, will take charge of the Williams House of Manitowoc, Wis. Well, Fred, we will all miss you and we feel that Michigan's loss is Wisconsin's gain. You have the best wishes of the Michigan boys.

Our Jurisprudence Committee is certainly some committee. We have taken up each proposed amendment and given same careful consideration.

Joe Haldaman, better known as "Little Joe," of the P. M. eating house here, will also take charge of the eating house at Baldwin. Joe is one of the fellows whom we are always pleased to meet and after he gets things in running order at Baldwin he will favor us with the best of service. He will take charge at Baldwin June 1.

C. C. Carlisle, a member of U. P. Council, Marquette, and a member of the Grand Council, and family are spending a few weeks at Kalkaska, visiting the former's parents. Claud informs us that he plans to attend the Grand Council meeting with the whole family.

G. E. Gemins, of the local branch of the National Cash Register Co., has taken a position at the factory at Dayton, doing special work. Mr. and Mrs. Gemins will be greatly missed in our city.

W. G. Wyman has had his mustache removed.

W. Leonard, a member of Auto City Council, Lansing, who has spent the winter with his family in the Capitol City, has again decided to make Traverse City his home. We again welcome you, Brother Leonard.

Replying to correspondent Guy Pfander, of Battle Creek, we wish to state in reference to the reason we have not accepted the application of H. Russky, of our city, is that Mr. Russky informed us that he was desirous of joining our Council some time ago, but at that time he had only been on the road about six months and to date his year is not up, if we remember correctly. We are always in the market for good members, but we always abide by our constitution. We will, however, keep him in mind

and thank you for calling our attention to same.

Watch for the Blue Goose! What's the dope?

Let's all boost for the next Grand Council meeting at Grand Rapids. Our committees are all busy and we expect to go down strong. We certainly owe it to Grand Rapids, for they are doing all in their power to show us a good time. Never mind the Blue Goose. Look for the silk flag. Only four more weeks until convention time.

Fred C. Richter.

#### News and Gossip of the Grand Rapids Boys.

Grand Rapids, May 19—We are sorry to report the death of Brother Joseph J. Finckler, who died Saturday afternoon at his home, 443 First street. He had been a traveler for many years. No. 131 extends sincere sympathy to the bereaved. Brother Finckler was the first to come in under the death benefit association, which was organized over two years ago. Our Secretary Hydorn delivered the check to the widow Sunday.

Our U. C. T. ball team worked out last Saturday on the Franklin street grounds. From now on until the convention they will work out every Saturday. Manager Borden says they all look good.

We regret it very much that so few of the members belong to the death benefit association. Think what it would mean to your wife, mother or children to receive a check in case of death on a day's notice. The larger membership we have in this association the larger the check will be. It is a grand benefit. Don't delay.

Wm. D. Bosman.

#### Make Good.

If you start to do a thing,

Make good;

If it be to dance or sing,

Make good;

If it be to write a famous book

Or to be a noted cook,

Do your best, by hook or crook,

Make good.

If you say you'll make a name,

Make good;

After love or pelf or fame,

Make good;

Never let your efforts drag,

Do not stop to chew the rag,

Nor be always on the brag,

Make good.

If you have a goal in view,

Make good;

It is simply up to you,

Make good;

Talk is cheap; so cut it out,

If you win the victor's shout

You must watch what you're about,

Make good.

If you make a little bluff,

Make good;

Ante up the promised stuff,

Make good;

Failure everywhere is rife,

Be a live one in the strife,

Do the best you can in life,

Make good.

#### The Ideal Merchant.

The ideal merchant of the future will be the merchant who intelligently combines his advertising policy and his store policy—who believes not only in getting business through carrying out to the limit his printed claims, but who realizes that the customer is the whole foundation of his business and that upon the way the customer of to-day is treated depends the number and the confidence of the customers of to-morrow.

Jerome P. Fleishman.

## Supposing To-night FIRE

### Destroys Your Store

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

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

## FIREPROOF

We back this statement with a

\$500

Guaranty Gold Bond

to the merchant. No insurance company will protect your accounts—WE WILL.



Open—A Desk, Money Drawer, Recorder, Filing System and Credit Register.

You are not only protected against fire, but also:

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



Closed—A Substantial, Fire-proof Safe.

### Champion Register Company

403-412 Society Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

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

Name .....

Address .....

Business .....

No. Accts.....



## GONE BEYOND.

## Joseph J. Finckler, the Veteran Dry Goods Salesman.

Joseph J. Finckler, the veteran dry goods salesman, died at his home, 443 First street, last Saturday afternoon. He was taken ill last October and did not start out on the road again until March, when he was caught in a storm at Suttons Bay and contracted a hard cold which settled on his lungs. Death was due to a complication of diseases. The end was not expected so soon. He was around the house Saturday afternoon and partook of food and chatted with the family. Within half an hour he became seriously ill and passed away without pain or struggle.

Mr. Finckler was born in Grand Rapids, Sept. 16, 1856. His father and mother were both natives of Germany, his father having been one of the pioneer retail grocers of Grand Rapids, located for many years on Canal street. Mr. Finckler attended St.



Mary's school and finished his school days with a term at Swensburg's Business College. He then went to work in his father's grocery store, where he remained two years. Preferring the dry goods trade, he entered the retail dry goods store of William Kramer, on Canal street, where he remained twelve years. He then went to the Springs Dry Goods Co., where he had charge of the cloth department. He was soon promoted to the position of traveling salesman, taking Western Michigan for his territory. He was with the Spring house seventeen consecutive years, remaining there until twelve years ago, when he resigned to accept a similar position with Burnham, Stoepel & Co., of Detroit.

Mr. Finckler was married June 20, 1886, to Miss Mary Lamparter. They have had five boys as follows: Edwin, 26 years of age, who is married and lives in the same house with his parents; Joseph, who died at the age of 3½ years; Richard, 20 years old, Leon, 18 years and George, 15 years old. The family have resided for twenty-two years at 443 First street.

Mr. Finckler was a member of the Michigan Knights of the Grip, the U. C. T., Western Commercial Travelers' Association and the Arbeiter Society. He was a life-long member of St. Mary's Catholic church, where the funeral was held yesterday, the interment being in Mt. Calvary cemetery. The active pall-bearers were Frank Elston, Sidney Pixley, Joseph Major, Fred W. Wurzburg, Jr., Geo. F. Owen and William Holden.

Mr. Finckler was a quiet, unassuming man, who made many friends and no enemies. He was thoroughly dependable and absolutely reliable. He was very generally regarded as one

of the best posted dry goods men in the State, on account of his long familiarity with the business, as the result of thirty-nine consecutive years' connection therewith. During the twenty-seven years he traveled on the road he made no change of territory and very little change in customers, except such as was made necessary by the shifting of the merchants themselves. His visits were looked forward to with pleasure and his customers always felt that they were given the best attention and the best service and advice that Mr. Finckler could command.

It might not be out of the way to state, in this connection, that Burnham, Stoepel & Co. have sent the deceased a check regularly every week since last October, although he had done scarcely any work for the house during that time. The generosity of the house in this respect is very greatly appreciated by the family and friends of the deceased.

## Chirpings From The Crickets.

Battle Creek, May 19—A company of sixty U. C. T. people were entertained Saturday afternoon by a trip through the plant and offices of the Postum Cereal Co. Mr. Bennett, Mr. Post's publicity man, had a special car awaiting at the interurban station and escorted the boys and their families to the offices, where we were placed in the care of Mr. Ernst, the official guide of the Postum Co. and who is one of the best in the business. We were first shown into the private office of Mr. C. W. Post, the man who built up this enormous business. Mr. Post received us with marked courtesy and gave us a brief talk before we made our tour of inspection. Mr. Post used to be a traveling man and had to put up at some pretty inferior hotels in the West. He said he determined, if he ever became financially able, to put up a hotel for commercial men that would be a home for them and a spot to come to that they would look forward to. He has fulfilled his desire in the Post Tavern, for the Tavern is known to all the boys as a homelike place. We were served a dainty luncheon by the Postum Co. and spent two enjoyable and instructive hours in their plant and offices. This trip was thoroughly enjoyed by each and every one of our party and we are now fully alive to the wonderful industry Battle Creek has in the Postum factories. We wish Battle Creek had ten more men like Mr. Post and would like to see some of the boys of No. 253 get where Mr. Post is in the financial world. Mr. Post used to carry a grip and probably had no better position than you or myself. He certainly did not cover the good territory some of you boys cover. We truly had a dandy time and we, as a body, thank all the good heads who so finely worked out the details of the trip.

Battle Creek Council, No. 253, held its regular meeting in Arcade hall Saturday evening. All the regular officers were in their places and a goodly number of counselors. Convention topics were in evidence and short talks regarding the coming ban-

quet for John Q. Adams were listened to with interest. Three candidates took the work, which was put on with a will, such old wheel horses as John Adams and Orin Wright being the ring leaders.

Richard I. Mitchell, Fred T. Robbins and Earl Myers are now brother U. C. T.'s of 253 and entitled to all the privileges of the order.

Bro. Roy Lee, a Past Senior Counselor of Kalamazoo Council, paid our boys a call while in our city waiting for an interurban west. We were all glad to see Roy and trust he will find it handy to drop in on us again. Bro. Lee made a mighty fine Senior Counselor, as he had all his work committed, which adds to the splendor and meaning of our work, as written by the founders of our noble order.

Grand Counselor John Quincy Adams reported the passage of the Henry hotel bill. This bill was fathered by Representative James Henry of this city and its passage means better hotel conditions throughout the State for all road men. F. W. Barney and J. Q. Adams were on our sub-legislative committee, which worked with Rep. James Henry.

Geo. Van Tuyle is home from Decatur, Ill.

The sale of banquet tickets is large. The banquet will be an informal affair.

Bro. Kinyon was up to Council meeting Saturday night. Come often from now on, Murray!

Bro. Rufus A. Brooks continues to improve and will start out on the road again June 1.

Meet me in Grand Rapids June 13 and 14 is the word. Guy Pfander.

## Open the Door of Your Mind.

Whether or not you are on the line traveled by any one of the very many trade extension tours which go out from various cities to visit the territory in which the merchants desire to gain trade and which they believe to be their logical territory, remember that every time a business man comes into your store to talk to you there are possibilities of trade extension arising from the conversation. Every man who has had experience in the business world may have bumped up against something which it would be to your advantage to know. He can tell you how he walked around a certain obstacle or how he combated and overthrew another one. These things make valuable history. Traveling salesmen who come to visit you may do a whole lot more for you than simply sell you goods. They can bring you ideas fresh from the outside world which you would never be in touch with except for their company. A merchant who acts like a grouch and refuses to give his time and attention to visitors of this kind is losing very much. The right way to do is to open the door of your mind to new ideas when they come walking in unexpectedly from what would seem to be almost impossible sources. A good story well told sometimes contains a suggestive idea of the right kind, which the keen perception of the wide awake merchant

will be quick to see and ready to grasp. The wise plan is to give a hearing to everybody who comes along until he has proven himself to be either an idiot, a fool or a bore. You are a very busy man, but suggestions received in this way may be of such value as to save time for you in the future and add to the profit of your business.

## He Knew What He Wanted.

The difficulties of learning and using a new language are many and the unfortunate Norwegian in the story must have felt that his own efforts were particularly unsuccessful.

A druggist was obliged to be absent from his store one day and his wife took his place. A large Norwegian, who spoke English with difficulty, entered and said: "Hi owe de firm fifty cents."

"Very well," said the druggist's wife, "just pay it to me and it will be all right."

"Hi owe de firm fifty cents."

"Yes, I understand. If you are afraid, I will give you a receipt for it."

The man looked at her in astonishment and walked out without a word. Pretty soon he returned with a fellow countryman, whose command of English was a little better, and who interpreted his friend's remark by explaining, "He wants fifty cents' worth of iodoform."

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

Buffalo, May 21—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, 12½@14c.

Eggs—Choice, fresh, at mark, 20@20½c.

Poultry (live) —Turkeys, 14@15c; cox, 13@14c; fowls, 18c; 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 \$2.30@2.35.

Potatoes—55@65c per bu.

Rea & Witzig.

## Go to Allegan via Lake Shore.

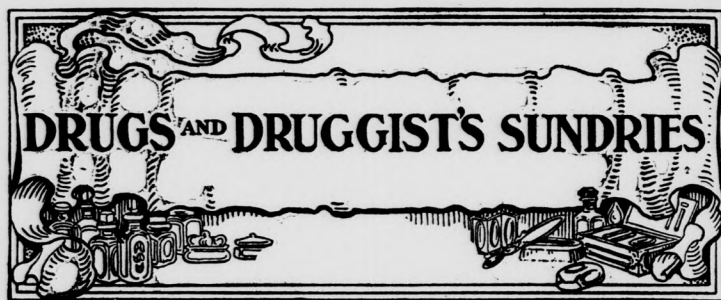
Grand Rapids, May 20—Any of the traveling men who wish to make Allegan and want to get back the same day had better take the Lake Shore. The P. M. now runs a local freight and passenger out of Holland at 8:30 a. m. You may reach Allegan at 11 o'clock or it may be noon. The writer made the trip last week and got back to Holland at 2 o'clock p. m.

W. D. Bosman.

Detroit—The Automatic Products Co. has been organized with an authorized capital stock of \$15,000, of which \$11,000 has been subscribed and \$10,000 paid in in cash.

Look ahead before assuming new obligations that call for either money or work. Don't bite off more than you can chew, as they say.

When you have a lawsuit to lose you can afford to hire a cheap lawyer.



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

**Michigan State Pharmaceutical Association.**

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

**Michigan Pharmaceutical Travelers' Association.**

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

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

**Patent Medicine as Legitimate as Lawn Mowers.**

Proprietary medication has been the theme of oceans of long primer in the lay press of late years. This subject has had the ablest attention of every scrambler of English from the editor of the Bruceville Bladder, which popular periodical boasts a sworn circulation of a hundred and thirty some odd, up as high as that famous namesake of the former owner of the Garden of Eden who exhibited through the columns of Squaller's Weekly the most superb ignorance known since the farmers got wise to the shells.

And these moulders of the destinies of men and nations have pasted the skull and cross bones on everything medicinal that is covered by a letter of patent or protected by a copy-righted trade-mark. However, it is our humble opinion that if these editorial nightmares were assayed for either truth or intelligence they would not run a dim trace to a long ton of either.

Samuel H. may be able to jolly the populace into nosing through his elaborate delineation of the character of the hero who got a good side hold on the beautiful girl and made her stand hitched until he could tell her the old, old story that has caused so many other young chaps to buy bungalows on the installment plan, but when it comes to suggesting something real good for allaying the stomachic pangs of the recent arrival after the stork has flown, his advice on the subject is about as valuable as the views of a union brick layer anent serum therapy.

The mere fact that a word juggler is able to emit a shower of descriptive adjectives on the slightest provo-

cation anent flowery fields, moon-shiny lakes, sloppy weather, etc., is no indication whatever that he can tell whether Febrisol is indicatd in Typho-malaria or a specific for disappointed affections. The trouble with these disciples of tan complected reform is that their mode of operation is not unlike a blind dog in a meat house. They do not know where to head in. They are not wise enough to classify the manufacturers who have to determine the temperature of the tabasco with their naked souls.

These chaps, who are the roughest joke that has been played on journalism since the days of the Washington hand press, proceed to stick Lilly, P. D. and Stearns in the same class with the gang of incorporated cutthroats whose mission on earth is the manufacture of a liniment guaranteed to cure appendicitis and according to their measurements Harry B. Mason ranks along with the testimonial artist from whose versatile pen comes the story of the awful suffering of Mrs. Jason Jawsmith, of Dalton, Ga., who was as weak as a scared rabbit and so nervous she could not sit in an arm-chair until she took seven bottles, etc.

The alleged purpose of these perverted preachings was to educate the American people against the danger and fakery of the modern nostrum, but it listens like the real purpose was to squeeze orange into the editorial policy, increase the circulation and send the advertising rates skyward. Squaller's Weekly knows the value of yellow because without it she would be a sombre-faced financial fluke and you could walk out of her circulation in two hours on crutches. They print it on good paper, clothe it in the dinkiest of the lithographer's art and fill its editorial columns with the rottenest that their corps of muckrakers is able to produce. The advertising department extols the merits of breakfast foods that would grow brain in a gas meter and put steady nerves in a lamp-post, but if Dr. Kilmer meekly suggests that his product will whip-saw constipation and stop a pain in the back he is promptly held up to the world as the man who had Ananias nine miles down the speedway with a bent axle and a dead engine.

Legitimate proprietaries have suffered most from the onslaughts of the ignorant. They have been elaborately crucified by space fillers who could not successfully cover a dog fight. And they have been picked to pieces by false alarms who did not have enough vocabulary of the decent kind to enquire the way home.

These journalistic outlaws who let

their perverted mentality leak out through a fountain pen have all taken a turn at the products of legitimate manufacturers who pay their advertising bills and stand religiously by every promise they make to both the retailer and the consumer but not a whisper of disapproval have we ever heard from any of these Socratic champions of rectitude against the methods of some of the grafters who infect their own advertising department; some of whom are more destructive to the prosperity of Kansas than both drouth and grasshoppers. These chaps whose business is reforming the world for so much a line had about run out of danger signals. After they finished handing the compliments of the citrus union to the J. Rufus Wallingford class of wild cat investment specialists who were the other fellow's advertising patrons the field looked like a cotton patch in January.

Even the old familiar "deadly cigarette" that had helped the priests of journalism get by since the days of George W. Peck was barred by what looked to be Harrison Fisher's idea of a perfect bovine specimen of the masculine gender and a full page spread of cute copy extolling the thorough goodness of the contents of the five cent muslin bag.

They could not tackle the proposition of telling young girls to grab the Indian clubs and dumb bells and grow a shape that would make them look like feminine battleships, because Annette and Susanna had that spiked with sixty pennies.

They could not romp on the itinerant book agent because they were in the business and had hundreds of them in the field who succeeded in doing brown every washerwoman widow and cripple between Augusta and Galveston, unloading on them cartloads of good bindings the text of which was valuable only as a literary indicator to the chap who tackles the proposition of bringing the world's history down to date. These books were slipped to these unfortunates as late works and they were late because they should have had some of them at least a hundred years ago.

It was at this trying stage of the game that these wops of the Waterman began to look around for muck, but it seemed that everything that needed bloody murdering was labeled "soft pedal" by the advertising department and they were about to throw up their mits, forsake the parchment and flee to the desert, or appeal to Ringling Brothers for places as copy scramblers on the hand bills when they bethought themselves of Lydia E. and her seeming prosperity. Forthwith they were filled with great joy as a light shone round by which they seemed to see a corpulent opportunity to hang their bathing averages up around a million and work Andrew for medals as large as dinner plates that would shine among the penny-a-liners like a pay-as-you-enter sign on a rainy night.

They proceeded to hand proprietary medicine a line of talk that made phonographic reproduction impossible except on asbestos records and slipped

the young American Mamma the tip to flee from Mother Winslow as she would from a mad rattlesnake. Said tip further averring that all the little marble shafts in the cities of the dead throughout the country were directly traceable to the greed of the American proprietary manufacturers. Which statement was entirely beyond the capacity of Ananias, he having lived in an age when things were not done on a large scale.

These modern stoners of Stephen sought to crucify in black type proprietaries, in which three generations had found relief that they considered worth the money.

The printed spiel of the crookedest nostrum grafter on earth or elsewhere is no more inconsistent than that of the editorial policy of some of these self appointed top-notchers, because the policies of the editorial and advertising departments resemble each other, much as a ten-twenty-third billboard resembles the Ten Commandments.

We do not undertake to defend the grafter who has abused the patent medicine or proprietary business because some of them are so crooked they make a snake look like a straight edge, but that is no reason why the man who has worked years evolving a formula or a process by which a curative agent is made that is useful in the alleviation of pain and the cure of disease should be barred from enlisting the protection of the patent office and the help of the advertiser for the purpose of acquainting the world with the result of his effort.

The methods of legitimate proprietary manufacturers whose products are staples of the drug trade are no more questionable than the methods of the press. There are crooks in the business who prey on the ignorant (and most of the world is ignorant in the matter of medicine) but the crook of the patent medicine business is no crookeder or more numerous than the crooks of the press.

The fight on proprietary medicine has been made under the guise of purifying advertising, but the very periodicals that are yelling loudest against proprietary medicine and unclean publicity, carry advertising that would be the ripest fruit imaginable for the iconoclast, but where is the iconoclast who has the nerve to tackle the proposition of sterilizing publicity when his own advertising department is reeking with impurities?

Why should proprietary medicine come in for such a drowning sluice of editorial tabasco, when there are grafters prevaricating about everything, from pure white diamonds at thirty-seven fifty each to motor trucks without a defect?

Patented medicine is as legitimate as patented lawn mowers and the man whose liver pills give satisfaction is as useful to the world as the inventor whose achievements are heralded to the skies, hence why pet the devil and punish the witch?

W. S. Cousins.

A wagging jaw may be a fine sign for Mr. Wrigley, but it is not a good sign of high-class salesmanship.



## WHOLESALE DRUG PRICE CURRENT

Acids			Cubeb			Digitals		
Acetic	6	@ 8	Erigeron	@ 4	50	Gentian	@ 60	
Boric	10	@ 15	Eucalyptus	75	@ 85	Ginger	@ 95	
Carbolic	23	@ 27	Hemlock, pure	@ 1	00	Guaiac	@ 1 05	
Citric	48	@ 55	Juniper Berries	@ 1	25	Guaiac Ammon.	@ 80	
Muriatic	1 1/4	@ 5	Juniper Wood	40	@ 50	Iodine	@ 1 25	
Nitric	5 1/2	@ 10	Lard, extra	85	@ 1 00	Iodine, Colorless	@ 1 25	
Oxalic	13	@ 16	Lard, No. 1	75	@ 90	Ipecac	@ 75	
Sulphuric	1 1/4	@ 5	Lavender Flowers	@ 4	00	Iron, clo.	@ 80	
Tartaric	38	@ 42	Lavender, Garden	85	@ 1 00	Kino	@ 1 05	
Ammonia			Lemon	00	@ 4 50	Nux Vomica	@ 70	
Water, 26 deg.	6 1/2	@ 10	Linseed, boiled bbl	@ 51		Opium	@ 2 00	
Water, 18 deg.	4 1/2	@ 8	Linseed, bld. less	55	@ 60	Opium Camph.	@ 65	
Water 14 deg.	3 1/2	@ 6	Linseed, raw bbls.	@ 50		Opium, Deodor'd	@ 2 25	
Carbonate	13	@ 16	Mustard, true	4	50 @ 6 00	Rhubarb	@ 70	
Chloride	12	@ 15	Mustard, artif'l	2	75 @ 3 00	Paints		
Balsams			Neatsfoot	80	@ 85	Lead, red dry	7	@ 10
Copaiba	75	@ 1 00	Olive, pure	2	50 @ 3 50	Lead, white dry	7	@ 10
Fir (Canada)	1	75 @ 2 00	Olive, Malaga,	1	60 @ 1 75	Lead, white oil	7	@ 10
Fir (Oregon)	40	@ 50	yellow	1	50 @ 1 65	Ochre, yellow bbl. 1	@ 1 1/4	
Peru	2	25 @ 2 50	green	1	50 @ 1 65	Ochre, yellow less 2	@ 5	
Tolu	1	25 @ 1 40	Orange, sweet	4	00 @ 4 50	Putty	2 1/2	@ 5
Berries			Organum, pure	1	25 @ 1 50	Red Venetian bbl. 1	@ 1 1/4	
Cubeb	65	@ 75	Organum, com'l	50	@ 75	Red Venet'n, less 2	@ 5	
Fish	15	@ 20	Pennyroyal	2	25 @ 2 50	Shaker, Prepared 1	40	@ 1 50
Juniper	6	@ 10	Peppermint	3	@ 75	Vermillion, Eng.	90	@ 1 00
Prickley Ash	@	50	Rose, pure	16	00 @ 18 00	Vermillion, Amer.	15	@ 20
Barks			Rosemary Flowers	90	@ 2 00	Whiting, bbl.	1	@ 1 1/4
Cassia (ordinary)	25		Sandalwood, E. I.	6	25 @ 6 50	Whiting	2	@ 5
Cassia (Saigon)	65	@ 75	Sassafras, true	80	@ 90	Insecticides		
Elm (powd. 25c)	25	@ 30	Sassafras, artif'l	45	@ 50	Arsenic	6	@ 10
Sassafras (pow. 30c)	@	25	Spearment	6	00 @ 6 50	Blue Vitrol, bbl.	6	@ 10
Soap (powd. 25c)	@	15	Sperm	90	@ 1 00	Blue Vitrol, less	7	@ 10
Extracts			Tansy	4	75 @ 5 00	Bordeaux Mix Pst	8	@ 15
Licorice	24	@ 28	Tar, USP	25	@ 35	Hellebore, White		
Licorice powdered	25	@ 30	Turpentine, bbls.	@ 49	1/2	powdered	15	@ 20
Flowers			Wintergreen, true	55	@ 60	Insect Powder	20	@ 35
Arnica	18	@ 25	Wintergreen, sweet	2	00 @ 2 25	Lead Arsenate	8	@ 16
Chamomile (Ger.)	25	@ 35	Wintergreen, art'l	50	@ 60	Lime & Sulphur	15	@ 25
Chamomile (Rom.)	40	@ 50	Wormseed	@	6 00	Solution, gal.	15	@ 20
Gums			Wormwood	@	8 00	Miscellaneous		
Acacia, 1st	40	@ 50	Potassium			Acetanolid	30	@ 35
Acacia, 2nd	35	@ 40	Bicarbonate	15	@ 18	Alum	3	@ 5
Acacia, 3d	30	@ 35	Bichromate	13	@ 16	Alum, powdered and		
Acaccia, Sorts	@	20	Bromide	45	@ 55	ground	5	@ 7
Acacia Powdered	35	@ 40	Carbonate	12	@ 15	Bismuth, Subni-	2	10 @ 2 25
Aloes (Barb. Pow)	22	@ 25	Chlorate, xtal and	12	@ 16	trate		
Aloes (Cape Pow)	20	@ 25	powdered	16	@ 20	Borax xtal or		
Aloes (Soc. Powd.)	40	@ 50	Cyanide	30	@ 40	powdered	6	@ 12
Asafoetida	1	00 @ 1 25	Iodide	2	85 @ 2 90	Cantharides po.	1	30 @ 1 50
Asafoetida, Powd.			Permanganate	15	@ 30	Calomel	1	25 @ 1 35
Pure	@	1 00	Prussiate yellow	30	@ 35	Capsicum	20	@ 25
U. S. P. Powd.	@	1 50	Prussiate, red	50	@ 60	Carmine	6	@ 3 50
Camphor	55	@ 60	Sulphate	15	@ 20	Cassia Buds	@	40
Guaiac	35	@ 40	Roots			Cloves	30	@ 35
Guaiac, Powdered	40	@ 50	Alkanet	15	@ 20	Chalk Prepared	6	@ 8 1/2
Kino	@	40	Blood, powdered	20	@ 25	Chalk Precipitated	7	@ 10
Kino, Powdered	@	45	Calamus	35	@ 40	Chloroform	38	@ 48
Myrrh	@	40	Elecampane, pwd.	15	@ 20	Chloral Hydrate	1	00 @ 1 15
Myrrh, Powdered	@	50	Gentian, powd.	12	@ 16	Cocaine	3	70 @ 3 90
Opium	7	75 @ 8 00	Ginger	15	@ 20	Cocoa Butter	50	@ 60
Opium, Powd.	9	25 @ 9 50	powdered	15	@ 20	Coke, best, less 70%		
Opium, Gran.	9	25 @ 9 50	Ginger, Jamaica,	20	@ 25	Copperas, bbls, cwt	@	85
Shellac	25	@ 30	Ginger, Jamaica,	22	@ 28	Copperas, less	2	@ 5
Shellac, Bleached	30	@ 35	powdered	22	@ 28	Copperas, Powd.	4	@ 6
Tragacanth No. 1	1	25 @ 1 30	Golden seal, powd.	@	6 00	Corrosive Sublim.	1	25 @ 1 40
Tragacanth, Pow	60	@ 75	Ipecac, powd.	2	75 @ 3 00	Cream Tartar	28	@ 35
Turpentine	10	@ 15	Licorice	14	@ 16	Cuttlebone	25	@ 35
Leaves			Licorice, powd.	12	@ 15	Dextrine	7	@ 10
Buchu	1	85 @ 2 00	Orris, powdered	25	@ 30	Dover's Powder	2	00 @ 2 25
Buchu, Powd.	2	00 @ 2 25	Poke, powdered	20	@ 25	Emery, all Nos.	6	@ 10
Sage, bulk	18	@ 25	Rhubarb	75	@ 1 00	Emery, powdered	5	@ 8
Sage, 1/2s Loose	20	@ 25	Rhubarb, powd.	75	@ 1 25	Epsom Salts, bbls	@	1 1/2
Sage, Powdered	25	@ 30	Rosinweed, powd.	25	@ 30	Epsom Salts, less 2 1/2	@	9
Senna, Alex	25	@ 30	Sarsaparilla, Hond.	@	50	Ergot	1	50 @ 1 75
Senna, Tinn.	15	@ 20	ground	@	50	Ergot, powdered	1	80 @ 2 00
Senna, Tinn, Pow.	20	@ 25	Sarsaparilla Mexican,	25	@ 30	Flake White	12	@ 15
Uva Ursi	10	@ 15	ground	25	@ 30	Formaldehyde lb.	10	@ 15
Oils			Squills	20	@ 35	Gambier	6	@ 10
Almonds, Bitter,			Squills, powdered	40	@ 60	Gelatine	35	@ 45
true	6	00 @ 6 50	Turner, powd.	12	@ 15	Glassware, full cases 80%		
Almond, Bitter,	@	1 75	Valerian, powd.	25	@ 30	Glassware, less 70 & 10%		
Almonds, Sweet,			Seeds			Glauber Salts bbl.	@	1
true	90	@ 1 00	Anise	15	@ 20	Glauber Salts less	2	@ 5
Almond, Sweet,			Anise, powdered	22	@ 25	Glue, brown	11	@ 15
imitation	40	@ 50	Bird, ls	7	@ 8	Glue, white	10	@ 15
Amber, crude	25	@ 30	Canary	7	@ 10	Glue, white grd	15	@ 20
Amber, rectified	40	@ 50	Caraway	12	@ 18	Glycerine	23	@ 30
Anise	2	25 @ 2 50	Cardamon	1	75 @ 2 00	Hops	50	@ 80
Bergamont	@	8 00	Celery	55	@ 60	Indigo	85	@ 1 00
Cajuput	75	@ 85	Coriander	10	@ 15	Iodine	3	75 @ 4 00
Cassia	1	50 @ 1 75	Dill	18	@ 20	Iodoform	4	80 @ 5 00
Castor, bbls. and			Pennell	4	@ 8	Lead Acetate	12	@ 18
cans	12 1/2	@ 15	Flax	4	@ 8	Lycopodium	60	@ 75
Cedar Leaf	@	85	Flax, ground	4	@ 8	Mace, powdered	90	@ 1 00
Citronella	@	60	Poenugreek, pow.	6	@ 10	Menthol	10	00 @ 11 00
Cloves	1	75 @ 2 00	Hemp	5	@ 7	Mercury	85	@ 90
Cocunut	18	@ 20	Lobelia	@	50	Morphine, all brd	4	55 @ 4 80
Cod Liver	1	25 @ 1 50	Mustard, yellow	9	@ 12	Nux Vomica	@	10
Cotton Seed	70	@ 85	Mustard, black	9	@ 12	Nux Vomica pow	@	15
Croton	@	60	Mustard, powd.	20	@ 25	Pepper, black pow	20	@ 25
Tinctures			Poppy	15	@ 20	Pepper, white	25	@ 35
Aconite	@	75	Quince	@	1 00	Pitch, Burgundy	10	@ 15
Aloes	@	65	Rape	6	@ 10	Quassia	10	@ 15
Arnica	@	60	Sabadilla	25	@ 30	Quinine, all brds	23 1/2	@ 33 1/2
Asafoetida	@	1 00	Sabadilla, powd.	35	@ 45	Rochelle Salts	20	@ 25
Belladonna	@	60	Sunflower	6	@ 8	Saccharine	2	00 @ 2 20
Benzoin	@	90	Worm American	15	@ 20	Salt Peter	7 1/2	@ 12
Benzoin Compound	@	90	Worm Levant	40	@ 50	Selditz Mixture	@	20
Buchu	@	90	Tinctures			Soap, green	15	@ 20
Cantharides	@	1 00	Aconite	@	75	Soap, mott castile	10	@ 15
Capsicum	@	90	Aloes	@	65	Soap, white castile	@	25
Cardamon	@	95	Arnica	@	60	less, per bar	@	68
Cardamon, Comp.	@	65	Asafoetida	@	1 00	Soda Ash	1 1/2	@ 5
Catechu	@	60	Belladonna	@	60	Soda Bicarbonate	1 1/2	@ 5
Cinchona	@	1 05	Benzoin	@	90	Soda, Sal	1	@ 4
Colchicum	@	60	Benzoin Compound	@	90	Spirits Camphor	@	75
Cubeb	@	70	Buchu	@	90	Sulphur roll	2 1/2	@ 5
Tinctures			Cantharides	@	1 00	Sulphur Subl.	2 1/2	@ 5
Aconite	@	75	Capsicum	@	90	Tamarinds	10	@ 15
Aloes	@	65	Cardamon	@	95	Tartar Emetic	40	@ 50
Arnica	@	60	Cardamon, Comp.	@	65	Turpentine Venice	40	@ 50
Asafoetida	@	1 00	Catechu	@	60	Vanilla Ext. pure	1	00 @ 1 50
Belladonna	@	60	Cinchona	@	1 05	Witch Hazel	65	@ 1 00
Benzoin	@	90	Colchicum	@	60	Zinc Sulphate	7	@ 10
Benzoin Compound	@	90	Cubeb	@	70			



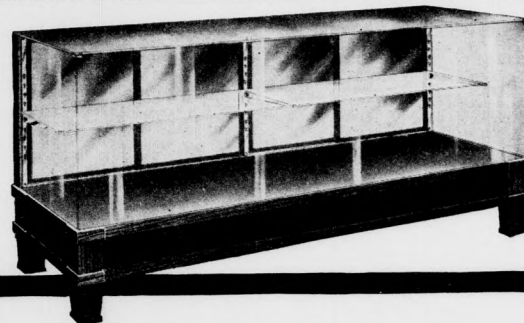
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# GROCERY PRICE CURRENT

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
Carbolic Acid Dry Salt Meats Opium Rolled Oats Tinctures	Cheese, Limburger

## Index to Markets By Columns

	1	2
<b>AMMONIA</b>	Doz. 12 oz. ovals 2 doz. box 75	<b>Beans</b>
<b>AXLE GREASE</b>	<b>Frazer's</b>	Baked 85@1 30
1lb. wood boxes, 4 doz. 3 00	1lb tin boxes, 3 doz. 2 35	Red Kidney 85@ 95
3 1/2 lb tin boxes, 2 doz. 4 25	15lb. pails, per doz. 7 20	String 70@1 15
15lb. pails, per doz. 7 20	25lb. pails, per doz. 12 00	Wax 75@1 25
<b>BAKED BEANS</b>	No. 1, per doz. 45@ 90	<b>Blueberries</b>
No. 2, per doz. 75@1 40	No. 3, per doz. 85@1 75	Standard 1 80
<b>BATH BRICK</b>	English 95	Gallon 6 75
<b>BLUING</b>	<b>Jennings'</b>	<b>Clams</b>
Condensed Pearl Bluing	Small C P Bluing, doz. 45	Little Neck, 1lb @1 00
Large C P Bluing, doz. 75	<b>BREAKFAST FOODS</b>	Little Neck, 2lb @1 50
Apetizo, Biscuits 3 00	Bear Food, Pettijohns 1 95	<b>Clam Bouillon</b>
Cracked Wheat, 24-2 2 50	Cream of Wheat, 36-2 4 50	Burnham's 1/2 pt. 2 25
Cream of Rye, 24-2 3 00	Posts Toasties, T. 2 80	Burnham's, pts. 3 75
Farinose, 24-2 2 70	Grape Nuts 2 70	Burnham's qts. 7 50
Grape Sugar Flakes 2 50	Sugar Corn Flakes 2 50	<b>Corn</b>
Hardy Wheat Food 2 25	Postma's Dutch Cook 2 75	Fair 60@ 65
Holland Rusk 3 20	Kellogg's Toasted Rice Biscuit 3 30	Good 90@1 00
Kellogg's Toasted Rice Flakes 2 80	Kellogg's Toasted Wheat Biscuit 3 30	Fancy 90@1 30
Kellogg's Toasted Wheat Biscuit 3 30	Krinkle Corn Flake 1 75	<b>French Peas</b>
Maple-Wheat Flakes, 2 doz. 2 70	Maple-Wheat Flakes, 3 doz. 2 80	Monbadon (Natural) per doz. 2 45
Maple-Corn Flakes 2 80	Minn. Wheat Cereal 3 75	<b>Gooseberries</b>
Algrain Food 4 25	Ralston Wheat Food 4 50	No. 2, Fancy 1 50
Ralston Wheat Food 10c 1 45	Ralston Wht Food 10c 1 45	No. 2, Fancy 2 35
Saxon Wheat Food 2 50	Shred Wheat Biscuit 3 60	<b>Hominy</b>
Triscuit 18 1 80	Pillsbury's Best Cer'l 4 25	Standard 85
Post Tavern Special 2 80	Quaker Puffed Rice 4 25	<b>Lobster</b>
Quaker Puffed Wheat 2 85	Quaker Brkfst Biscuit 1 90	1/2 lb. 2 50
Quaker Corn Flakes 1 75	Victor Corn Flakes 2 20	1 lb. 4 25
Washington Crisps 1 85	Wheat Hearts 1 90	Picnic Tails 2 75
Wheatena 4 50	Evapor'd. Sugar Corn 90	<b>Mackerel</b>
<b>BROOMS</b>	Parlor 3 00	Mustard, 1lb. 1 80
Jewel 3 70	Winner 4 25	Mustard, 2lb. 2 80
Whittier Special 4 55	Parlor Gem 3 75	Soused, 1 1/2 lb. 1 60
Common Whisk 1 00	Fancy Whisk 1 25	Soused, 2 lb. 2 75
Warehouse 4 00	<b>BRUSHES</b>	Tomato, 1lb. 1 50
<b>Butter Color</b>	Dandelion, 25c size 2 00	Tomato, 2lb. 2 80
<b>CANDLES</b>	Paraffine, 6s 10	<b>Mushrooms</b>
Paraffine, 12s 20	Wicking 20	Hotels @ 15
<b>CANNED GOODS</b>	<b>Apples</b>	Butons, 1/2s @ 14
3 lb. Standards @ 90	Gallon 2 50@2 75	Butons, 1s @ 25
<b>Blackberries</b>	2 lb. 1 50@1 90	<b>Oysters</b>
Standards gallons @5 00		Cove 1lb. 90@
		Cove, 2lb. 1 60@
		<b>Plums</b>
		Plums 90@1 35
		<b>Pears in Syrup</b>
		No. 3 cans, per doz. 1 50
		<b>Peas</b>
		Marrowfat @1 15
		Early June @1 25
		Early June sifted 1 45@1 55
		<b>Peaches</b>
		Pie 90@1 35
		No. 10 size can pie @3 25
		<b>Pineapple</b>
		Grated 1 75@2 10
		Sliced 90@2 20
		<b>Pumpkin</b>
		Fair 80
		Good 1 00
		Fancy 1 25
		Gallon 2 15
		<b>Raspberries</b>
		Standard @
		<b>Salmon</b>
		Warrens, 1 lb. Tall 2 30
		Warrens, 1 lb. Flat 2 40
		Red Alaska 1 65@1 75
		Med. Red Alaska 1 35@1 45
		Pink Alaska @ 30
		<b>Sardines</b>
		Domestic, 1/2s 2 75
		Domestic, 1/4 Mustard 2 75
		Domestic, 1/2 Mustard @6 1/2
		French, 1/2s 7@14
		French, 1/2s 18@23
		<b>Shrimps</b>
		Dunbar, 1st doz. 1 30
		Dunbar, 1st doz. 2 35
		<b>Succotash</b>
		Fair 90
		Good 1 20
		Fancy 1 25@1 40
		<b>Strawberries</b>
		Standard 95
		Fancy 2 25
		<b>Tomatoes</b>
		Good 1 15
		Fancy 1 35
		No. 10 3 50
		<b>CARBON OILS</b>
		Perfection @11 1/2
		D. S. Gasoline @19 1/2
		Gas Machine @27 1/2
		Deodor'd Nap'a @19
		Cylinder 29 @34 1/2
		Engine 16 @22
		Black, winter 8 @10
		<b>CATSUP</b>
		Snider's pints 2 35
		Snider's 1/2 pints 1 35

3	4	5
<b>CHEESE</b>	<b>Mocha</b>	<b>CRACKED WHEAT</b>
Acme @15	Short Bean 25@27	Bulk 3 1/2
Bloomington @15	Long Bean 24@25	24 2lb pkgs. 2 50
Carson City @15	H. L. O. G. 26@28	<b>CRACKERS</b>
Hopkins @15	<b>Bogota</b>	National Biscuit Company
Brick @15 1/2	Fair 24	Brands
Leiden @15	Fancy 26	<b>Butter</b>
Limburger @17	Exchange Market, Steady	Excelsior Butters 8
Pineapple 40 @60	Spot Market, Strong	NBC Square Butters 6 1/2
Edam @85	<b>Package</b>	Seymour Round 6 1/2
Sap Sago @22	New York Basis	<b>Soda</b>
Swiss, domestic @20	Arbuckle 22 50	NBC Sodas 6 1/2
	Lion 23 50	Premium Sodas 7 1/2
	McLaughlin's XXXX	Select Sodas 8 1/2
	McLaughlin's XXXX sold	Saratoga Flakes 13
	to retailers only. Mail all	Saltines 13
	orders direct to W. F.	<b>Oyster</b>
	McLaughlin & Co., Chicago.	NBC Picnic Oysters 6 1/2
	<b>Extract</b>	Gem Oysters 6 1/2
	Holland, 1/2 gro boxes 95	Shell 8
	Felix, 1/4 gross 1 15	<b>Sweet Goods</b>
	Hummel's foil, 1/2 gro. 85	Cans and boxes
	Hummel's tin, 1/2 gro. 1 43	Animals 10
	<b>CONFECTIONS</b>	Atlantics Also Asstd. 12
	Stick Candy Pails	Avena Fruit Cakes 12
	Standard 8	Bonnie Doon Cookies 10
	Standard H H 8	Brittle Fingers 10
	Standard Twist 9	Cameo Biscuit Choc. (cans) 25
	<b>Cases</b>	Cameo Biscuit Asstd. (cans) 25
	Jumbo, 32 lb. 8 1/2	Cartwheels Asstd. 8 1/2
	Leader H H 11	Cecelia Biscuit 16
	Boston Cream 11	Chocolate Bar (cans) 18
	Big Stick, 30 1/2 case 8 1/2	Chocolate Drops 17
	<b>Mixed Candy</b>	Chocolate Drop Centers 16
	Grocers 6 1/2	Choc. Honey Fingers 16
	X L O 7	Choc. Rosettes (cans) 20
	Special 10	Cracknels 18
	Conserve 8 1/2	Cocoa Nut Taffy Bar 13
	Royal 8	Cocoa Nut Drops 12
	Ribbon 14	Cocoa Nut Macaroons 18
	Broken 8 1/2	Coconut Honey Fingers 12
	Cut Loaf 9 1/2	Coconut Honey Jumbles 12
	Kindergarten 8 1/2	Coffee Cakes Iced 12
	French Cream 9	Eventide Fingers 16
	Hand Made Creams 17	Family Cookies 8 1/2
	Premio Cream mixed 14	Fig Cakes Asstd. 12
	Paris Cream Bon Bons 10	Frosted Creams 8 1/2
	<b>Fancy-In Pails</b>	Frosted Ginger Cookies 8 1/2
	Gypsy Hearts 14	Fruit Lunch Iced 10
	Coco Bon Bons 14	Ginger Gems Plain 8 1/2
	Fudge Squares 13	Ginger Gems Iced 9 1/2
	Peanut Squares 12	Graham Crackers 8
	Salted Peanuts 12	Ginger Snaps Family 8 1/2
	Starlight Kisses 13	Ginger Snaps NBC Round 8
	Lozenges, plain 10 1/2	Household Cookies 8
	Champion, Chocolate 11	Household Cks. Iced 9
	Eclipse Chocolates 14	Hippodrome Bar 12
	Eureka Chocolates 16	Honey Jumbles 12
	Champion Gum Drops 10	Imperial 8 1/2
	Anise Squares 10	Jubilee Mixed 10
	Lemon Sours 10	Lady Fingers Sponge 30
	Imperial 10	Leap Year Jumbles 18
	Golden Waffles 14	Lemon Biscuit Square 8 1/2
	Red Rose Gum Drops 10	Lemon Wafers 17
	Auto Kisses 14	Mace Cakes 8
	Coffy Toffy 14	Mary Ann 8 1/2
	Molasses Mint Kisses 12	Marshmallow Cfe. Ck. 13
	<b>Fancy-In 5 1/2 Boxes</b>	Marshmallow Walnuts 18
	Old Fashioned Molasses Kisses 10 1/2, bx. 1 30	Medora 8
	Orange Jellies 60	Mottled Squares 10
	Lemon Sours 60	NBC Honey Cakes 12
	Old Fashioned Horehound drops 60	Oatmeal Crackers 8
	Peppermint Drops 70	Penny Assorted 8 1/2
	Champion Choc Drops 60	Peanut Gems 9
	H. M. Choc. Lt. and Dark, No. 12 1 10	Pineapple Cakes 16
	Bitter Sweets, asstd. 1 25	Raisin Gems 11
	Brilliant Gums, Crys. 60	Reverses Asstd. 15
	A. A. Licorice Drops 90	Spiced Ginger Cakes 9
	Lozenges, printed 65	Iced 10
	Lozenges, plain 60	Sugar Fingers 12
	G. M. Peanut Bar 60	Sugar Crisp 8 1/2
	Hand Made Crms 80@90	Sultana Fruit Biscuit 16
	Cream Wafers 65	Triumph Cakes 16
	String Rock 70	Vanilla Wafers 17
	Wintergreen Berries 60	Waverley 10
	<b>Pop Corn</b>	<b>In-er-Seal Trade Mark Goods</b>
	Cracker Jack 3 25	Baronet Biscuit \$1 00
	Giggles, 5c pkg. cs. 3 50	Bremers Etr. Wafers 1 00
	Oh My 100s 3 50	Cameo Biscuit 1 50
	<b>Cough Drops</b>	Cheese Sandwich 1 00
	Putnam Mental 1 00	Chocolate Wafers 1 00
	Smith Bros. 1 25	Excelsior Butters 1 00
	<b>NUTS-Whole</b>	Fig Newton 1 00
	Almonds, Tarragona 18	Five O'Clock Tea Bst. 1 00
	Almonds, Drake 17	Ginger Snaps NBC 1 00
	Almonds, California soft shell @12	Graham Crackers Red Label 10c size 1 00
	Brazilis @12	Lemon Snaps 50
	Filberts @15	Oysterettes 50
	Cal. No. 1 @18	Premium Sodas 1 00
	Walnuts sft shell @18	Royal Toast 1 00
	Walnuts, Marbot @16	Saratoga Flakes 1 50
	Table nuts, fancy @16	Social Tea Biscuit 1 00
	Pecans, medium @15	S. S. Butter Crackers 1 50
	Pecans, ex. large @16	Uneda Biscuit 50
	Hickory Nuts, per bu. 2 00	Uneda Ginger Wafer 1 00
	Ohio 2 00	
	Cocoanuts 2 00	
	Chestnuts, New York State, per bu. 2 00	
	<b>Shelled</b>	
	Spanish Peanuts 9 1/2@19	
	Peanut Halves @65	
	Walnut Halves @35	
	Filbert Meats @30	
	Alicante Almonds @45	
	Jordan Almonds @50	
	<b>Peanuts</b>	
	Fancy H P Suns 7 1/4@7 1/2	
	Roasted 7@7 1/2	
	Choice, raw, H P Jumbo 7@7 1/2	
	<b>Java</b>	
	Private Growth 26@30	
	Mandling 31@35	
	Aukola 30@32	



6

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

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

**In Special Tin Packages**  
per doz.  
Festino ..... 2 50  
Nabisco 25c ..... 2 50  
Nabisco 10c ..... 1 00  
In bulk per tin  
Nabisco ..... 1 50  
Festino ..... 1 50  
Bent's Water Crackers 1 40

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

**DRIED FRUITS**

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

**Apricots**  
California ..... 12@14

**Citron**  
Corsican ..... 15

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

**Peaches**  
Muirs—Choice, 25lb. .... 9  
Muirs—Fancy, 25lb. .... 10  
Fancy, peeled, 25lb. .... 18

**Peel**  
Lemon, American ..... 12 1/2  
Orange, American ..... 12 1/2

**Raisins**  
Cluster, 20 cartons ..... 2 25  
Loose Muscatels 3 Cr ..... 5 1/2  
Loose Muscatels 4 Cr ..... 6  
L. M. Seeded, 1 lb. 7@7 1/2

**California Prunes**  
90-100 25lb. boxes. @ 4  
80-90 25lb. boxes. @ 6  
70-80 25lb. boxes. @ 6 1/2  
60-70 25lb. boxes. @ 7  
50-60 25lb. boxes. @ 8  
40-50 25lb. boxes. @ 9 1/2

**Farinaceous Goods**

**Beans**  
California Lima ..... 7 1/2  
Michigan Lima ..... 6  
Med. Hand Picked ..... 2 35  
Brown Holland ..... 1 65

**Farina**  
25 1 lb packages ..... 1 50  
Bulk, per 100 lbs. .... 4 00  
Original Holland Rusk  
Packed 12 rolls to container  
3 containers (40) rolls 3 20

**Hominy**  
Pearl, 100 lb. sack ..... 2 00  
Maccaroni and Vermicelli  
Domestic, 10 lb. box ..... 60  
Imported, 25 lb. box ..... 2 50

**Pearl Barley**  
Chester ..... 2 60  
Empire ..... 2 60

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

**Sago**  
East India ..... 4 1/2  
German, sacks ..... 4 1/2  
German, broken pkg.

**Tapioca**  
Flake, 100 lb. sacks ..... 4 1/2  
Pearl, 130 lb. sacks ..... 4 1/2  
Pearl, 36 pkgs. .... 2 25  
Minute, 36 pkgs. .... 2 25

**FISHING TACKLE**  
1/4 to 1 in. .... 6  
1/4 to 2 in. .... 7  
1/4 to 2 in. .... 9  
1 1/2 to 2 in. .... 11  
2 in. .... 15  
3 in. .... 20

**Cotton Lines**  
No. 1, 10 feet ..... 5  
No. 2, 15 feet ..... 7  
No. 3, 15 feet ..... 9  
No. 4, 15 feet ..... 10  
No. 5, 15 feet ..... 11  
No. 6, 15 feet ..... 12  
No. 7, 15 feet ..... 15  
No. 8, 15 feet ..... 18  
No. 9, 15 feet ..... 20

**Linen Lines**  
Small ..... 20  
Medium ..... 26  
Large ..... 34

**Poles**  
Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

## FLAVORING EXTRACTS

**Jennings D C Brand**  
Terpeness Extract Lemon  
No. 1 F box, per doz. 75  
No. 2 F box, per doz. 90  
No. 4 F box, per doz. 1 75  
No. 3 Taper, per doz. 1 75  
2 oz. Flat, F M per dz. 1 50

**Jennings D C Brand**  
Extract Mexican Vanilla  
No. 1 F Box, per doz. 90  
No. 2 F Box, per doz. 1 25  
No. 4 F Box, per doz. 2 25  
No. 3 Taper, per doz. 2 00  
2 oz. Flat F M per dz. 2 00

## FLOUR AND FEED

**Grand Rapids Grain & Milling Co.**

**Winter Wheat**

Purity Patent ..... 5 40  
Seal of Minnesota ..... 4 80  
Sunburst ..... 4 80  
Wizard Flour ..... 5 10  
Wizard Graham ..... 5 10  
Wizard Gran. Meal ..... 4 00  
Wizard Buckwheat ..... 6 00  
Rye ..... 4 00

**Valley City Milling Co.**

Lily White ..... 5 60  
Light Loaf ..... 5 10  
Graham ..... 2 30  
Granena Health ..... 2 40  
Gran. Meal ..... 1 70  
Bolted Med. ..... 1 60

**Voigt Milling Co.**

Graham ..... 4 60  
Voigt's Crescent ..... 5 40  
Voigt's Flourloft ..... 5 40  
Voigt's Hygienic ..... 4 60  
Voigt's Royal ..... 5 80  
Watson-Higgins Milling Co.  
Perfection Flour ..... 5 40  
Tip Top Flour ..... 5 00  
Golden Sheaf Flour ..... 4 60  
Marshall's Best Flour 4 85

**Worden Grocer Co.**

Quaker, paper ..... 5 30  
Quaker, cloth ..... 5 40  
Quaker Buckwheat bbl 5 50

**Kansas Hard Wheat**

**Worden Grocer Co.**

American Eagle, 1/2s ..... 5 25  
American Eagle, 1/4s ..... 5 15  
American Eagle, 1/8s ..... 5 05

**Spring Wheat**

**Roy Baker**

Golden Horn, family ..... 5 00  
Golden Horn, bakers ..... 4 95  
Wisconsin Rye ..... 3 85

**Judson Grocer Co.**

Ceresota, 1/2s ..... 5 60  
Ceresota, 1/4s ..... 5 70  
Ceresota, 1/8s ..... 5 80

**Worden Grocer Co.**

Wingold, 1/4s cloth ..... 5 50  
Wingold, 1/4s cloth ..... 5 40  
Wingold, 1/4s cloth ..... 5 30  
Wingold, 1/4s paper ..... 5 35  
Wingold, 1/4s paper ..... 5 30  
Bakers' Patent ..... 5 15

**Wykes & Co.**

Sleepy Eye, 1/4s cloth 5 40  
Sleepy Eye, 1/4s cloth 5 30  
Sleepy Eye, 1/4s cloth 5 20  
Sleepy Eye, 1/4s paper 5 20  
Sleepy Eye, 1/4s paper 5 20

**Meal**  
Bolted ..... 3 80@4 00  
Golden Granul'd 3 80@4 00

**Wheat**

Red ..... 1 04  
White ..... 1 03

**Oats**  
Michigan carlots ..... 36  
Less than carlots ..... 40

**Corn**  
Carlots ..... 62  
Less than carlots ..... 64

**Hay**  
Carlots ..... 11 00  
Less than carlots ..... 13 00

**Feed**  
Street Car Feed ..... 33  
No. 1 Corn & Oat Feed 33  
Cracked corn ..... 32  
Coarse corn meal ..... 32

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

**GELATINE**  
Cox's, 1 doz. large ..... 1 45  
Cox's, 1 doz. small ..... 90  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling gr. 14 00  
Knox's Acidu'd. doz. 1 25  
Nelson's ..... 1 50  
Oxford ..... 75  
Plymouth Rock, Phos. 1 25  
Plymouth Rock, Plain 90

**GRAIN BAGS**  
Broad Gauge ..... 18  
Amoskeag ..... 19

**Herbs**  
Sage ..... 15  
Hops ..... 15  
Laurel Leaves ..... 15  
Senna Leaves ..... 25

## HIDES AND PELTS

**Hides**

Green, No. 1 ..... 11 1/2  
Green, No. 2 ..... 10 1/2  
Cured, No. 1 ..... 13  
Cured, No. 2 ..... 12  
Calfskin, green, No. 1 15  
Calfskin, green, No. 2 13 1/2  
Calfskin, cured, No. 1 16  
Calfskin, cured, No. 2 14 1/2

**Pelts**

Old Wool ..... @ 30  
Lambs ..... 10@25  
Shearlings ..... 10@20

**Tallow**

No. 1 ..... @ 5  
No. 2 ..... @ 4

**Wool**

Unwashed, med. @ 15  
Unwashed, fine @ 10

**HORSE RADISH**

Per doz. ..... 90

**Jelly**

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

**JELLY GLASSES**

1/4 pt. in bbls., per doz. 15  
1/2 pt. in bbls., per doz. 16  
8 oz. capped in bbls. .... 18  
per doz. .... 18

**MAPLEINE**

2 oz. bottles, per doz. 3 00

**MINCE MEAT**

Per case ..... 2 85

**MOLASSES**

**New Orleans**

Fancy Open Kettle ..... 42  
Choice ..... 35  
Good ..... 22  
Fair ..... 20

**Half barrels 2c extra**

Red Hen, No. 2 1/2 ..... 1 75  
Red Hen, No. 5 ..... 1 75  
Red Hen, No. 10 ..... 1 65

**MUSTARD**

1/4 lb 6 lb. box ..... 16

**OLIVES**

Bulk, 1 gal. kegs 1 15@1 25  
Bulk, 2 gal. kegs 1 10@1 20  
Bulk, 5 gal. kegs 1 00@1 15  
Stuffed, 8 oz. .... 1 25  
Stuffed, 14 oz. .... 2 25  
Pitted (not stuffed) ..... 2 25  
14 oz. .... 2 25  
Manzanilla, 8 oz. .... 90  
Lunch, 10 oz. .... 1 35  
Lunch, 16 oz. .... 2 25  
Queen, Mammoth, 19 ..... 4 25  
Queen, Mammoth, 28 ..... 5 75  
Olive Chow, 2 doz. cs. .... 2 25  
per doz. .... 2 25

**PICKLES**

**Medium**

Barrels, 1,200 count ..... 7 75  
Half bbls., 600 count 4 38  
5 gallon kegs ..... 2 00

**Small**

Barrels ..... 9 50  
Half Barrels ..... 5 25  
5 gallon kegs ..... 3 00

**Gherkins**

Barrels ..... 14 50  
Half barrels ..... 7 75  
5 gallon kegs ..... 7 75

**Sweet Small**

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

**PIPES**

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

**PLAYING CARDS**

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

**POTASH**

Babbitt's, 2 doz. .... 1 75

**PROVISIONS**

**Barreled Pork**

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

**Dry Salt Meats**

S P Bellies ..... 14 1/2@15

**Lard**

Pure in tierces ..... 11 1/2@12  
Compound Lard ..... 8 1/2@9  
80 lb. tubs ..... advance 1/2  
60 lb. tubs ..... advance 1/2  
50 lb. tins ..... advance 1/2  
50 lb. pails ..... advance 1/2  
10 lb. pails ..... advance 1/2  
5 lb. pails ..... advance 1/2  
8 lb. pails ..... advance 1

## Smoked Meats

Hams, 12 lb av. 17 @17 1/2

Hams, 16 & av. 16 1/2@17

Hams, 18 1/2 av. 16 @16 1/2

Skinned Hams ..... 18 @18 1/2

Ham, dried beef ..... 21 @22

California Hams 11 1/2@12

Picnic Boiled Hams @15

Boiled Hams ..... 25 1/2@26

Minced Ham ..... 13 @13 1/2

Bacon ..... 17 1/2@25

**Sausages**

Bologna ..... 10 @10 1/2

Liver ..... 7 1/2@8

Frankfort ..... 11 @11 1/2

Pork ..... 13 @14

Veal ..... 11

Tongue ..... 11

Headcheese ..... 9

**Beef**

Boneless ..... 20 00@20 50

Rump, new ..... 21 00@22 00

**Pig's Feet**

1/2 bbls. .... 1 05

3/4 bbls., 40 lbs. .... 2 10

1/2 bbls. .... 4 25

1 bbl. .... 8 50

**Tripe**

Kits, 15 lbs. .... 90

1/4 bbls., 40 lbs. .... 1 60

3/4 bbls., 80 lbs. .... 3 00

**Casings**

Hogs, per 1/2 ..... 35

Beef, rounds, set ..... 18@20

Beef, middles, set ..... 90@95

Sheep, per bundle ..... 80

**Uncolored Butterine**

Solid Dairy ..... 12 @16

Country Rolls ..... 12 1/2@18

**Canned Meats**

Corned beef, 2 lb ..... 4 20

Corned beef, 1 lb ..... 2 20

Roast beef, 2 lb. .... 4 20

Roast beef, 1 lb. .... 2 20

Potted Ham, 1/2s ..... 90

Potted Ham, 1/4s ..... 90

Deviled Ham, 1/2s ..... 50

Deviled Ham, 1/4s ..... 90

Potted Tongue, 1/2s ..... 50

Potted Tongue, 1/4s ..... 90

**RICE**

Fancy ..... 6 @6 1/2

Japan Style ..... 5 @5 1/2

Broken ..... 4 @4 1/2

**ROLLED OATS**

Rolls Avena, bbls. .... 4 35

Steel Cut, 100 lb. bbls. 4 35

Monarch, bbls. .... 4 10

Monarch, 90 lb. sacks 1 90

Quaker, 13 Regular ..... 1 45

Quaker, 20 Family ..... 4 00

**SALAD DRESSING**

Columbia, 1/2 pt. .... 2 25

Columbia, 1 pint ..... 4 00

Durkee's, large 1 doz. 4 50

Durkee's, small, 2 doz. 5 25

Snider's, large, 1 doz. 2 35

Snider's, small, 2 doz. 1 35

**SALERATUS**

Packed 60 lbs. in box

Arm and Hammer ..... 3 00

Wyandotte, 100 3/4s ..... 3 00

**SAL SODA**

Granulated, bbls. .... 80

Granulated, 100 lbs. cs. 90

Granulated, 36 pkgs. .... 1 25

**SALT**

Common Grades

100 3 lb sacks ..... 2 60

70 4 lb. sacks ..... 2 40

60 5 lb. sacks ..... 2 40

28 10 lb. sacks ..... 2 25

56 lb. sacks ..... 40

28 lb. sacks ..... 20

# 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 Scrp 3/4 gr. 5 76 Peachy Scrap, 5c ..... 1 90 Union Workman, 2 3/4 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 ..... 5 76 Banner, 8 oz. .... 1 60 Banner, 16 oz. .... 3 20 Belwood, Mixture, 10c 94 Big Chief, 2 1/2 oz. .... 6 00 Big Chief, 16 oz. .... 30 Bull Durham, 5c ..... 5 90 Bull Durham, 10c ..... 10 80 Bull Durham, 15c ..... 18 48 Bull Durham, 8 oz. .... 6 72 Bull Durham, 16 oz. .... 6 72 Buck Horn, 5c ..... 5 76 Buck Horn, 10c ..... 11 72 Briar Pipe, 5c ..... 6 00 Briar Pipe, 10c ..... 12 00 Black Swan, 5c ..... 5 76 Black Swan, 14 oz. .... 3 50 Bob White, 5c ..... 5 95 Brotherhood, 5c ..... 5 95 Brotherhood, 10c ..... 11 00 Brotherhood, 16 oz. .... 39 Carnival, 5c ..... 5 70 Carnival, 1 1/2 oz. .... 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. .... 73 Dills Best, 3 1/2 oz. .... 73 Dills Best, 16 oz. .... 48 Dixie Kid, 5c ..... 5 76 Duke's Mix, 5c ..... 5 76 Duke's Mix, 10c ..... 11 52 Duke's Cameo, 1 1/2 oz. 41 Dum, 5c ..... 5 90 F F A, 3 oz. .... 4 95 F F A, 7 oz. .... 11 50 Fashion, 5c ..... 6 00 Fashion, 1 60z. .... 43 Five Bros., 5c ..... 5 95 Five Bros., 10c ..... 10 70 Five cent cut Plug ..... 29 F O B 10c ..... 11 50 Four Roses, 10c ..... 96 Full Dress, 1 1/2 oz. .... 72 Glad Hand, 5c ..... 48 Gold Block, 10c ..... 11 88 Gold Star, 50c pail ..... 4 70 Gail & Ax Navy, 5c 45 Growler, 5c ..... 5 94 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. .... 40 Hunting, 1 1/2 & 3 1/2 oz. 19 I X L, 5c ..... 6 32 I X L, in pails ..... 6 00 Just Suits, 10c ..... 11 88 Kiln Dried, 25c ..... 2 45 King Bird, 7 oz. .... 25 20 King Bird, 10c ..... 11 50 King Bird, 5c ..... 5 70 La Turka, 5c ..... 5 76 Little Giant, 1 lb. .... 28 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 00 Plow Boy, 14 oz. .... 4 70 Pedro, 10c ..... 11 80 Pride of Virginia, 1 1/2 77 Pilot, 5c ..... 5 76	Pilot, 7 oz. doz. .... 1 05 Pilot, 14 oz. doz. .... 2 10 Prince Albert, 5c ..... 48 Prince Albert, 10c ..... 96 Prince Albert, 8 oz. .... 3 84 Prince Albert, 16 oz. 7 44 Queen Quality, 5c ..... 48 Rob Roy, 5c foil ..... 5 76 Rob Roy, 10c gross 10 53 Rob Roy, 25c doz. .... 2 10 Rob 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. .... 60 Sweet Lotus, 5c ..... 6 00 Sweet Lotus, 10c ..... 12 00 Sweet Lotus, per doz. 4 35 Sweet Rose, 2 1/2 oz. 30 Sweet Tip Top, 5c ..... 50 Sweet Tip top, 10c ..... 1 00 Sweet Tips, 1 1/4 gro. 10 08 Sun Cured, 10c ..... 98 Summer Time, 5c ..... 5 76 Summer Time, 7 oz. .... 1 65 Summer Time, 14 oz. 3 50 Standard, 5c foil ..... 5 76 Standard, 5c paper ..... 5 76 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 Pipe combination ..... 2 25 Tom & Jerry, 14 oz. .... 3 60 Tom & Jerry, 7 oz. .... 1 80 Tom & Jerry, 3 oz. .... 76 Trout Line, 5c ..... 5 95 Trout Line, 10c ..... 10 00 Turkish, Patrol, 2-9 5 76 Tuxedo, 1 oz. bags ..... 48 Tuxedo, 2 oz. tins ..... 96 Tuxedo, 20c ..... 1 90 Tuxedo, 80c tins ..... 7 45 Twin Oaks, 10c ..... 96 Union Leader, 50c ..... 5 95 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 ..... 2 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 ..... 90 1 1/4lb cans 1 35 6 oz. cans 1 90 1 1/2lb. cans 2 50 3 1/2lb cans 3 75 1lb cans 4 80 3 1/2lb cans 13 00 5 1/2lb cans 21 50 BAKING POWDER Royal 10c size ..... 90 1 1/4lb cans 1 35 6 oz. cans 1 90 1 1/2lb. cans 2 50 3 1/2lb cans 3 75 1lb cans 4 80 3 1/2lb cans 13 00 5 1/2lb cans 21 50

15

CIGARS  
Johnson Cigar Co.'s Brand



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

16

Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sy-  
mons Bros. & Co., Sagin-  
aw; Brown Davis & War-  
ner, Jackson; Godsmark,  
Durand & Co., Battle  
Creek; Fleibach Co., To-  
ledo.  
COCOANUT  
Baker's Brazil Shredded



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



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

SAFES



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

17

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



The only  
5c  
Cleanser  
Guaranteed to  
equal the  
best 10c kinds  
80 - CANS - \$2.80  
SOAP  
Lautz Bros' & Co.  
Acme, 30 bars, 75 lbs. 4 00  
Acme, 25 bars, 75 lbs. 4 00  
Acme, 25 bars, 70 lbs. 3 80  
Acme, 100 cakes ..... 3 00  
Big Master, 100 blocks 4 00  
German Mottled ..... 3 15  
German Mottled, 5 bx. 3 15  
German Mottled 10 bx. 3 10  
German Mottled 25 bx 3 05  
Marseilles, 100 cakes ..... 6 00  
Marseilles, 100 cks. 5c 4 00  
Marseilles, 100 ck toil 4 00  
Marseilles 1/2 box toil 2 10  
Proctor & Gamble Co.  
Lenox ..... 3 00  
Ivory, 6 oz. .... 4 00  
Ivory, 10 oz. .... 6 75  
Star ..... 3 35  
Tradesman Co.'s Brand  
Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25  
A. B. Wrisley  
Good Cheer ..... 4 00  
Old Country ..... 2 40  
Soap Powders  
Snow Boy, 24s family  
size ..... 3 75  
Snow Boy, 60 5s ..... 2 40  
Snow Boy, 100 5s ..... 3 75  
Gold Dust, 24 large ..... 4 50  
Gold Dust, 100 5c ..... 4 00  
Kirkoline, 24 4lb. .... 2 80  
Pearline ..... 3 75  
Baubitt's 1776 ..... 4 00  
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.

For Sale—An ideal factory, suitable for furniture, automobile or piano manufacturing, within one and a half hour of Detroit, Michigan on the Grand Trunk and Pere Marquette railroads. Brick and heavy mill construction. Perfect sprinkler system and fully equipped with mill machinery. Nothing better in the country. For full particulars write to E. J. H., 25 Jewett Ave., Buffalo, N. Y. 111

For Sale—General stock in town of one thousand. Annual business twenty-two thousand. H. T. Stanton, 18 Market St., Grand Rapids, Mich. 127

For Sale Or Lease—Modern, up-to-date plant, two stories, brick building, over 25,000 feet of floor space. Equipped with complete power plant, heating system and dry kilns. Splendid opportunity for anyone wishing to manufacture furniture, automobile bodies or other wood-working lines. Located at Henderson, Ky., near Evansville. For information write Imperial Desk Co., Evansville, Indiana. 125

For Sale—Clean up-to-date stock of dry goods and ready-to-wear goods. Established 15 years. Michigan town of 3,500. Inventory \$12,000. Must retire on account of health. Address No. 124, care Tradesman. 124

Dry goods, boot and shoe and furniture store; up-to-date stock; good paying business in a manufacturing town of 3,000; good surrounding country trade; only stock of its kind in town; established 30 years; best of reasons for selling. Address P. O. Box 332, New Hartford, Conn. 123

General merchandise and fixtures for sale cheap. Store building with living rooms attached. Address Box 75, Koshkonong, Mo. 122

For Sale—Nineteen room hotel, steam heat. Only hotel, town 800. \$3,250. All furnished. Address Hotel, Lawrence, Mich. 118

Exchange—My farm for grocery. J. L. Shigley, LeRoy, Mich. 119

For Sale—Meat business in a bustling little town in Southern Michigan. Will sell or rent fixtures. Address No. 120, care Michigan Tradesman. 120

For Sale—A clean up-to-date stock of dry goods, ladies' and gents' furnishing goods; largest stock, best location in city; inventory \$15,000; a good cash business; established 24 years; been in business long enough. Want to get out. Don't write, come and see. J. R. Rauch & Son, Plymouth, Mich. 116

For Sale—Drug stock in good live Central Michigan town, population 850. Excellent business. Reason for selling, poor health. Address No. 117, care Tradesman. 117

For Exchange—240 acres raw land, \$30 acre, clear, near Roscommon, Michigan. A county seat and railroad town about 1,000 population. Want running stock merchandise. A. M. Kauffman, Lockridge, Iowa. 114

For Sale—Bakery in town of 2,000 population. Doing good business. No competition. Must sell. Call or write J. H. Portz, Buchanan, Mich. 113

Wanted—Stock general merchandise cheap for cash. Box 223, Nashville, Michigan. 112

For Sale—Stock of millinery and fancy goods. Stock will inventory about \$3,000 and will sell for \$2,000 cash. It is located in a Central Michigan town of 5,000 and is one of the best locations in town. Address No. 110, care Tradesman. 110

For Sale—Small well selected stock groceries and fixtures. Located in a first-class town 5,000. Good building, good stock and good business. Address C. O. D., care Tradesman. 128

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

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

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

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

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

For Sale—Clean stock of general merchandise, located in town 1,400 population, doing \$25,000 annual business. Good reasons for selling. Address Box 295, Yale, Mich. 30

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, inventory \$4,500. Cash business last year \$22,500. Reason for selling, poor health. Address Morrell & Lyle, Sherman, Mich. 56

\$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 inventory 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

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

General Store For Sale—Mainly dry goods. Write for particulars. Address Kuehl's, Wanatah, Indiana. 105

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

Business Wanted—I am looking for a good opening for cash; agents and speculators need not answer; give full particulars in first letter. Address M. Tradesman, Box 1261 Cherry Valley, Illinois. 478

I bring buyers and sellers together. Write me if you want to buy, sell or exchange any kind of business or real estate anywhere. Established 1881. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Illinois. 357

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

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 Ruffner St., Philadelphia, Pa. 93

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

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

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

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

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—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

\$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

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

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

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. 150 acres in cultivation, balance pasture. Small improvements. Good land. Will handle clean merchandise up to \$26,000. 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

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—Registered Pharmacist or druggist. State particulars, salary wanted. H. W. Zalsman, Northport, Mich. 126

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

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

## SITUATIONS WANTED.

Bread and pastry baker wants situation. Six years' experience. Single and reliable. Address Gust Anderson, Delavan, Wis. 121

## AUCTIONEERS.

Auction Sale—Expert services guaranteed closing out or reducing stocks of merchandise. For dates and information write to Henry Noring, Auctioneer, Reedsburg, Wis. 115

## Tanglefoot



Gets

50,000,000,000

Flies a year—vastly more than all other means combined.  
The Sanitary Fly Destroyer—Non-Poisonous.

### What Properly Constitutes a Grocer.

At first blush it may seem as though the mere raising of the question is a trivial academic diversion or a basis for an ethical discussion, but as a matter of fact it is coming to the front more or less seriously for grocers in several states, in the light of certain well defined movements to have laws enacted defining just what a grocer may legitimately sell and what not. If it continues, it may become an important and pertinent question demanding settlement.

From various quarters come reports that legislation, said to emanate from druggists associations, has been proposed this year to prevent grocers from selling patent medicines, although in the original bottles and under the original labels, just as prepared by the manufacturer. In St. Louis, it appears the Secretary of the Missouri State Board of Pharmacy issued formal warning to retail grocers containing the following language:

"Information has been filed in this office that you are in violation of the pharmacy law by selling drugs without having a registered pharmacist in charge. I do not want to be compelled to prosecute you and will give you a few days in which to adjust the conditions in your store before taking further action."

In this case the grocer refused to be scared, even when informed by the Board that "business ethics ought to prevent a grocer from selling remedies," and informed the Board that he was openly selling the remedy at issue—Castoria—and proposed to continue to do so. And in his determination the indications are that the grocers' association will stand by and support him.

Quite aside from the merits—ethical or legal—of this particular case, it indicates a rather startling frame of mind on the part of druggists toward what has heretofore never been at issue—the right to sell proprietary articles, whether they be drugs, chemicals, foods or anything else. If such restrictions are to be pursued far enough, it is conceivable that the grocer may be limited in what he may consider merchandise until he is legislated out of business altogether.

If this was a case—such as the laws probably contemplate—where the untrained and even ignorant grocer (so far as pharmacology goes) was trying to compound drugs or do other technical things which demand the skill and knowledge of a druggist or chemist there would be no question about the necessity for prohibiting a grocer selling medicines. But no such thing is claimed here. The grocer merely bought a proprietary article in its bottle, never opened it or professed to know anything about it, and its therapeutic qualities, and sold it exactly as he would foods, or hardware, or clothes-pins, or any of the other varied commodities found on his shelves. Wherefore the assault on the grocer virtually means that he is to be vised and restricted in what he can call "groceries."

Just what constitutes "groceries" is a genuine question. Evolution has heretofore worked out as close a definition as possible, but it has been a definition which was constantly changing. Once on a time the grocer carried perhaps fifty or sixty staple articles: to-day he carries on his shelves probably 3,000 articles, and to-morrow he may find it prudent to sell 10,000. The late Finley Acker of Philadelphia once said in an address that he considered as "groceries" anything which would sell at a profit in his store and be worth handling. He started at groceries, next drifted to a bakery and delicatessen, then to confectionery, next to certain table decorations, to a soda fountain, an afternoon tea room, a restaurant, and finally to a certain extent to the sale of domestic appliances.

Many of these were not "groceries" at first, but became such by logical association of utility.

In exactly the same way druggists have found association of commodities in the convenience of the customer, leading them away from original apothecary limitations. Once on a time the sole business of the apothecary was to sell drugs and chemicals. It was logical that soda water should originally attach to the drug store and that toilet articles should gradually seek company with surgical and sanitary appliances. The soda fountain begot the hot coffee and the chocolate and wafer was a natural evolution. So were the egg and the lemon and other fruits, and, as the coffee was delicious, the consumer of a cup naturally wanted a pound of the material to carry home for home consumption and encouraged the druggist to put it up for him. To-day many a drug store has become a near-restaurant, and, in certain limited lines, a grocery store. In the same way drug stores have added toilet articles, stationery and candy and a variety of sanitary wearing apparel. It is as proper to challenge the variety of sanitary wearing apparel. It is as proper to challenge the ethical right of a druggist to sell groceries and clothing and crockery and glassware and stationery on the basis of "drugs," as to sic the Board of Pharmacy onto the grocer for selling patent medicines.

If the question involved a menace to the public in having dangerous drugs sold by irresponsible grocers or \$10 a week clerks were compounding dangerous drugs, there might be grounds for calling the matter in question, but so long as it has to do, not with "chemicals and drugs" as such, but merely with "bottles" of proprietary articles, where is the difference between selling olive oil for salads or for medicine; sodium chloride as a drug or as a table salt; glucose as a chemical or as "corn syrup" for pancakes? Judged purely as an ethical question, there appears no more danger in having sauce for the goose than for the gander in the matter of "keeping on your own side of the fence." On the contrary, it looks as though certain druggists' associations are trying to work a board of pharmacy to squeeze out the legiti-

mate rights of a merchant in ways which the anti-trust laws or the laws of fair dealing would discountenance. The grocer may be a grocer and the druggist may be a druggist as a specialty, but in being such he does not abandon his rights as a merchant to sell whatever his trade will buy at a profit.

John Cowley was once a butler in the home of an important financier of New York. The latter was in the habit of bringing other financiers home to dinner and talking over the stock market with them. On one of these occasions he told how he intended to buy in a lot of stock on the following day. The butler overheard the remark. So, first thing next morning, he drew out his savings and hurried down to Wall Street. There he bought in as much stock as his money would permit. An hour later his master—Jay Gould—sent his men into the exchange and began to buy. The market went soaring. A week later Cowley resigned his position and went to live at the Fifth Avenue Hotel. When he died he left an estate of several millions.

Art may be long, but it's different with most artists.

The most unreasonable merchant I know is the fellow who gets sore when he sees one of his regular customers going into a competitor's store.

### BUSINESS CHANCES.

**For Sale Or Rent**—Up-to-date factory building, one-story, cement, new line shaft, steam heat, electric power, 4,000 square feet space. Why not come to town where rent is cheap, insurance low and good place to live? If you want something right, call, write or see E. A. Stowe, Howell, Mich. 129

**For Sale**—Well established dry goods, clothing and shoe store, doing good business. Owner has other interests that require his undivided time. Will give right party a good deal. Will exchange for Detroit or Grand Rapids real estate. Stock will inventory about \$6,000. Located on the main line of the G. R. & I. Summer resort and excellent farming community, low rent and good location. Will also sell store building and fixtures very reasonable. Address Lock Box 246, Kingsley, Michigan. 131

**For Sale**—Double brick block. The clothing and furnishing store is stocked with about \$8,000. The dry goods store is ready for stock. Shelves, fixtures, everything needed. Business established 27 years. Always prosperous. Reason for selling, wish to retire. Address A. J. Wilhelm, Traverse City, Mich. 130

**For Sale**—Middieby portable oven, 10x12 outside, with fixtures, all new. Will include restaurant and cafe. Doing excellent business in one of the best towns in Northern Missouri. About 900 population. Selling on account of other business. Address Box 181, Chula, Mo. 132

New, up-to-date 1913 Haywood vulcanizing plant, complete; fully installed in good location; good stock of accessories; reasonable price if sold at once. Reason for selling, other business to look after. Good opportunity for right person. This will bear inspection. J. A. Stephens, 16 E. Lawrence St., Pontiac, Mich. 133



## Go to Baltimore June 8th to 13th

During the second week in June, 10,000 advertising and business men will be the guests of Baltimore.

At a series of open meetings, covering nearly a week, the great problems of advertising and selling will be discussed by the most progressive and successful business men in America. All the marketing and merchandising problems which manufacturers have to meet will be discussed by men who have met them and solved them.

These problems are your problems; these men are those who can help you by telling what they have done and how they have done it. The occasion is the ninth

## Annual Convention of the Associated Advertising Clubs

of America. Delegates and members from 135 advertising clubs in every part of the United States and Canada will be there—every section—every business interest—every phase of industrial activity will be represented.

Plan now to attend this convention; it is not necessary that you be a club member—Baltimore will welcome every business man with open arms and show him that cordial, generous hospitality for which she is famous.

No matter how little or how much advertising you may do or are thinking of doing, this Convention will be the biggest business help that has ever been placed at your disposal. Your line of business, your kind of advertising and other problems, will be discussed by men who know.

If you cannot come yourself, send the man who is responsible for your advertising. Full particulars as to the program, rates for accommodations, etc., will be furnished by

**Associated Advertising Clubs of America**  
Convention Bureau  
1 North Calvert Street, Baltimore, Md.



## 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.

BRENARD 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

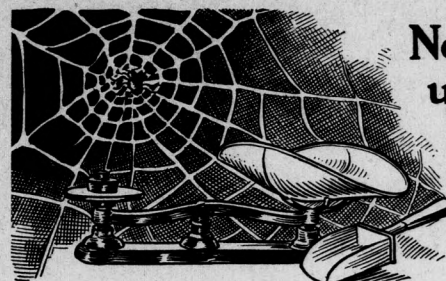
**BRENARD MFG. CO. Iowa City, Iowa**

### WARNING

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

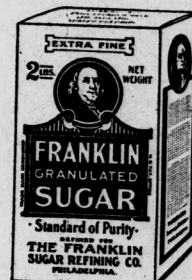
We have no branches. Other firms claiming connection with us mis-state facts.

We have a few imitators but no competitors.



No more  
use for  
Scoop  
or  
Scales

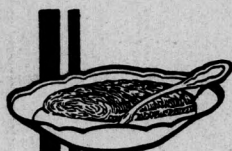
Weighing sugar, putting it in bags, losing by waste of time, overweight and cost of bags and string used eats up all the profit of selling sugar. In fact, the grocer who follows such old-fashioned methods loses money. No wonder the sale of FRANKLIN CARTON SUGAR is increasing all the time. The FRANKLIN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



## We Sell It for You

It is our aim to sell

## Shredded Wheat Biscuit

before it goes on your shelves. There are many talking points about our product, but we do all the talking for you. It is the only cereal breakfast food made in biscuit form, and the only one that is packed in substantial wooden cases. Shredded Wheat is always ready-cooked, ready-to-serve. It is not only delicious as a breakfast food with milk or cream, but wholesome and nourishing with all kinds of fruits, stewed or preserved. Are you getting your share of the business we are creating for you?



Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

**The Shredded Wheat Company  
NIAGARA FALLS, N. Y.**

## SUMMER TIME IS TEA TIME TETLEY'S INDIA CEYLON TEAS

Are good for that tired feeling



Fragrant  
Delicious  
Invigorating

Hot or Iced

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

**THE TEA HOUSE**

**Judson Grocer Co.**  
The Pure Foods House  
**GRAND RAPIDS, MICHIGAN**



## Why You Need This Department

It's a rapid-fire salesman.

Every inch of it is filled with the quickest-turning goods in the world—  
and none but the quickest-turning.

While your regular lines are turning once, these goods will be slipping  
away at high-speed and drawing more trade in proportion than all other lines  
put together.

This statement is not new, but it's true, and scores of retailers have  
already found it out.

Are you anxious to get ahead of competitors?

Then write to-day to our Chicago house for a free circular of informa-  
tion, mention this journal and we'll do the rest.

---

# BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

SAMPLE  
HOUSES

Cincinnati  
Omaha

Cleveland  
Portland

Kansas City  
Philadelphia

Milwaukee  
Seattle