

The White Carnation

Here's to the white carnation,
 Sturdy and spicy and sweet.
 Wafting a breath of perfume
 On the stony way of the street;
 Bringing a thought of gladness
 Wherever the breezes blow;
 Here's to the white carnation,
 Pure as the virgin snow.

This is the flower for Mother,
 Wear it on Mother's Day;
 Flower for rain and sunshine,
 Winsome, gallant and gay;
 Wear it in Mother's honor
 Pinned to the coat's lapel;
 Wear it in belt and corsage,
 For her who loved you well.

The Mother in lowly cabin,
 The Mother in palace hall,
 Is ever the best and dearest,
 The one we love best of all.
 In travail and pain she bore us,
 In laughter and love she nursed.
 And who that would shame the Mother
 Is of all mankind accursed.

Tired and wan too often,
 Weary and weak at times,
 But always full of the courage
 That thrills when the future chimes;
 Mother with hands toil-hardened,
 Mother in pearls and lace,
 The light of heavenly beauty
 Shines in your tender face.

So here's to the white carnation,
 Wear it on Mother's Day;
 Flower that blooms for Mother,
 Winsome, gallant and gay.
 Flower of perfect sweetness,
 Flower for hut and hall,
 Here's to the white carnation
 And to Mother—Our Best of All.

Margaret Sangster.

Life's Weaver

I sit to-day at the loom of life
 And weave, and weave and weave;
 The warp is laid by hands divine
 But the weft is where I grieve;
 For every moment in every day
 The shuttle flies through and through,
 And patterns I scheme with the dreams I dream,
 Are made up by the things I do.

I am not held blame for the warp I tread
 The threads are already set,
 But my duty lies as the shuttle flies
 In the fabric I'm weaving yet.
 Smiles and tears, kind words and fears
 Are wound on the bobbins I wind;
 And every slanderous word is there
 And every word unkind.

And every act I would fain forget,
 And the thoughts that were dark and vain
 I view in the fabric of life I weave
 And see them, and see them again.
 And I sit and weave with an aching heart
 And a world of intense regret;
 And tears fall fast as I view the past
 And I pray that I may forget.

But out of repining and soul recoil
 I look in the future and see
 My life stretched out in its future plan
 And a new hope comes to me.
 I know not the length of the warp I view,
 I know not my given span;
 But into the fabric I yet may weave
 I'll put the best I can.

Smiles, and kindness and patient care,
 Unselfishness, service and love;
 Harmony, sunshine, faith and hope,
 And thus my contrition prove.
 When the throw shall fall from my nerveless hand
 And the shuttle lies at rest,
 May I hear the voice of the Master say—
 "You have done what you thought was best."

William J. Robinson.

WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"DOUBLE A"

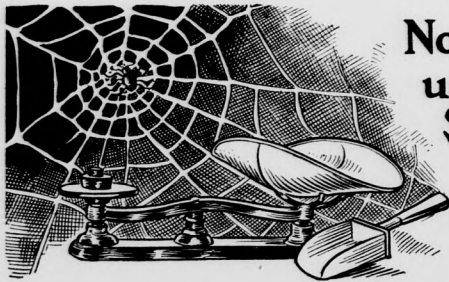
Remember it came from

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

WORDEN GROCER COMPANY
THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



No more
use for
Scoop
or
Scales

Weighing sugar, putting it in bags, losing by waste of time, overweight and cost of bags and string used eats up all the profit of selling sugar. In fact, the grocer who follows such old-fashioned methods loses money. No wonder the sale of FRANKLIN CARTON SUGAR is increasing all the time. The FRANKLIN CARTON is a neat, handy package that's as easy to handle as a can of tomatoes; it's ready to sell when you get it. It pleases customers because everybody wants clean sugar. The capacity of the containers enables you to buy in convenient quantities and you can get any popular sugar in FRANKLIN CARTONS.



You can buy Franklin Carton Sugar in the original containers of 24, 48, 60 and 120 pounds

THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR means CLEAN sugar"



JUDSON GROCER CO.—Grand Rapids, Mich.

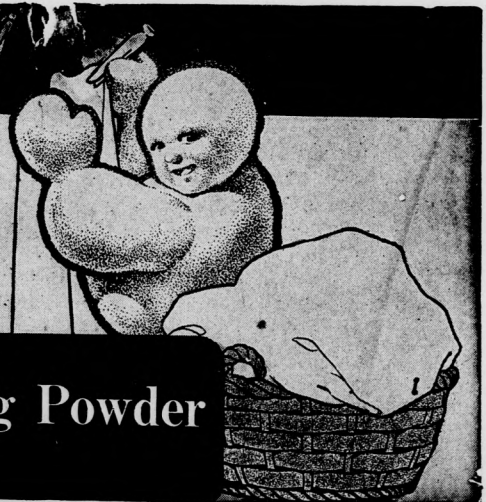
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, MAY 28, 1913

Number 1549

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THE THIN BLUE LINE.

The Grand Army of the Republic is an army to whose ranks come no recruits. The army of the blue has faded to a line and every year this line grows thinner and shorter.

The march of the thin blue line now is from the army posts to the cemeteries. Its weapons are flowers, its colors furled banners, its battle cry a prayer, its victory peace.

The boys in blue who marched in all the vigor of youth and manhood for the Union, and who have survived throughout the years since those stirring days, now totter in broken ranks toward that final union with their comrades where, around an eternal camp fire, they shall find sweet rest.

As the thin blue line winds slowly past we stand with uncovered heads. We realize what this line means to us, what it has done for us. Now one, then another swerves from the almost depleted ranks. He has heard the sound of "taps" even at the noon of Memorial day. He has taken his last march, decorated his last grave, and a year hence flowers will be laid on his own tomb by still fewer of his surviving comrades.

There is a deep sadness tinged with a sweet pleasure in watching the march of the thin blue line. Proudest of all who may be called American are the surviving members of the Grand Army. Their heads may be bent, their bodies twisted and weakened by age, but their hearts are erect.

In the memory of a half-century ago they are young. Their ears may not hear clearly the plaudits of the throng that lines the way, but the distant call of the bugle is as thrilling to them as in that long-ago yesterday. Their eyes may not see beyond their own dwindling line, but they recall distinctly the inspiring folds of Old Glory above the smoke of battle.

And we enter into their enthusiasm. We fight with them the old battles. In our young strength we aid their faltering steps. In the bright sunlight of a profound peace, of a firmly knit Nation, of a spirit of unity that time can do nothing but strengthen, we give our cheers for the

thin blue line and our tears for the comrades who drop by the wayside, their floral tribute intended for others serving as a last tribute to themselves.

Michigan Sugar Factories Not to Be Closed Down.

Drawn together by the thoughts of free trade and what it may do to their holdings, more stockholders of the Michigan Sugar Co. than ever before gathered at Saginaw Monday for the annual meeting. The old board of directors was re-elected and the directors afterwards elected the same officers.

The usual dividend of 1½ per cent. quarterly on the preferred stock was declared. There was no melon-cutting on common.

Every stockholder was urged to do all he could to prevent the removal of the duty on sugar, but all talk that the sugar company will not operate its plants this year if the duty is taken off sugar was stopped when President C. B. Warren announced that the six factories will be run as usual. It was decided it would be cheaper to operate than to shut down.

There will be no important improvements in any of the plants and the plan of building a seventh factory in Pigeon, in the heart of the beet territory, has been dropped for the present because, of, "unsettled conditions."

Ten Per Cent. to Bank Creditors.

Bay City, May 28—The first dividend for creditors of James H. Hall, the Thumb banker, who failed over a year ago, has been declared by George A. Marston, referee in bankruptcy. It is for 10 per cent.

Hall had two small private banks, one at Kinde and the other at Port Austin, and was also interested in numerous other enterprises. Hall's liabilities amounted to something over \$140,000. The payment of the dividend will involve the drawing and signing by the trustee in bankruptcy and the countersigning by the referee of 227 checks for amounts ranging all the way from \$719.75, the largest single payment, down to sums of less than 25 cents.

Holland—Thornton & Co., manufacturers of knockdown furniture, has merged its business into a stock company under the style of the Holland Manufacturing Co., to manufacture furniture, carving, molding, clocks and other articles for use or ornament. The company has an authorized capital stock of \$17,500, of which \$13,500 has been subscribed and paid in in property.

Keep in touch with the world or the world will get out of touch with you.

The Dove of Peace.

A curious effect of the mergers of wholesale grocery houses which has been in progress for some time past under the motive power of Austin, Nichols & Co. of New York, has just come to light and is causing considerable comment among champions of exclusive classification in trade and maintained prices. It develops that the consolidation has healed the breach which has prevailed for about four years past between Austin, Nichols & Co. and the Kellogg Toasted Corn Flake Co. and for the first time in that period the cereal concern is accepting orders from the big jobbing house, which it cut off its list of customers after a long controversy, in which the Federal attorney of this district figured at one stage, and as a result of which the contract system of the company was modified.

It appears that all the houses which Austin, Nichols & Co. have absorbed, as well as those which it proposes to take over, if negotiations come to a successful conclusion, have been supporters of the Kellogg policy of protected prices and exclusive distribution through jobbers. As soon as the ownership changed the question arose whether selling them goods actually challenged the embargo between the two disputants. Conference ensued, and it is understood that a basis of future relations satisfactory to both parties was negotiated by some of the subsidiary jobbing houses in the merger, acting as "go-betweens." Furthermore, it is said that the heads of Austin, Nichols & Co. are deeply interested in the success of the Kellogg company's contentions with the Government, under the Sherman law prosecution for refusing to sell questionable "wholesalers," and was disposed to lend its moral support to the manufacturer in his fight for proprietary rights to control his product. The result of the conferences was that the breach is now healed, and for the first time in four years Austin, Nichols & Co. are buying and selling Kellogg's direct.

Bankruptcy Proceedings Before the St. Joseph Referee.

St. Joseph, May 21—In the matter of Clarence M. Jennings, Robert Jennings and Jennings Brothers, bankrupts, of Lawrence, an order was made by the referee confirming the sale of the bankrupts' assets as made by the trustee to Burrell Tripp, of Allegan.

May 22—In the matter of August Peters, bankrupt, of Benton Harbor, an order was made by the referee calling the first meeting of creditors on June 3, at St. Joseph, for the purpose of proving claims, electing a trustee, examining the bankrupt, etc. The schedules of the bankrupt filed with the referee disclose liabilities of \$75,177.88, and assets of \$18,532. The following creditors are scheduled:

Charles Burtzloff, Benton Harbor	\$154.20
Jessie Goodrich, Kalamazoo	70.00
R. R. Carnes, Zion City, Ills.	30.00
Creditors Holding Securities	
Smith, Barnes & Strober Co., Chicago	\$3,250.00
Krell Auto Grand Piano Co., Con-	

nersville, Ind.	841.00
Pease Piano Co., New York	1,100.00
The Ferrand Co., Detroit	735.00
H. P. Nelson Co., Chicago	23,000.00
Benton Harbor State Bank, Benton Harbor	5,700.00
Belle Williams, Hartford	1,000.00
King Piano Co., Chicago	8,320.00
John Elston, Riverside	1,500.00
The Cable Piano Co., Chicago	2,200.00
M. Schultz & Co., Chicago	713.00
Wm. G. Newland, Benton Harbor	600.00

Unsecured Creditors.	
Robert Sherwood, Watervliet	\$ 150.00
Daniel Green, Benton Harbor	218.00
Julius Burtzloff, Benton Harbor	700.00
National Music Co., Chicago	82.65
Unsecured Music Co., New York	58.50
Berrien Springs Era, Berrien Spgs	5.00
Mills & Ford, Kalamazoo	47.49
United States Music Co., Chicago	32.49
Royal Music Co., Chicago	59.66
N. Sure & Co., Chicago	33.68
Standard Music Co., Chicago	138.97
Babson Bros., Chicago	30.72
Becker Bros., New York	145.00
N. Rosseter, Chicago	22.50
Columbia Photograph Co., Chicago	278.00
R. Richardson, Kalamazoo	8.50
Dallas Boudeman, Kalamazoo	60.00
J. B. Krugg, Battle Creek	75.00
Moon Publishing Co., Battle Creek	105.00
E. P. Johnson, Ottawa, Ill.	120.00
C. A. Brown, Benton Harbor	125.00
William Schmalfuss, Zion City	250.00
Cable Nelson Co., Chicago	172.42
Central Piano Co., Milwaukee	100.00
Marquette Piano Co., Chicago	719.00
Segerstrom Piano Co., Menominee	70.00
Rudolph Wuritzer, Chicago	1,225.00
John F. Cor and James O'Donnell,	

Battle Creek and Benton Harbor	625.00
A. M. Bollerman, New York City	2,025.00
Goetzman Piano Co., Rochester	1,285.00
Shurt Bros., Huntington, Ind.	237.00
Central Trust Co., Chicago	1,197.00
Colonial Trust Co., Chicago	232.00
Art Novelty Co., Goshen, Ind.	45.00
McKinley Music Co., Chicago	19.17
Grinnell Bros., Detroit	50.00
A. T. Hall, Benton Harbor	19.68
Warren Carroll, Benton Harbor	22.00
Robert Waters, Benton Harbor	65.26
Edward Marcus, Benton Harbor	25.00
Amos Messinger, Benton Harbor	95.00
Butter Stool & Bench Co., Marion, Ind.	254.97
Pooley Furniture Co., Chicago	25.80
Bell Telephone Co., Benton Harbor	41.90
Frances Burtzloff, Benton Harbor	50.70
Calvin Gray, Benton Harbor	65.35
J. W. Lucas & Co., Benton Harbor	13.75
G. M. Bell & Co., Benton Harbor	34.00
Allie Parget, Benton Harbor	400.00
J. S. Morton, Benton Harbor	90.00
Marion Jennings, Benton Harbor	185.00

May 23—In the matter of Adelbert A. Weleher, bankrupt, of Berrien Springs, an adjourned first creditors' meeting was held at the referee's office for the purpose of allowing claims and paying expenses of administration to the amount of \$250. An order was made by the referee dismissing the petition for accounting filed against the bankrupt by the trustee. The bankrupt was questioned by the referee as to certain transactions, regarding the petition for accounting and the meeting further adjourned until July 22.

May 24—In the matter of Fred W. Melanson, bankrupt, of Kalamazoo, an order was entered closing the estate, and a certificate made by the referee recommending the bankrupt's discharge.

Detroit—The W. H. Hadden Co. has engaged in business to manufacture and deal in table relishes, condiments, preserves and all other table supplies, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Lausling—The Haight Manufacturing Co. has been organized for the purpose of manufacturing automatic gasoline venders. The company has secured a factory building and is now installing the necessary machinery.

There may be fifty-seven ways to build a successful business, but a sure way is for each individual in the organization to do the thing that he is able to do best.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, May 26—Our U. C. T. base ball team is growing apace. Hancock Council is now following suit and is getting up a team, with a view to fighting us out on the diamond in the near future. We are putting it into the heads of Ishpeming and Negaunee to get up a team and, by the time the season opens, our neck of the woods will be full of good amateur teams. On Saturday night our team regretfully accepted the resignation of Will Pohlman as manager, as he is forced to give a great deal of personal attention to his goat farm at Michigamme and pleaded press of business, but we are happy to report that we have secured the services of G. A. Webb, who is an enthusiastic fan and possesses the personality and executive ability to handle it in A1 shape.

On Saturday evening, May 24, we held our last meeting before the meeting of the Grand Council at Grand Rapids, and an interesting and enthusiastic meeting it was. Our regular order of business was enlivened by a discussion on the advisability of appointing a regular chaplain to officiate at our regular meetings and at our initiation in which it was brought out that U. P. Council, No. 186, is, after all, an "unique company of saints," with one notable exception, that of Charlie Wheeler and his case is hopeless until some singing evangelist watches for the psychological moment of golden opportunity and lands him in as an eleventh hour saint. Just think what a pretty little cherub he would be in that not unfamiliar garb of a "white winged angel," even at the eleventh hour.

Brother Buttless, being the most heavenly looking member we had, was appointed chaplain temporarily, that "unique company of saints" prayerfully awaiting Brother Wheeler's conversion, as we firmly believe that the secular duties of Secretary will no longer have any fascination for Charlie after he enters into the newer and higher realm.

We were favored with a visit from Brother Umbrecht, of Oshkosh Council, No. 190, and Brother K. C. Whaley, of Muskegon Council, No. 404, both of whom gave us excellent talks which were very much appreciated by all present. Brother Umbrecht's talk dealt with the higher standard of the traveling man of the present day, as compared with the men of twenty and thirty years ago, and his points were excellently taken and his talk made a profound impression. Brother Whaley talked interestingly on the new subject to us in the North and which proved of great value to us, on account of the infrequency of any information on the subject, which was The Traveling Man in the South.

The Ossawinamakee Hotel, at Manistique, is one of the largest most perfectly designed, most comfortable and best managed hotels in this part of the State and its manager, Louis A. Mallette, ever since he succeeded in getting the Chicago Lumbering Co.

to change the plan of operating the hotel property from its own operation of it by paying him, as a salaried manager, to the granting him of a lease several years ago has held the hotel up to an exceptionally high standard of excellence and it can well rank among the foremost hotels in the State. Lou was a little obdurate and unyielding on our supplications and imprecations, likewise our damnations, heaped down upon him for lo! these many years on the individual towel proposition, but now Lou and ourselves can smoke the pipe of peace. We can put away our feathers and our warpaint and bury our tomahawk for lo! and behold! Lou has come across with a stock of individual towels that would choke an elephant and we feel so blank good about it that we will donate a keg of 8d steel wire nails to nail them down, so the thoughtless travelers won't steal them.

There are so many "swat the fly" masterpieces of mechanisms and contraptions of various kinds invented by myriads of ingenious Yankees possessing the spirit of commercialism in high degree in their spare time coming to our hands as samples that we were recently forced, on account of the protestations and imprecations and threats of a usually patient wife, to build an extensive addition to our humble little domicile, so that we can now confidently promise our friends who come to see us that we will refrain from dilating on the superior murderous points of advantage any one fly swatter has over another.

We have long since looked at Cy Spellman, of the Markham Candy Co., at Houghton, with the green eye of jealousy and envy, as no matter what part of the territory we meet him, both the belles and the dames of the town meet and part with him, both coming and going, but one day last week the climax was sure reached. He had a double seat all cinched, in company with one of the most beautiful, rosy-cheeked peaches we have viewed in real life in many years. In fact, we doubt if we ever saw as strikingly beautiful a face on even Carpenter-Cook's annual calendars. Cy bid her a long and affectionate farewell at Munising Junction, but by some strange freak of fate or destiny, only to meet her again at Marquette later the same day.

Lou Mallette, the popular proprietor of the "Ossa" Hotel, at Manistique, is, as a rule, "on the job" at home, but that cussed Nels Johnson teased and teased Lou until he succeeded in coaxing Lou into new and unexplored pastures, as far as Lou was concerned. In short, Lou found himself, after a long but pleasant automobile ride, landed down among new associates and newly found friends in Newberry. The boys at Newberry just didn't do a thing to Lou. Lou refuses to give us further particulars and all we could get out of him is that the Newberry bunch is the best bunch of good fellows he ever struck and that all he has against them is that they "set them up" at too fast a clip for a man of as tame and docile a gait as he chooses to go. Lou, being on the water wag-

on, brought home a silent testimonial of the hospitality and sociability of the bunch—a 24 inch telescope case full of cigars of all sorts and sizes.

The various influences brought to bear on the D. S. S. & A. Railway, not the least of which was the pressure brought to bear by the Grand Council Committee on Railroads and Transportation, has at last borne fruit with regard to the enlargement of the depot at Newberry, as the mechanics are now at work enlarging that depot to about double its present size.

Ura Donald Laird.

Chripings From the Crickets.

Battle Creek, May 26—The first annual banquet of Battle Creek Council, No. 253, U. C. T. of America, was held in the new dining room of the big new addition to Post Tavern Saturday evening, May 24, at 8 o'clock. Covers were placed for one hundred and ten and it was a scene of splendor. The Venetian orchestra played during the seven course dinner. We were made to feel at home on the fourth floor of the Tavern's new ten-story addition and had a chance to inspect some of the beautiful furniture C. W. Post has placed in his new elegant rooms. At a few minutes of eight the guests took the elevators down to the dining room, where Mr. Corpening, the genial and capable manager of this popular hostelry, had his assistants prepare for our reception. Beautiful flowers graced three long tables, which were placed across the large room. The invocation was pronounced by Rev. Thornton A. Mills. The feast was a credit to the Tavern. Hon. John W. Bailey was the toastmaster and he presided in a pleasing and scholarly manner. If our friend Stowe will give me the white paper and our readers will try to follow me through, I would be pleased to take a little space to tell you of the talent we had on our programme, and of the entire lack of anything but harmony and good cheer. This banquet was given in honor of our fellow Counselor, John Q. Adams, who during the past year has served as Grand Counselor of this State for the U. C. T. We boys of 253 are proud to be represented in the Grand Council and we are proud of our representative, Bro. Adams will be retired as our Grand Counselor at the State convention at Grand Rapids, June 13 and 14 and we had our banquet to show John we were proud of his position and, as a reward for his untiring efforts in our behalf, Grand Chaplain, Chas. R. Dye, made an introductory speech entitled, "Our Honored Guest," which was well received. A piano selection by Miss Josephine Farrell showed this lady to have unusual talent which has been highly cultivated. Miss Farrell is a niece of our Past Counselor, A. R. Hensler, and has favored Battle Creek Council from time to time with her music. Her efforts were highly appreciated and she was at her best Saturday night. The subject of "The Fun of Being Alive" was well taken care of by Rev. Geo. E. Barnes, a new-comer in our midst who has a host of admirers. Reminis-

cences, "One Who Has Been There," was to have been taken care of by Col. E. L. Markey, Sales Manager of the Duplex Printing Press Co., but the gentleman was kept away by business, so our toastmaster called upon our honored guest, John Q. Adams, for a few remarks at this time. Bro. Adams responded and spoke on general U. C. T. matters. Mrs. G. E. Gorsline favored us with a vocal solo and responded to an encore. An address, which pleased all was delivered by E. C. Nettles, Traffic Manager of the Postum Cereal Co., and his subject was "Delivering the Goods." Every word of Mr. Nettles' address rang of truth and contained much humor. Mr. Nettles rose from the ranks and is considered one of the best traffic managers in the country. His talk was on broad business lines, not technical, and of a square deal for all, one of the best of the evening. Master Downer, a little five-year-old son of Bro. Downer, took down the house with his two traveling men recitations. Mrs. J. C. Hubbard, wife of our Counselor, sang a beautiful solo. A toast entitled "The Ladies," was well handled by Hon. C. L. Glasgow, of Lansing. Rev. T. A. Mills delivered an address entitled "Good Fellowship." He got lots out of this assignment and held the undivided attention of his hearers. A tenor solo by Bro. H. W. Ireland was listened to with pleasure, Bro. Ireland being at his best. He responded to an encore. We who know Herbert knew what a treat was in store for us when we saw his number on the card and his first listeners know now. Always glad to listen, Herb. Mrs. F. L. Evans acted as accompanist for Mrs. G. E. Gorsline and Mrs. J. C. Hubbard. Miss Farrell played for H. W. Ireland. Bro. Ireland's solo closed the programme and we filed out of the dining room. Our banquet was the second occasion on which the new room had been used, Mr. Post entertaining business men for the opening a few nights previous to our affair. Our guests and the boys and their families were all loud in their praises of the banquet and the men of the banquet committee are to be congratulated on the success of the event. We, as a Council, also thank our music and printing committee. We wish to thank Mr. Corpening of the Tavern for courtesies shown our committee and guests. We are obliged to the speakers and musicians (you too, Herb.) and trust they realize the part they played to make our banquet the big success it truly was. The Council wishes to thank Redner & Cortright for favors shown our banquet committee. The evening was a huge success and it, no doubt, will become an annual affair.

The next big event in U. C. T. circles is the State Convention at Grand Rapids June 13 and 14. We will send a good bunch from here. Hope to see you. Then we will have our annual picnic.

No Jackson, Kalamazoo, Muskegon or Sunny Jim letters last week. You fellows gone fishing?

Guy Pfander.

BANKRUPTCY MATTERS.

Proceedings in the District Courts of Michigan.

Grand Rapids Referee.

May 21—In the matter of Charles F. King, bankrupt, formerly merchant at Grand Rapids, the final report and account of Fred A. Maichele, trustee, was filed, showing a balance on hand for distribution of \$356.09, and an order was made calling a final meeting of creditors to be held on June 9th, to consider such report, and to declare a final dividend for creditors. Creditors are also directed to show cause at that time why a certificate recommending the discharge of the bankrupt should not be made by the referee.

In the matter of Herbert F. Caswell, bankrupt, merchant at Portland, the first meeting of creditors was held. By vote of creditors Glenn S. Benjamin, of Portland, was elected trustee and his bond fixed at \$4,000. The following were appointed appraisers: M. J. Dehn, William Barton and C. C. Ludwig, all of Portland. The bankrupt was sworn and examined, and the meeting then adjourned, without day.

May 24—In the matter of William Bronkan, bankrupt, a laborer of Grand Rapids, the first meeting of creditors was held. No creditors were present or represented and no claims proved. It appearing that there were no assets over and above exemptions an order was made that no trustee be appointed. Unless further proceedings are requested by creditors the estate will probably be closed at the expiration of twenty days.

May 25—In the matter of Henry H. Curtis, bankrupt, of Vermontville, the first meeting of creditors. No creditors were present, and it appearing there were no assets not exempt an order was made that no trustee be appointed. The estate will probably be closed at the expiration of twenty days unless further proceedings are desired by creditors.

In the matter of Edward W. Simpson, bankrupt, of Grand Rapids, an order was made calling the first meeting of creditors to be held at the office of the referee on June 10th, for the purpose of electing a trustee, examining of the bankrupt, proving claims, etc.

May 27—In the matter of Rebecca A. Grove, bankrupt, of Lyons, the supplemental final report of Gerrit J. Wessink, trustee, was filed, and an order entered closing the estate and discharging such trustee. No cause to the contrary having been shown by creditors a certificate was made by the referee recommending that the bankrupt be granted a discharge.

Detroit Referee.

Detroit, May 19—In the matter of William F. Miller, bankrupt, Mt. Clemens, first meeting of creditors held. Bankrupt present, sworn and examined by Referee Joslyn. The examination of the bankrupt disclosed that in March, 1913, he sold his stock to Grones & Brehmer. The goods were inventoried at present value. Bankrupt received \$85.25. He also sold fixtures for about \$275 and horse for \$200, and paid Citizens Savings Bank \$200; Chesterfield Creamery, \$75 and W. F. Perrott, \$75. Wm. J. Dusse, Mt. Clemens, elected trustee with bond of \$100. Case adjourned to June 10.

May 20—In the matter of Adolph Escoff, bankrupt, Detroit. First meeting of creditors held. Bankrupt present, sworn and examined by Referee Joslyn and by attorneys, Lawrence Althoff, Detroit, elected trustee.

May 22—In the matter of Sam Isberg, bankrupt, Detroit. Hearing on trustee's report of sale. Trustee made verbal report showing that \$705 was the highest bid received. Examination of bankrupt continued to May 28.

In the matter of Winn & Hammond Co., bankrupt, Detroit. Hearing on trustee's report of sale. Trustee reported \$3,100 as the highest bid received. Matter held open for further consideration.

In the matter of the Strellinger Marine Engine Co., bankrupt. Final distribution sheet prepared and forwarded to trustee directing payment of balance of funds on hand. The total assets realized in this estate amount to \$8,263.74. Dividends paid to unsecured creditors total \$4,882.39; to secured creditors, \$471.77; attorney's fees, \$500; balance of administration expenses, \$2,999.58, a portion of which was incurred in the operation of the business of the bankrupt prior to a sale of the property. The total unsecured claims filed and allowed were \$13,936.53. Total percentage paid 36.56 per cent. The checks on the final distribution will be forwarded in the next few days.

In the matter of the petition of J. W. Bookey, doing business under the firm name and style of J. W. Bookey & Co., Richard Friedlander, Louis Friedlander and Martin Friedlander, co-partners under the firm name and style of R. L. & M. Friedlander; and Ben Shiers doing business under the name and style of Ben Shiers & Co., to have Samuel Swaab adjudicated a bankrupt. Petition for the appointment of a receiver filed with the district clerk on May 15, and duly referred to Referee Joslyn for action thereon in the absence of the Judge from the District. On May 21, Judson M. Perry, Detroit, was appointed receiver, with bond in sum of \$1,500, with power to take possession of all the estate and assets of Samuel Swaab and take necessary steps

to preserve the property until a trustee is elected or until the further order of the Court. The petitioning creditors were required to file bond in sum of \$250.

In the matter of Fred A. Stier and Lewis W. Stier, partners, as Stier Brothers, Lapeer, bankrupts. Voluntary petition and schedules filed. The bankrupt's schedule secured the claim of Daniel P. Sullivan in the form of a chattel mortgage for \$2,300 on stock of groceries valued at \$3,300.

The unsecured claims are as follows:

Aikman Bakery Co., Port Huron	\$ 61.83
Arbuckle Brothers, Chicago	14.40
The Bour Company, Toledo	64.16
Commercial Milling Co., Detroit	120.00
Cadillac Cigar Co., Detroit	10.00
Gustin Cook & Buckley, Bay City	827.26
Gale Mfg. Co., Syracuse	35.00
Hammond, Standish & Co., Saginaw	63.65
Harrah E. Stewart & Co., Des Moines	19.18
Iroquois Co., Flint	16.50
John Herman, Lapeer	6.00
Imperial Mds. Co., Perry, Ohio	15.00
R. F. Frary, Lapeer	21.55
Lapeer Mercantile Co., Lapeer	100.85
Lee & Cady, Saginaw	77.23
Kruce Cracker Co., Detroit	27.13
National Grocer Co., Port Huron	112.20
New Orleans Fruit House, Flint	19.80
Ohio & Mich. Paper Co., Toledo	32.65
National Candy Co., Grand Rapids	61.28
National Biscuit Co., Detroit	8.20
Saginaw Beef Co., Saginaw	193.17
Sherman Bros. Co., Chicago	34.30
Sedonah Cigar Co., Detroit	8.00
San Zeno Cigar Co., Lapeer	15.75
Schwarz Bros., Saginaw	31.75
U. S. Broom & Brush Co., Chicago	19.65
Vigers Coal & Wood Co., Detroit	4.00
Robert Turnbull & Son, Lapeer	79.60
Washburn Crosby Co., Minneapolis	25.25
Harry W. Watson Co., Flint	52.75
George C. Wetherbee & Co., Detroit	28.39
Wagner Baking Co., Lapeer	121.60
S. M. Isbell & Co., Jackson	23.26
May Manufacturing Co., Detroit	3.60
S. C. Smith Co., Cleveland	6.00
Simple Account Sales Book Co., Fremont, Ohio	12.50
Turnbull Elevator Co., Lapeer	130.00
Lapeer Savings Bank, Lapeer	130.00

Assets.

Bankrupts do not own any real estate, but schedule personal property as follows:	
Cash on hand	\$ 25.00
Stock in trade—about	3,300.00
One horse	100.00
One delivery wagon	25.00
Harness	5.00
Book accounts—face \$1,100	800.00
Petitioners paid to their attorney in this proceeding the sum of	150.00
and claim exemptions in sum of \$500, in stock in trade.	

The first meeting of creditors has been called for June 4, at the office of Herbery W. Smith, attorney, Lapeer, at which time the bankrupt will be examined, proofs of claim may be filed, trustee will be elected and such other business transacted as may properly come before the meeting.

In the matter of the Motor Wagon Co., bankrupt, Detroit, first meeting of creditors to be held at the office of Referee Joslyn, Detroit, June 3, to receive proofs of claim, examine the bankrupt, elect a trustee and determine the time and manner of a sale of the bankrupt's assets.

In the matter of Winn & Hammond Co., bankrupt, Detroit. The trustee reported a further offer of a bid from Charles D. Todd guaranteeing at least \$3,500 for the property of the bankrupt. Protest was filed by a large number of the creditors against confirmation of the sale. It was thereupon ordered that the matter be continued until May 26 and that, unless on or before that date some creditor or party in interest guarantees to the trustee payment of a sufficient sum to the trustee to pay not less than 20 per cent. to all creditors whose claims have been filed and allowed, the sale to Mr. Todd at \$3,500 will be confirmed.

Catch Their Own Ice Cream.

The Maine Grand Council of Fish Liars, after careful research, reminiscence and rumination, has voted to award the championship to a fish story lately received from this State by the editor of a Nova Scotia paper. This is it:

"I have read an interesting account of singing fish in your paper. It recalled to me the memory of a remarkable fish we have in Nova Scotia. It is known as the frost fish, because it may be frozen like a lump of ice, but if placed in the water in that condition it soon thaws out and swims around as vigorously as ever. The natives use it to make ice cream. The fish is caught, frozen and placed in the cream. In thawing out it freezes the cream and its movements at the same time beat the mixture, making it smooth."

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, May 26—Spot coffee had a week of ups and downs, in sympathy with the speculative market and closed steady, with dealers feeling in a more cheerful frame of mind. Quotations for Brazils in an invoice way are 11½¢ to 11¼¢ for Rio No. 7 and 13.10@13.50¢ for Santos 4s. In store and afloat there are 1,911,064 bags, against 2,111,988 bags at the same time last year. Milds are steady. Sales generally are of small lots, but these have been quite frequent. Good Cucuta, 13¾¢.

Sugar is mighty quiet, even at the 4.15¢ rate. Grocers seem to think a waiting policy is the proper caper and they buy only enough to do business with, thinking that a lower figure may prevail before the big rush of the canning season sets. Nor are sellers seemingly eager to dispose of stocks on present basis, for when the demand does come it will be "worth while."

Teas show little if any change. Demand is moderately active, so there is no accumulation, and the trade look forward with confidence to the future.

Rice is quiet, but there is a firm feeling. Slowly but surely the "campaign of education" looking to the larger consumption of rice is taking effect, and in due time this country is going to eat less "spuds" and more rice. As a rule, reports of the grow-

ing crop are most favorable. Prime to choice domestic, 5¼@5½¢.

Spices are steady, but both buyer and seller seem content to let matters drift. When the tariff question is settled there may be signs of life. Stocks are moderate and quotations are unchanged.

Moderate enquiry for grocery grades of molasses. Stocks are moderate and absolutely unchanged. Good to prime centrifugal, 35@40¢. Syrups are in light supply and unchanged.

There seems to be a little better feeling in the trade as it relates to canned tomatoes. While occasional lots may be found at 77½¢, the quality is hardly up to standard or the seller "needs the money." For really straight goods, 80¢ f. o. b. is named, and firmly adhered to. Cheap corn is, fortunately, becoming much reduced in quantity. Little doing in any line in futures.

Butter is perhaps a little firmer for top grades. Creamery specials, 27¼@27½¢; firsts, 26½@27¢; process 26@26½¢; imitation creamery, 26¢; factory 23½@25¢.

Cheese is quiet and unchanged. Whole milk, 13½@14¢.

Eggs are dull, with supply too big of qualities which lack a little of being mighty good. Best Western, 20@22½@23¢.

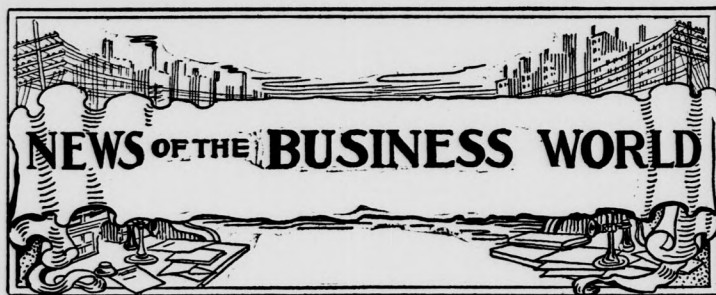
Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.



It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.



Movement of Merchants.

Freeport—B. A. Lybarker has added a soda fountain to his drug stock.

Fenton—Melvin Salsbury has opened a grocery store in the Damon building.

Ionia—John W. Clements has opened a bakery at 422 West Main street.

Highland Park—The Milburn Lumber Co. has changed its name to The Milburn Co.

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

Vermontville—William Dodgson succeeds Parker & Benedict in the wool business.

Cedar Springs—A. J. Blackburn succeeds O. D. Casterline in the restaurant business.

Bancroft—Charles Heath has opened a confectionery store and ice cream parlor here.

Republic—Isaac Silberg, of the Republic Store Co., died at his home May 22, aged 56 years.

Battle Creek—The A. J. Kyes Grocery Co. will open a branch store on East Main street June 1.

Monroe—William P. Stotz, a prominent retired merchant of the village of Ida, died here recently.

Ludington—James Terwilliger, grocer, died in his store May 26 as the result of a stroke of apoplexy.

Northport—Miss Fannie Steele has sold her bakery to her brother, Roy Steele, who will continue the business.

North Adams—A. J. Gamble has closed out his stock of groceries and purchased a farm, to which he will remove June 1.

Charlotte—The J. D. McLaren elevator, recently destroyed by fire, is being rebuilt and will be in operation by June 15.

Saginaw—J. E. Anderson Co., dealer in books, stationery and wallpaper, has increased its capital stock from \$10,000 to \$20,000.

Hancock—The general store of Henry Sakari, on West Quincy street, was entered by burglars May 23 and about \$95 in cash taken.

Belding—John S. Donovan has sold his confectionery and cigar stock to Smith Stanton, recently of Greenville, who has taken possession.

Eaton Rapids—P. J. Goff, recently engaged in trade at Olivet, has leased the Meacham store building and opened a bazaar and shoe store.

Mesick—A. E. Stickley will erect a new store building for his drug store, 32x80 feet in dimensions. Brewster Larson & Co. will also erect a handsome bank building, they having outgrown their present quarters.

Hancock—Glass Bros. are closing out their stock of shoes and ready-to-wear women's clothing, owing to their inability to renew their lease.

Benton Harbor—James Yore has sold his grocery stock to George J. Dannoffel, who has taken possession and will continue the business.

Gitchel—H. A. Gunter has sold his store building and stock of general merchandise to Herman Brummel, recently of Zeeland, who has taken possession.

Detroit—The Elite Confectionery Co. has engaged in business with an authorized capitalization of \$5,000, all of which has been subscribed and paid in in property.

Howell—Charles E. VanKeuren, proprietor of the Livingston Hotel, died while in the act of cranking his automobile May 21 as the result of an attack of heart disease.

Niles—Joseph Fisher has sold a half interest in the cigar and tobacco stock of Theodore Harnish and the business will be continued under the style of Fisher & Harnish.

Mancelona—Hartford Taylor, formerly engaged in general trade near Central Lake, will shortly embark in the general merchandise business at Green River, near this place.

Kalamazoo—George H. Baggs is erecting a store building on the corner of Seminary avenue and Gull street, which he will occupy with a stock of groceries about July 1.

Brookfield—Fire damaged the store building and destroyed the entire stock of general merchandise of Ellsworth Collier May 22. Loss, about \$8,500, partially covered by insurance.

Haslett—Allshouse & McClure, dealers in meat, have dissolved partnership and the business will be continued by B. P. Allshouse, who has taken over the interest of his partner.

Adrian—A. H. Burk, who conducts a bazaar store at 29 South Main street, has sold his stock and fixtures to Graham Bros., recently of Three Rivers, who will continue the business.

Pontiac—Frank Jones and Carl Crittenden, both of Mt. Clemens, have formed a copartnership under the style of Jones & Crittenden and purchased the E. S. Spashett bakery, on South Saginaw street, and will continue the business.

Benzonia—The Spelman Co. has merged its business into a stock company under the same style to carry on the general mercantile business, with an authorized capital stock of \$4,000, of which \$2,000 has been subscribed, \$200 being paid in in cash and \$1,800 in property.

Brooklyn—William S. Culver, of Culver & Parker, dealers in general merchandise, died at his home May 21, aged 73 years. Mr. Culver was also President of the Culver State Bank.

Breckenridge—The Breckenridge Farmers' Elevator Co. has engaged in business with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and \$2,500 paid in in cash.

Plainwell—J. W. Oliver, recently of Allegan, has purchased the interest of Charles A. Bush in the coal and lumber stock of Bush & Oliver and the business will be continued under the style of Oliver & Oliver.

Ionia—The Ionia Bean Co. has instituted action in the Circuit Court against Louis C. Hall, an Owosso bean jobber. The company alleges that \$500 worth of beans purchased from Mr. Hall were not as represented and seeks to recover its money.

Battle Creek—Jay Bietry and cousin, C. A. Bietry, have formed a copartnership under the style of the Bietry Grocery Co. and purchased the Charles H. Ashley grocery stock and will continue the business, adding a line of meats to the stock.

Detroit—William Harkness, jeweler, has merged his business into a stock company under the style of The William Harkness Co., with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed, \$10 being paid in in cash and \$6,990 in property.

Flint—Sale of four-fifths interest of the Flint Varnish Works by the Durant Dort Carriage Co. to a syndicate of Detroit capitalists was consummated last week. The plant, which was established twelve years ago, is considered one of the finest in the country. A. H. Goss and H. S. Morgan, of Detroit, are named as two of the men interested in the venture.

Grand Ledge—Because \$186 worth of poultry is alleged to have been stolen from a car on the Chicago, Milwaukee & St. Paul Railroad at Madison, Wis., while in transit, the Grand Ledge Poultry Co. has commenced suit to recover the amount of the claim against the railroad by attaching one of the company's freight cars in the Grand Ledge railroad yards.

Bronson—E. M. Turner, a member of the furniture firm here, has many novel methods of advertising. He writes his notices in rhyme, but his latest is the most peculiar. Tuesday, having secured the services of a drayman, he rode through the streets of the village lying at full length on one of his much advertised wire beds. Apparently he was so well satisfied with his bed that he fell asleep immediately, as his position indicated complete repose.

Litchfield—The Litchfield Dairy Association is making an enviable record, as last week 200 tubs of butter were shipped from this station, which commands a premium on the New York and Philadelphia market. This dairy is owned and managed by the farmers, and the past two years its business has increased 250 per cent. Last year paid an average of 4.87 cents above the Elgin market for but-

ter fat, paying the farmers \$1,000 per month more than could have been procured elsewhere. An ice machine has recently been installed, making it one of the best equipped and up-to-date factories in the State.

Grand Haven—Twenty-five years ago John J. Boer, a prominent merchant of this city, then living in Muskegon, came to Grand Haven with his wife to visit her relatives. While here he lost a handsome gold band ring with his initials engraved thereon, received as a wedding present and has been regretting it ever since. Saturday his little niece presented him with a box and upon opening it he found the lost ring, still in good condition. The girl found it in the chicken yard of her home where it has been exposed for twenty-five years and Mr. Boer's first act was to take her to a jewelry store and return the complement.

Manufacturing Matters.

The Valley City Desk Co. has increased its capital stock from \$110,000 to \$120,000.

Detroit—The Brass Products Co. has increased its capital stock from \$6,000 to \$15,000.

Saginaw—The Saginaw Candy Machinery Co. has increased its capital stock from \$3,000 to \$30,000.

Niles—The Kawneer Co., manufacturer of metal architectural specialties, has changed its name to the Kawneer Manufacturing Co.

Detroit—The Carnation Motorette Co. has engaged in business with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Michigan Grinding Co. has engaged in business with an authorized capital stock of \$200,000, of which \$100,000 has been subscribed and \$20,000 paid in in cash.

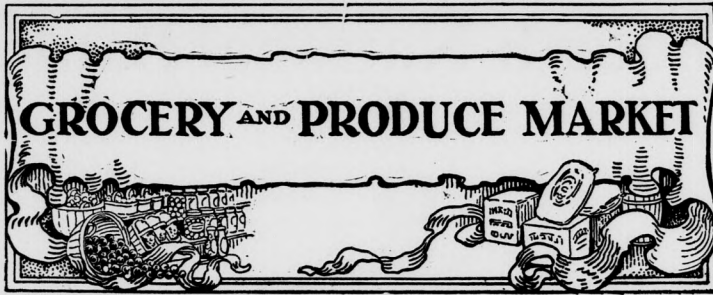
Detroit—The Auto Sand Grip Co. has engaged in business with an authorized capitalization of \$25,000 common and \$15,000 preferred, of which \$25,000 has been subscribed and paid in in property.

Detroit—The Chicago Clamp Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and paid in in property.

Detroit—The Monarch Parts Co. has engaged in business to manufacture and sell automobiles and automobile parts, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Detroit—The Melvic Enameling Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which \$10,500 has been subscribed, \$2,370 paid in in cash and \$2,370 in property.

Detroit—A new company has been organized under the style of Carl E. Schmidt & Co., Ltd., for the purpose of manufacturing and selling leather. The company has an authorized capital stock of \$400,000 common and \$200,000 preferred, all of which has been subscribed, \$142,711.02 being paid in in cash and \$457,288.98 in property.



The Grocery Market.

Sugar—All of the refiners now hold granulated at 4.20c, f. o. b. New York. The refiners are not making money, and the firmer tone to granulated noted late in the week is consequently not surprising. Sugar is cheap at the present basis, but the grocer does not enthuse, preferring to wait for developments at Washington. Yet the country cannot have much sugar and should any marked consumptive demand arise, the result might be a temporary scarcity, owing to delay in making shipment. Unless the weather becomes more reasonable the trade is afraid that it will lose the usual enquiry incidental to the manufacture of ice cream and soft drinks, which usually accounts for a large aggregate of business. The small fruits have not been the factor that might logically be expected, and it is hoped that the summer campaign will not prove equally as disappointing. The refiners have one consolation—that when the turn in the tide does come, the urgent demand of the distributors will have the effect to force up prices and permit of some of the losses being recuperated. In Cuba, the centrals are piling up stocks which do now show in the port figures, and hence cannot appear in the visible. Himely says that Cienfuegos and Sauga plantations are heavily stocked with sugar, and will furnish some surprises when it is shipped to port. On the other hand, the estates are closing down rapidly and the rainy season, which cannot be far off, will further curtail receipts. It would be logical, therefore, for prices to steady up before long, especially as sugar is selling at around the cost of production, which usually operates to bring stability. Of course, the tariff causes uncertainty, and the renewed talk of a cut of 50 per cent. in the duty in place of free sugar within three years, does not help matters, for it makes the Porto Rican planter more anxious to market his output as early as possible, and thus has a sympathetic influence on Cuba which, being purchased in bond, are on a different basis.

Tea—The market on Japans is steady and stocks in this country are low in high grades. Prospects for the new crop are good as to quality. The opening market was easy and slightly lower than last year. It is too early to know how the prices will range for medium and low grades. Cables from Colombo say that the market continues firm for common and medium Ceylons. Calcutta cables. "Immediate crop pros-

pects in most producing districts favorable. Season opens June 3." China teas are lower in proportion than any other growths and the past year has been a disastrous one. Javas seem to be increasing in price and the demand for these teas is steadily increasing.

Coffee—As the season comes to an end fine grades of Santos are getting scarce, and the effort to pick them up is arousing some slight strength. Mild coffees show no change for the week, but the situation is steady to firm. Java and Mocha unchanged and quiet.

Canned Goods—There is nothing in particular doing to speak of in future tomatoes except an occasional order for well established brands. Indications do not point toward much change either way, spot or future, for the time being. The market on corn is showing considerable strength and is in better condition than for some time. The low off grade corn has been practically cleaned up and there is no doubt that the market will be in better condition from now on. There is practically no activity whatever in peas. The only enquiries developing are for cheaper grades, ranging about 90c per dozen. Reports of damage from Delaware and Maryland in some cases are quite serious and have resulted in practically the withdrawal of all future offerings from that section. There is no change in the Western or New York situation at present, as most of the larger packers sold up fairly heavy early in the year and so far as spot stocks are concerned, they have nothing to speak of at present. The general run of small fruits and vegetables unchanged and the usual demand at this time of the year prevails. No change in California fruits.

Canned Fish—The market for both red Alaska and pink salmon is firmer, and while there is no quotable improvement in prices, it is less easy to find buyers at the inside quotations. Fancy salmon is quiet, but under light offerings the market remains strong. The pack of chinooks on the Columbia River at last advices was quite a little larger than for the same time last year, but that the run was now next to nothing and the outlook uncertain. No sardines to speak of are being received by the few Maine factories that are in operation. The market is strong, as the demand from all sections seems to be increasing, but as yet there has been no advance in quotations on spot or future goods. The trade in imported sardines is only fair, as buyers are not disposed to anticipate requirements, but as ad-

vices from primary sources are of a strong character the spot market remains firm. Reports from primary points are to the effect that there is sure to be a shortage of both lobsters and shrimp and that prices will be high.

Dried Fruits—The raisin market is still in a state of waiting for the completion of the negotiations between packers and the majority holders of the crop on the growing end. On the spot business is confined within narrow jobbing limits, and so far as can be learned no orders are going out from here to the Coast. Prices are nominal. Currants are quiet and somewhat unsettled here and in the primary market, according to current report. There is little buying being done for immediate or forward delivery. Dates in bulk are dull, easy and lower. Prunes and apricots are causing the greatest interest at the present time in dried fruits. Prices of these two items are higher and it looks as if apricots will advance to the basis of future prices, which were announced some time ago. There has not been nearly as much activity in peaches as in prunes and apricots, which is probably due to the fact that there has been no change in the prices. Evaporated apples, while a little higher are still low. The demand is not as large as it should be at this season of the year, but it is some better than it was the first of the month.

Salt Fish—Mackerel is still low in price. The demand is quiet. Cod, hake and haddock are unchanged and dull.

Cheese—There is some old cheese left in the market yet that is selling at about 3c per pound over the price of the new cheese. The outlook is for a considerable increase in the make of cheese in the very near future and there is also likely to be an increased demand, so not much deviation in the price is expected.

Rice—Prices are unchanged, but the market is firmer on head than other varieties. It is said that the mills in the South are still in control of the situation. Crop conditions are good and promise a large yield if the acreage planted is any criterion.

Provisions—Smoked meats are firm. Both pure and compound lard are having a good consumptive demand at prices ranging the same as for the past couple of weeks. Dried beef, canned meats and barreled pork are only in moderate demand and prices steady and unchanged.

Mr. Guy W. Rouse was elected a director of the Michigan Sugar Co. at the annual meeting held at Saginaw Monday. Mr. Rouse will represent the Western Michigan stockholders of the corporation.

John Thorson, who conducts a grocery store and ice cream parlor at 2016 Division avenue, has sold his stock to George E. Lashua, recently of Evart, who will continue the business.

No man who wants to make a success of his business can afford to neglect the reading of his trade journal.

Resolutions of Respect on Death of Mr. Rindge.

The Wholesale Dealer's Department of the Grand Rapids Association of Commerce has adopted the following resolutions:

We fully realize at the present time that one of our loyal, true, and steadfast members has been taken from our midst. In the death of our mutual friend, Lester J. Rindge, in the sorrow that has come to each and every one of us, and in the sympathy that we extend to those that were near and dear to him by family ties, we feel that we are numbered among the host that are mourners on account of his death.

A good man has gone. In him we lose one of mature years, the experience of whose life made him valuable to us all, and upon whose judgment we relied in matters when trying circumstances overtook us or when the necessities were for decisive action. With unswerving personal rectitude, with untarnished reputation and with the courage of his convictions, he at all times was a tower of strength among the merchants of our city. Lester J. Rindge was a citizen of the highest type. We loved him. We shall cherish his memory and in behalf of our association be it;

Resolved—That we hereby express to his family and relatives our highest appreciation of the life, the character, and the finished career of our friend and associate and that we extend to them in these days of their sorrow, our greatest sympathy, knowing that he left a heritage to them that will always be a great inspiration to their future life and also be it;

Resolved—That these proceedings and resolutions be spread upon the records of our association and that a copy of same be sent to his family.

Sam'l Krause,
Lee M. Hutchins,
John Sehler,
Committee.

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.

Lehnen & Meerman, hardware dealers at 1007 Division avenue, have erected an addition to their store building, 22x60 feet in dimensions, which they will utilize as a tinshop and warehouse.

For advertising that is cheap and yet productive of good results, where can you find anything better than the right kind of show cards scattered through the store.

When you find a man who is asleep in his store, you find a man who is complaining about hard times when he wakes up enough to do anything at all.

The only way for a busy man to get through his work is to take up one thing at a time and stick to it until he puts it through.



The Investment Banker and the Holding Company.

Someone has defined the investment banker as "an agent who seeks to place in more or less permanent form the surplus or savings of the community so that the same shall bring an assured income and shall be available in case of need, through prompt sale, by reason of their soundness and security."

It is, therefore, a fundamental principle with the conservative investment banker to offer and sell only those securities which, to his trained mind, have been conclusively proven to be issued by a properly organized corporation, and which are well secured by assets which, if forced for sale, will realize sufficient to safeguard the interests of his clients and the investment made by them.

Nevertheless, much to his annoyance, and frequently at considerable financial sacrifice, the investment banker has "made good" on securities sold by him and presumed to be high-grade at the time of their issue. The securities which have caused trouble were not as a rule those issued by corporations poorly managed—by reason of which the earning power of the property was destroyed and the value of the assets vitiated—but too often the issuing companies met unexpected adverse business and financial conditions, or were subjected to competition which compelled them to cut their profits to the point where they were handicapped for the funds necessary to continue the business, much less to expand and develop it. Their financial credit being impaired, but nevertheless being compelled by the public opinion to produce and extend service, dividends on stock first suffered, and not infrequently interest on bond issues was impaired or defaulted.

Adverse legislation and local political ambition which sought to ride to popularity on the back of the much-abused corporations have done much to place the individual property in bad straits, frequently with the result that the financial backer was forced to protect his name and credit by supplying funds from his personal resources, and often to furnish management as well. Instances of this character have been so frequent in the past that it is needless to particularize. The conditions resulting created the opportunity for "syndicate management."

Usually a corporation or a group of men of large resources proceeded to pick up, at the lowest price obtainable, inadequately financed or poorly operated properties. By the employment of experts skilled in the art of production and distribution; by the purchase of materials in large quantities at much reduced cost; by proper administration of finances and the arrangement of financial connections which gave to the organization the stability necessary to withstand pressure in time of stress, properties which previously were but poorly equipped to operate and properly serve their communities were put in good condition and nursed back to vigorous life. And what has appeared strange to the layman is the fact that the company so treated was able, not only to pay interest on its existing bonded indebtedness, but to regularly pay dividends, and in many cases to pay dividends on increased capital, but without resorting to an increase in the price of its product, or a decrease in the quality of the product.

This grouping of a number of companies supplying service to the public under one general management was dictated by the soundest economic and financial motives and was but a step in the evolution of the Public Utility "holding company."

It was a perfectly natural step, taken in response to the law of survival and growth of industrial development, which demanded more economical operation of the producing company; this, in turn, required financing on a broader scale than was possible with the local company and led to syndicate financing and operation, which means nothing more than wholesale financing and operation of individual units, which must each show results in proportion to the opportunities existing in their particular field. The unit was, however, provided with the highest type of tools with which to secure such results, and backed by ample capital to tide it over periods of extraordinary strain. In case of such disaster as damaged or destroyed public works in many Central Western cities this spring, the syndicate owned plant would have resources at its back which would enable the management to quickly restore greatly needed

service in a minimum time, and with a minimum of interruption of that service; while the plant under local operation and ownership might be delayed indefinitely on account of inability to secure financial support necessary to rehabilitation, because of other losses suffered by local stockholders, and with the consequence that the restoration of service is slow and the community served suffers great inconvenience.

Under syndicate operation, with a number of plants in widely separated communities, it is inconceivable that all should be damaged or destroyed—such destruction would be impossible of conception. One advantage, then, of the holding company operation is that it brings to each of the several units the resources of all, without impairing the character of the service of any, and without making any undue demand upon the resources of the individual unit.

Because of the many uncertainties surrounding the operation of single properties, the value of a property is increased when it is taken over by the holding company and quite naturally the stability of its securities is enhanced. Frequently securities of properties under local ownership and management, having a questionable market standing, are made salable by the acquisition of the junior security by a holding company; the investor concluding that under the able management provided by the new owners and their ability to obtain additional finances on a reasonable basis, the value of the senior security will be increased.

Furthermore, the public utility holding company is radically different in operation from holding companies engaged in purely industrial pursuits, in that the large majority of holding companies engaged in the operation of public utilities are not doing an interstate business, but are usually formations created for the acquisition of securities of more or less widely separated companies, which in no sense compete with each other.

Therefore, it is quite natural that the investment banker, ever watchful to protect the interests of his clients, has looked upon the advent of the holding company with more or less favor, and, true to his training, has instinctively kept pace with the development of it.

The holding company idea has developed to a wonderful degree within the past ten years, and, while the general plan of all is similar, the form of securities issued is diversified. There is one example which stands out as a model for clean financing and careful and successful operation, namely: the American Light and Traction company. Those who have followed the conservative policies of its President and Board of Directors, and have watched the remarkable growth of the enterprise, realize that, while the company has been able to handsomely reward its stockholders, it has been governed by a management which has consistently and with foresight planned its policies toward the public. Reductions in the rates charged for service have been made whenever economies in production enabled it to do so, the result being that the relations of the constituent companies and the communities they serve have been almost uniformly friendly, and because of this the management has been occupied, not with resisting adverse legislation, but with encouraging the business to develop along natural lines and serving the communities to the best advantage. The securities of this company command the respect of the financial and investing world.

Other organizations of a similar character have naturally been patterned on this example, and to-day a very large majority of the public utility properties in the United States and Canada are being operated directly or indirectly under the supervision of the so-called "holding company."

In many instances the securities of the underlying company are sold to finance the necessities of the community served by that company, but in other instances the holding company markets only the securities issued by it, and in turn provides the underlying company, as needed, the capital required for development.

The obvious result is that securities could be offered to the public through the investment banker, which are no longer hazardous in nature because of inadequately financed or poorly equipped properties and inefficiently and inexpertly managed, but, on the contrary, the basis of such security is a property technically and scientifically equipped and efficiently managed by the best engineering, finan-

Fourth National Bank

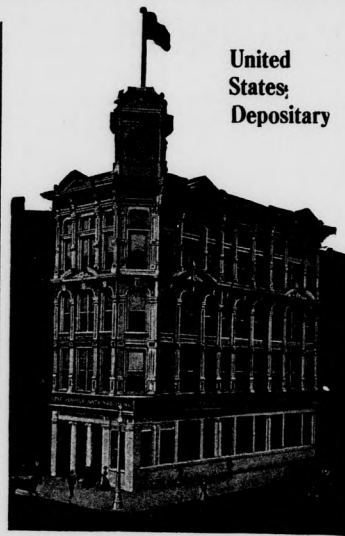
Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits
Compounded
Semi-Annually

Capital
Stock
\$300,000

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees,
Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

We Buy and Sell

Strictly Investment Securities

for our own account, and these we recommend.

Local Securities Department

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building

Bel M 229

Grand Rapids, Mich

2½% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

cial and managerial talent that could be secured in this or any other country.

Beyond doubt the development of the public utility business in America is in the hands of men who have produced in the past ten years greater results in the way of decreased cost to users of such utilities and better equipped plants than exist to-day in any part of the world. This rapid development has called for an enormous investment of capital, but this demand has been so gradual that it has never imposed a serious tax on the resources of the Nation. In fact, so highly have the securities of the well-managed holding companies come to be considered by investors that the demand under normal financial conditions has exceeded the supply and this has naturally created a considerable source of revenue for the investment banker.

It was logical for the conservative investment banker to look askance at the entry into the field of finance of the public utility holding company when first it appeared. The banker remembered with reason a number of unfortunate investments in the securities of the locally-owned and unit operated properties, and at the outset but a few bankers reluctantly consented to attempt the marketing of the securities of the new venture. He soon learned, however, that in common with well managed groups of properties other than public utilities, the latter, even though widely separated geographically, could be operated more economically because of the ability of the management to finance and to buy the necessary supplies on a distinctly more favorable basis.

The result has been that an increasingly large number of conservative bankers have taken up the sale of securities of properties operated by holding companies, or the securities of the holding company direct, with uniform profit to themselves and to their clients, the investors.

Very naturally, the great campaign of education promulgated by the banking house has resulted in a better understanding of the aims and purposes of the holding company, and many investors who formerly considered a security questionable which paid more than 4 to 4½ per cent, net are now disposing of their low-interest-return securities and are investing in those offered by the holding companies, netting as a rule from 5 to 6 per cent., and better. The increased cost of living has also been a strong incentive to the investor to seek the higher interest return security, but the unanswerable argument that the public utility securities as a whole are one of the very safest forms of investment in this country at present has induced a large demand.

This demand has not been limited to the investors of the United States, but is rapidly extending to the principal English and Continental bankers, and many millions of American public utility securities have been purchased by foreign banking houses and absorbed freely and consistently by their clients. In short, the holding company's entrance into the public utility field has been a very welcome one to the investment banker and has provided him through many otherwise "lean" years with a high-grade form of investment security to offer.

The wisely managed holding company considers of first importance the equipment of its properties and the efficiency of its service in the communities supplied, realizing that proper service and reasonable rates therefor will result almost unfaillingly in fair and increasing returns to the investor in the securities, and a guarantee of continuity and stability of the assets back of the bonds and stock. Any attempt to change this condition by artificial means, either on the part of the legislator or of the company issuing the securities, is bound to result in friction and interference with progress and development. It is therefore incumbent on both the legislator and the management to see to it that on the one hand the company be permitted to earn a fair return on the investment, and on the other hand that adequate service be rendered and reasonable rates for service charged.

The wise investment banker can do much to foster this nice adjustment of balance by carefully investigating the reasonableness of the outstanding capitalization of the company—the securities of which he offers—and the service rendered to the public and then assisting only in the development of such companies as comply with sound financial and economic principles. Frank T. Hulswit.

Had Her Guessing.

Landlady (letting room)—Of course I expect the rent punctually every week.

New Lodger—Just so, madam. My rule is, either punctually or not at all.

There is no trouble in getting men to do what they are told to do and watched to see that they do it. The difficulty is in getting men who can find things to do without being told.

Want to Know Where the Money Went.

An interesting question is involved in the Jay A. Haring bankruptcy case which is to be taken to the United States Supreme court for a final decision, the National Association of Credit Men backing the creditors in the litigation. This question is whether a debtor when ordered to disclose what he did with the money or property which the creditors claim he has stolen or concealed, can get off on filing an affidavit to the effect that he has not got the money or goods and does not know what has become of them.

Jay A. Haring began business as a general merchant at Grant, Newaygo county, in February, 1910. Ten months later he gave a mortgage to Wm. B. Holden as trustee, and later was placed in bankruptcy. His liabilities were scheduled at about \$11,000. The stock was sold by the trustee for \$4,275. The trustee found a shortage in the assets to the amount of about \$6,000 and so reported to Kirk E. Wickes, the referee in bankruptcy. The referee reviewed the findings, scaled down the discrepancy to \$4,000 and recommended to the court that Haring be ordered to make an accounting to this amount. The court made the order accordingly, giving Haring 30 days in which to make the disclosure. Haring had the right of an appeal from the referee's report, but did not avail himself of it. He simply filed an affidavit that he did not have the money and did not know what had become of it. The court accepted this as a sufficient answer and granted Haring a discharge in bankruptcy. The creditors were not satisfied with this result. They wanted to know the interesting details as to how Haring had got away with \$4,000 of their money in a mercantile career of ten months. They appealed to the Court of Appeals at Cincinnati for an explicit disclosure by Haring or his commitment to jail for contempt. The Court of Appeals affirmed Judge Sessions' ruling and let the discharge stand. Now the case is to be taken to the court of last resort at Washington for final decision. The question involved is interesting, as it is one point in the National bankruptcy law that has not been passed upon by the Supreme Court. The question is of great importance to credit men all over the country and the National organization will conduct the litigation to the final issue. In the present phase of the case the purpose is not to recover the money, but merely to find out what has become of it, whether it was lost in business or outside speculation, thrown away, burned up or given to somebody to keep until the clouds rolled by. When it is found out what has become of the money or property there might be ground for action for recovery, but that would be a later consideration.

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.	375	380
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	58	62
Am. Public Utilities, Pfd.	73	75
Can. Puget Sound Lbr.	1	1 1/4
Cities Service Co., Com.	98	102
Cities Service Co., Pfd.	84	86
Citizens' Telephone	93	94
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.		
Comw'th Pr. Ry. & Lt., Pfd.	71	75
Elec. Bond Deposit, Pfd.	212	
Fourth National Bank	212	
Furniture City Brewing Co.	59 1/2	60
Globe Knitting Works, Com.	135	140
Globe Knitting Works, Pfd.		100
G. R. Brewing Co.	149	155
G. R. Nat'l City Ban.	180	181
G. R. Savings Bank	225	
Kent State Bank	260	264
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	101 1/2
National Grocer Co., Pfd.	88	90
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	49 1/2	50 1/2
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.	74	75 1/2
United Light & Ry., 1st Pfd.	78	81
United Light & Ry., 2nd Pfd. (old)	75	77
United Light & Ry., 2nd Pfd. (new)	71	73

Bonds.

Chattanooga Gas Co.	1927	95	97
Denver Gas & Elec. Co.	1949	95 1/2	96 1/2
Flint Gas Co.	1924	96	97 1/2
G. R. Edison Co.	1910	98 1/2	100
G. R. Gas Light Co.	1915	99 1/2	100 1/2
G. R. Railway Co.	1916	100	101
Kalamazoo Gas Co.	1920	95	100
Saginaw City Gas Co.	1916		99

*Ex-dividend.
May 28, 1913.

Just for a Lark.

"Why did you get drunk?" asked the magistrate.

"Oh, only for a lark!" replied the prisoner, airily.

"Indeed!" replied the magistrate. "We have cages for larks. You can have the use of one for fourteen days!"

How many unlicked kicks have you coming?

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



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

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

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

Write for further particulars to

Kelsey, Brewer & Company

Bankers
Engineers - Operators

Mich. Trust Bldg.
Grand Rapids, Michigan

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

Send for the report of

Price, Waterhouse & Co.

The world-wide known
Public Accountants on

The National Automatic Music Company

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

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

Statements show that

United Light & Railways Co.

is earning more than

Three Times

its first preferred dividend requirements.

We recommend its purchase.

Local Securities Department

HOWE, CORRIGAN & COMPANY

Michigan Trust Bldg.

GRAND RAPIDS, MICH.

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.

The Old National Bank

GRAND RAPIDS, MICH.

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



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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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 28, 1913.

COME ONE. COME ALL.

June 10, 11 and 12—be sure to remember the dates. Then will be when the Grand Rapids wholesalers and jobbers will be expecting their up state friends and customers to be in town to enjoy their hospitality and to have a good time. In other words the dates given are of the annual Merchants Week entertainment and, unless all signs fail, it will be a bigger and better entertainment than ever before, and a larger attendance is looked for. The first day, Tuesday, will be for the registration and reception of the visitors, with headquarters at the Association of Commerce building, and to get acquainted. The Association of Commerce rooms are conveniently located and there will be attendants there and rest rooms, stationery, a stenographer and check room facilities. Wednesday morning will be open to permit the visitors to call on the Grand Rapids friends, to make the round of the "open houses" which the wholesalers and jobbers will keep and to rub elbows with one another. In the afternoon there will be an educational programme at the Coliseum. W. Millard Palmer will speak of the parcel post system and tell how merchants can make use of it for the extension of their business, this applying particularly to the country and small town merchants. C. A. Palmer, of Manistee, State Commissioner of Insurance, will give an address on fire insurance. M. S. Lawrence, of the Interchangeable Fixture Co. will speak on window trimming. These addresses will be short and to the point and the speakers will be prepared to answer questions if anybody desires further information. The evening will be open, with several good theaters in town offering special attractions. Thursday morning will be open, the same as Wednesday morning, but in the afternoon everybody will take the half day off for a frolic, with Ramona as the scene of the festivities. The visitors will be furnished with street car tickets and with coupon tickets good for all the attractions at the lake. The roller coaster, the theater, the old mill—everything will be free for the visitors holding proper credentials, and great times may be expected. In the evening will occur the annual banquet at the Coliseum, beginning promptly at 6:30 o'clock. Jan-

dorf will be the caterer and assurance is given that a "square meal" will be served. Richard J. Prendergast, chairman of the Wholesalers Committee, will welcome the visitors in behalf of the wholesalers and introduce Carroll F. Sweet as toastmaster to extend welcome in behalf of the Association of Commerce and the city. The principal speaker of the evening will be Warren G. Harding, of Marion, Ohio, former Lieutenant Governor of Ohio and who nominated Ex-President Taft at the Chicago convention last summer. He is one of Ohio's brightest speakers, and is known here for the brilliant address he gave at the annual banquet of the Association of Commerce in January. The musical programme will introduce several novelties and these the committee in charge of the arrangements is keeping secret with a view to springing a surprise on the crowd. The banquet will close at 9:30, in ample time to permit the visitors to catch their trains for home.

The Grand Rapids jobbers are sincere in their desire that as many as possible of their country customers accept the invitations that have been sent out. They want to become better acquainted with their trade because through better acquaintance will come more friendly relations and a better understanding that will be mutually advantageous. From their guests they will receive many suggestions that will make them better prepared to meet the needs of the territory which they aim to serve. The coming together of the smaller town merchants will be of benefit to themselves as well. They will have opportunity to rub elbows and exchange ideas and not one who comes here but will go home better equipped for business, with new theories to work out and new ambitions.

The welcome to the visitors will not be confined to the wholesalers and the jobbers. The retail merchants of Grand Rapids will join heartily in making the visitors feel at home. They will have special window displays, special store arrangements and special sales and the Merchants Week badge will ensure the wearer every attention as a favored guest of the city, welcome to ask for any information he may desire. All who may come to Merchants Week will be made welcome, and the more the better, but it is desired that acceptances be sent in as early as possible that the arrangements may be ample for all who come. To know how many are coming is especially important in planning for the banquet. The acceptances should be sent in at the earliest possible moment. And don't forget that the ladies are invited as well as the men.

If the Chicago housemaids succeed in enforcing their demand that they have the right to "entertain company" in the parlor, the family will evidently be obliged to retreat to the living room.

While patronizing the parcel post and making money by so doing, the express companies do not yet admit that they love it altogether.

TROUBLE MAKERS DEFEATED.

Two strikes are in progress locally, and they are interesting not so much for their magnitude as for the manner in which they were brought about and for the refreshingly sane method of the employers in dealing with them.

The strikes are of the boiler makers and mechanics in the employ of the Pere Marquette Railroad, and of the linemen in the employ of the Commonwealth Power Railway and Light Company. The two corporations are in no way related and the trades involved are not kindred, and yet the origin of one strike was the same as that of the other and the manner of dealing with it in both instances are identical.

The boiler makers and mechanics in the employ of the Pere Marquette were satisfied with their jobs and the conditions under which they were working until J. P. Ryan, Vice-President of the national association of boilermakers, came on and discovered for them that they had grievances and ought to have more pay. He formulated demands upon the company and presented them to the receivers. The receivers have always been willing to meet their employes and to talk over any matter of mutual interest, but they did not concede that Ryan had any interest at stake. They held that he was meddling with something that did not concern him in any way and they refused to recognize him or to consider the demands he impudently and arrogantly presented. He ordered the strike and the strike has since been on. The receivers, however, did not lay down. They declared for the open shop policy, as against unionism, and took prompt steps to secure boiler makers and mechanics to take the places of the strikers. The Pere Marquette is in the hands of receivers appointed by the Federal Court, and is virtually a Federal proposition and interference with the road's operation will be dealt with, not by weak kneed State or local authorities, but by Uncle Sam. This makes the usual labor unionism tactics of violence and the destruction of property more than ordinarily hazardous. The coming of the strike breakers has been without special incident and it is unlikely that the strike will be of long duration. The receivers will deal with its former employes, either personally or through personal representatives, but will not recognize the union nor permit outsiders to have any voice in the proceedings. In other words, the Pere Marquette shops will be conducted on open shop principles. Not membership in any union, but efficiency will be the qualification for employment.

The linemen in the employ of the Commonwealth were satisfied with the conditions under which they were working until Oliver Meyers, Vice-President of one faction of the international brotherhood of electrical workers, saw fit to try to create a disturbance. The workmen themselves had made no expression of discontent and took no steps to confer with the officials of the company. Meyers told them they were not getting a fair deal and voluntarily took it upon him-

self to formulate demands for more pay and shorter hours, and insolently notified the officers of the company that he was on deck and ready to conduct the negotiations. Just as in the Pere Marquette case, the Commonwealth officials refused to be frightened. They would meet with any of their employes, either singly or in groups, but they would not deal with outsiders. They ignored Meyers and his demands and the strike was ordered. The company's answer is to stop all construction work in the State and this will continue until the men are willing to go back to work. There are enough workmen outside the union and who are loyal to the company to make necessary repairs and answer the trouble calls, but new construction will be stopped and extensions of the service delayed, and this can be done with no serious inconvenience to any body except, perhaps, to that small part of the public who may be hoping for connections. The Commonwealth stands for the open shop as the only policy that will ensure efficiency and good service. The Commonwealth service will be open to any good workman who wants employment. Taking the humiliating obligations of unionism—which deprives a man of his manhood and compels him to become a liar and a sneak—will not be a condition.

The two strikes have another parallel in the manner in which they are being conducted by the professional trouble makers. Both Ryan and Meyers "regret" the obstinacy of the employer, both "hope" it will not be necessary to resort to extreme measures, whatever that may mean, and both are trying to draw as many others into the disturbance as possible. This, of course, is the usual line of talk and should not be taken too seriously by the general public. Neither strike is likely to last long and both will have the same ending in the triumph of the open shop policy which has merit for its standard of employment and industrial freedom for its principle instead of subservience to the dictations of walking delegates.

The strike of the Commonwealth linemen recalls that the electrical workers brotherhood is anything but brotherly within itself. The organization is divided into two factions, one known as the McNulty and the other the Reid, and these two factions are a long ways from being in love with one another. The Reid faction represents the extremists and radicals and their tactics are such that the McNulty faction will not stand for them. Meyers is Vice-President of the Reid faction. The organizer of the McNulty faction is also in town trying to get up a branch of his end of the brotherhood, and he and Meyers have had several exchanges of compliments which, no doubt, will help make the present strike abortive. Not loving one another, the two "leaders" are telling truths each about the other and workmen with any sense will leave both alone.

The man higher up may be yourself if you seize your opportunities and develop self-confidence.

\$7,500,000

Commonwealth Power Railway & Light Co.

Five Year 6% Convertible Gold Bonds

Dated May 1st, 1913

Due May 1st, 1918

Authorized Issue, \$10,000,000

Outstanding, \$7,500,000

Interest payable May 1st and November 1st at Agencies of Company in New York and Philadelphia. Denominations \$1,000, \$500 and \$100. Coupon Bonds, with privilege of registration as to principal only. Convertible at option of holder in amounts of \$1,000 after May 1st, 1916, and before maturity into an equal amount of 6% Cumulative Preferred Stock of the Commonwealth Power Railway and Light Company, at par, and in addition upon such conversion the bondholder will receive Commonwealth Power Railway and Light Company Common Stock of par value equal to 30% of face amount of bonds so converted.

Bankers Trust Company, New York, Trustee.

We call your attention to the following important facts regarding this issue:

EARNINGS: Net earnings for year ended March 31, 1913, applicable to interest on this issue were \$2,349,135.12, or five times the amount required.

EQUITY: These bonds are followed by 6 per cent. Cumulative Preferred Stock \$16,000,000
Common Stock 15,500,000

The market value of these junior securities is nearly three times par value of the present issue of bonds.

DIVIDENDS: Dividends at the rate of 6 per cent. per annum are being paid on the Preferred Stock and at the rate of 4 per cent. on the Common Stock.

PROPERTY: The Commonwealth Power Railway and Light Company, through its constituent companies, owns or leases and operates properties located in the states of Michigan, Illinois, Indiana, Ohio and Wisconsin, as follows:

- Electric Power and Light Systems, serving 78 cities and towns.
- Electric Railways, serving 67 cities and towns—total mileage 889.03 miles, single track.
- Gas Companies, serving 11 cities.
- Seventeen Hydro-electric plants, located in 6 separate water sheds.
- Seventeen Steam Stations, located in as many different cities.
- High Tension Transmission Lines, 905.36 miles in length.

FRANCHISES: All the franchises under which the companies operate are fair in their terms, many of them being without limit of time. A large part of the properties are owned in fee simple.

MANAGEMENT: The properties are under the supervision and management of E. W. Clark & Co., of Philadelphia, W. A. Foote, of Michigan, and Hodenpyl, Hardy & Co., of New York.

UNDER OFFERING MADE TO STOCKHOLDERS ON APRIL 26, 1913, SUBSCRIPTIONS HAVE BEEN RECEIVED TO THE AMOUNT OF \$6,033,500 OR 80.45 per cent. OF THE ISSUE.

We Offer the Balance, \$1,466,500 For Sale

At 97½ and Interest, Yielding 6.60%

Complete circular on request

E. W. Clark & Co.
321 Chestnut St., Philadelphia

Hodenpyl, Hardy & Co.
41 Wall St., New York

Orders may be placed through your own broker



Notions and How to Sell Them.

Is your notions department complete in all details? Is your stock well displayed? Do you give it enough prominence in your window trimmings?

Intelligent and energetic handling of notions means more profits. It means more women customers for your store.

A well-chosen, well-displayed assortment of notions will do much to keep the women trading at your store. Women need notions every day. First it is a hair net, and then a box of hairpins. Next it is a curling iron or a comb. Or is it a paper of pins or a spool of thread? These are only a few of the many notions lines the women buy every day.

If your store can get the reputation of being the best place in town at which notions can be purchased, you will have an asset that will be worth many a dollar to you. Not only will the trade in notions bring you a profit, but you will encourage women to come to your store for other lines as well.

Big Opening for Profit.

A real opportunity thus is presented to every variety merchant. If he does not take advantage of it, he is overlooking something of extreme importance to his store success.

Any notions item of itself is not particularly impressive. Bring a number of such items together, though, and display them properly, and you

have something well worth while.

Remember this: Notions are quick-selling. The low price that makes them give the impression of smallness is the guarantee that they are large in salability.

This quick-selling quality is not so apparent when the items are scattered, hence the advisability of the right kind of display.

You will gain the best results from notions if you look upon this class of merchandise as forming a definite department in your store. Do not let the word department scare you. By this we do not mean you should have notions fenced off from the rest of the stock. We mean they should be grouped and given special attention as a class.

A well-arranged table with a sufficient display of notions would be enough department for some stores. A large stock of notions can be shown in a small space.

Some Ideas About Display.

How shall notions be shown? Let the three principles of successful variety retailing guide you in this:

Everything in plain sight.

A price ticket on each article.

Good housekeeping.

Use plenty of price tickets. These sell notions better than any talk. The notions speak for themselves.

To make this notions window, here is what you will need in merchandise and equipment:

Merchandise.

About \$15 worth of miscellaneous staple notions.

Fixtures.

One box, 36 inches high.

Two boxes, 30 inches high.

Four 6-inch boards, 30 inches long.

One small box.

Two lath.

Five rolls of light blue crepe paper.

A paper of pins.

A few nails.

Plenty of price tickets.

Cover the background and floor neatly with light blue crepe paper. Around the top of the background run a border of a narrow strip of paper with a ruffled edge. Then put the fixtures in position as shown in the drawing.

We might say in the beginning that

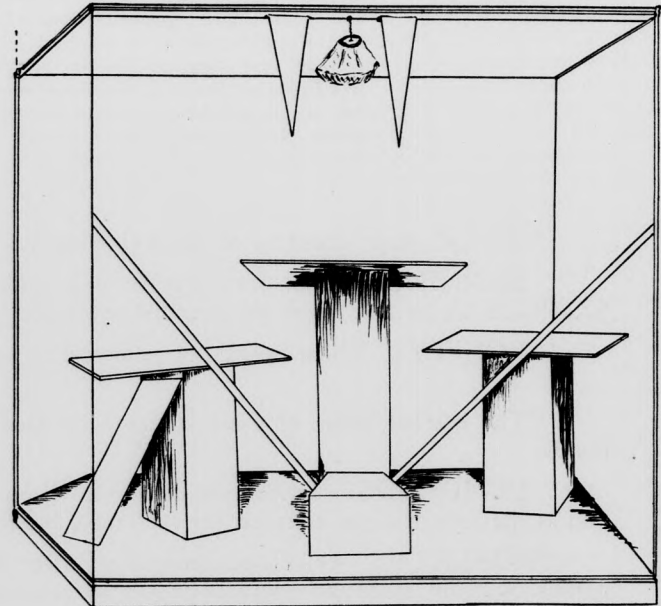
boards arranged in the manner shown in the drawing. On each end of this board put a vase and arrange on it two pin cushions and three small necklaces. Put a full mirror in the center.

On the boards, reaching down to the floor on the left side, pin four or five back combs. Then hang from the front of this unit three hair rolls, one in a circular effect.

Then the unit on the right is made the same way and of practically the same grade of merchandise, with the exception of the back combs.

Now we come to the floor plan and our troubles are nearly over.

Put in front of the center unit a small box, as shown in the drawing, and arrange back of this the two lath indicated in the drawing. On these



Drawing of Fixtures.

a notions window is a hard window to make for the reason that a great number of small articles is required. In this one we did our very best to minimize the work and also the amount of merchandise required.

Simple Background Effect.

The background itself takes only two small pennants as shown immediately over the center unit. The remainder of the background effect is made up by suspending from the top of the window six fancy paper lamp shades and four more pennants. This makes a very pleasing combination and will fill up a great deal of space.

The center unit is made of the taller box and one of the boards, both covered with light blue crepe paper.

On this is an assortment of curling irons attached to a fixture and three small mirrors. Immediately back of the curling irons should be hung a hair switch.

In front on this same unit carry out the idea of hair goods by using two hair rolls and seven boxes of horn hair pins. Pin to the front of the board two rows of six cards of hooks and eyes and two rows of four cards. These should be pinned corner to corner as shown in the photograph.

The next step will be to fill in the unit on the left. This is made of one of the smaller boxes and two

lath pin papers of pins, alternate it with a card of hooks and eyes.

On the low box put some small pictures, a card of tweezers, two candlesticks, a couple of small fans.

Then for the floor plan you can put in almost any sort of small items. We have used a quantity of purses, four women's handbags, one-half dozen card cases, a number of back combs and side combs, a card of folding button hooks, a dozen papers of needles, a few boxes of wire hair pins, one-half dozen needle books and a couple assortments of thimbles. —Butler Way.

Tonsorial Wisdom.

A clergyman was being shaved by a barber, who had evidently become unnerved by the previous night's dissipation. Finally he cut the clergyman's chin. The latter looked up at the artist reproachfully and said:

"You see, my man, what becomes of hard drinking.

"Yes, sir," replied the barber consolingly, "it makes the skin tender."

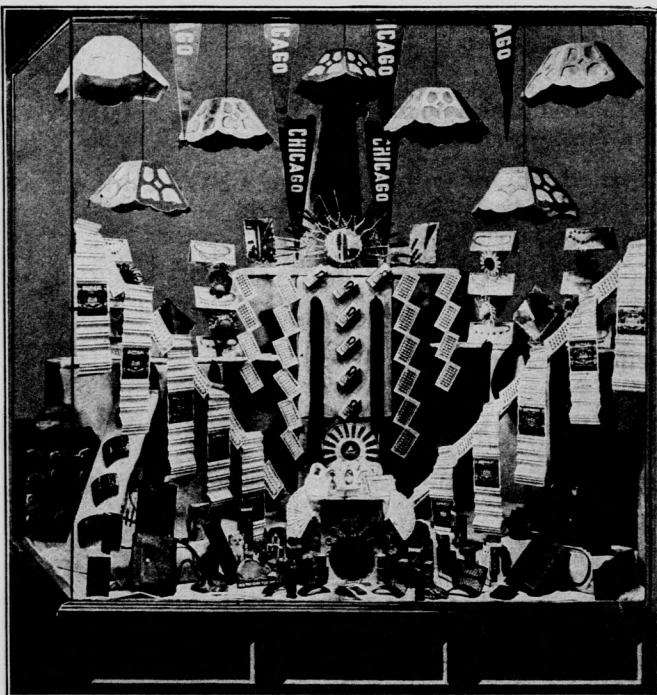


Photo of Window Trim.

S. G. MAFFIT SALES CO.

118 Bostwick Ave., Grand Rapids

Michigan Distributors

CADILLAC-OHIO

Electric Vacuum Cleaners

Wholesale and Retail

MEMORIAL DAY.

It Will Be Honored by Little Dave.
Written for the Tradesman.

The annual recurrence of Memorial day brings to the mind of those old fellows who lived in the lang syne days that tried men's souls—the brave days of the sixties when treason flaunted her alien flag in the land, demanding the severance of the American Union that a slave oligarchy might be builded on its ruins.

Since then half a century of peace has bided in the land saved by the hand of Lincoln, Grant and the hosts of Boys in Blue who followed on land and sea the flag of Washington to grand and glorious victory. It was the curse of slavery that struck at the Nation's life; it was slavery that hung John Brown, soaked the prairies of Kansas with freedom's blood and inaugurated the bloodiest rebellion in human history.

We old fellows may well look back with thankful hearts that the Nation still lives, and for it all we owe a Nation's gratitude to the Boys in Blue—boys in good truth, since the great majority of the Union army were under twenty.

"Little Dave," shingle joiner, son of a farmer-preacher, heard the call of his country and at the age of 15 quit the mill, presented himself to his employer with the request that he find another hand to fill his place. "I give you a week's notice, Mr. Farnell. I am going to enlist."

"You enlist!" exclaimed the astonished millowner. "Pshaw, Dave, you're nothing but a baby. It requires men to fight the battles of the Union. When you are older—"

"I want to go now, sir," respectfully interrupted the boy. "I have heard you and father talk. You know what he said at that last war meeting, how traitors had trailed the old flag in the dust and that every man must do his duty. No, I ain't quite a man in size, Mr. Farnell, but I can shoot."

The boy could handle a rifle to perfection. The millowner well knew this, as had twice been attested by the juicy venison steaks the lad had furnished for the boarding-house table. So Little Dave left the mill and walked forty miles to enlist for the war. His regiment was the Eighth Michigan Infantry. South with this went the boy from the Northern pines.

The story of the Eighth is one of glory undimmed. Some of the Valley City's best citizens were in its ranks. The regiment was among the number that were shipped South to take part in some of the coast battles of the early part of the war.

At Port Royal, when charging a rebel battery, Major Watson was seriously wounded and our Little Dave was also pierced by a Southern bullet. We at the North read the story of the fight, and among the list of the mortally wounded was the name of the little mill boy.

Mortally wounded!
How that news pierced the mother's heart and blinded the father's eyes with tears for his patriot son,

dead on a Carolina battle field. Like Mr. Bleeker of Revolutionary days, who had five sons fighting for liberty and one slain in the same holy cause, he could but cry out to his God in praise that his boy had preferred to die a hero than live a coward.

There were sacrifices in those days that the present generation can little understand or appreciate. The strangest part is yet to tell. That boy, supposed to be mortally hurt, and who could suppose otherwise, since a bullet from the gun of a rebel sharpshooter had penetrated his right breast, passing completely through his body, missing the spine by less than an inch, did not die.

Little Dave lived to return home. He again resumed work in the mill, although his wound had in a measure sapped his once rugged physique, making him a semi-invalid.

The war continued and new regiments were being raised for the battle sacrifice. The Tenth Cavalry called for recruits. Again the mill hands gave patriotic service, droves of them seeking the ranks anxious to fight to preserve the Union. Several youngsters enlisted from this mill in question, and one among them was Little Dave.

Here was patriotism for you! The boy had passed through the shadow of death on the battle line; he knew that the march into the enemy's country was not to be a holiday affair, yet he cheerfully placed his name on the enlistment roll for the second time within two years.

This time Little Dave served to the end of the war, coming home as Corporal Dave, without further wounds. He had vindicated his love for Old Glory in two arms of the service and was entitled to all the honors. Wherever Little Dave may be at this writing—and I have not heard of his death—he will be on hand to aid in decorating the graves of those brave comrades who fell in battle or died of disease contracted in the service of their country.

Let us in this year of grace, 1913, take renewed vows of service in behalf of God, the old flag and native land.

Old Timer.

Do You?

Do you come down to the office in the morning feeling that this will be a day of days?

Do you believe in being the directing mind in your business and letting the details be taken care of by those you employ for that purpose?

Do you hustle for new business and know how to take care of the old?

Do you believe the world owes a living only to those who are willing to go after it?

Do you insist on careful, accurate work, both in your office and in your store?

Do you always listen to ways and means of making your business larger, better and of a higher standard?

If you do, your business is bound to prosper, your bank account to expand and your happiness is assured.

It costs a lot of money to keep the school of experience going.

MEN OF MARK.

G. T. Guthrie, Manager Blue Valley Creamery Co.

Gilbert T. Guthrie was born at Coin, Iowa, August 16, 1885. His father was of English and Scotch descent. His mother was of English descent. He attended the public schools in Coin, taking a preparatory course at College Springs, Iowa, and subsequently pursuing a four year course at the Iowa State College at Ames, graduating in literary and dairy courses. For a year after graduating he served his Alma Mater as Assistant Professor in Dairying. He then formed an alliance with the Blue Valley Creamery Co. to take charge of its educational work in Chicago. A year later it was decided to open a branch institution in Grand Rapids and he was placed in charge, coming here two years ago for that purpose. The business had to be created from the ground up and at the inception of the enterprise very few people were employed. On the second anniversary of the establishment of the business on May 15, it was found, by actual count, that the company was



Gilbert T. Guthrie.

receiving cream from 3,256 farmers who were regularly shipping cream to the creamery from 300 different shipping points. Only one grade of creamery butter is made and that is sold only in 1 pound, ½ pound and ¼ pound cartons. The ¾ pound cartons are no longer sold in Grand Rapids, but are still distributed in Detroit. Thirty people are now on the payroll. Three-fourths of the sales of the company are cash, being distributed about one-third in the city, one-third in the country round about and one-third to distant points.

Mr. Guthrie is unmarried. He is a member of the Westminster Presbyterian church. He is not a "jiner" to any extent, being a member of only two college fraternities. He has no hobbies except the study of technical dairy topics. He is very much interested in the development of the buttermilk business in connection with the creamery and has some ambitious plans for the future which he hopes will work out to the satisfaction of himself and his employer.

Mr. Guthrie is a man of pleasant

personality and has evidently a bright future ahead of him. He is a careful student and takes no steps which he has not thought out carefully and conscientiously. He possesses, to a marked degree, the confidence of his customers and patrons and the support and co-operation of his house.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

May.

Northern Baptist Convention, Detroit, 26-June 7.
State Professional Photographers' Association, Detroit.
State Homeopathic Medical Society, Detroit.
National District Heating Association, Detroit.
State Post Office Clerks' Association, Lansing, 30.

June.

Michigan Association of Assistant Postmasters, Grand Rapids.
German Evangelical Synod of Michigan, Detroit.
Order of Red Men, Port Huron.
B. P. O. E. Grand Lodge, Port Huron, 3-4-5.
Grand Commandery Knights Templar, Flint, 3-4-5.
Michigan Association of Master Bakers, Detroit, 3-5.
Tri-State Master Bakers' Association, Detroit, 3-5.
Motion Picture Exhibitors League of Michigan, Detroit, 10-11.
Michigan Unincorporated Bankers' Association, Lansing, 10-12.
Seventh Annual Merchants' Week, Grand Rapids, 10-12.
Michigan State Bankers' Association, Lansing, 10-12.
Grand Council United Commercial Travelers, Grand Rapids, 13-14.
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, 23-29-30-31.
Social Order of Moose, Detroit.

September.

Central German Conference, Grand Rapids.
Mid-West Association of Deaf Mutes, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.
Grand Council Order Star of Bethlehem, Detroit, 2.
Grand Circuit Races, Kalamazoo, 4-8.
Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.
Eastman Kodak Exposition, Grand Rapids, Sept. 29, Oct. 4.

October.

Michigan State Pharmaceutical Association, Grand Rapids, 1-2.
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.
Grand Lodge Loyal Order of Moose, Michigan State Teachers' Association, Ann Arbor.
Annual Conference on Vocational Guidance, Grand Rapids.
National Association for the Promotion of Industrial Education, Grand Rapids.
Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.

November.

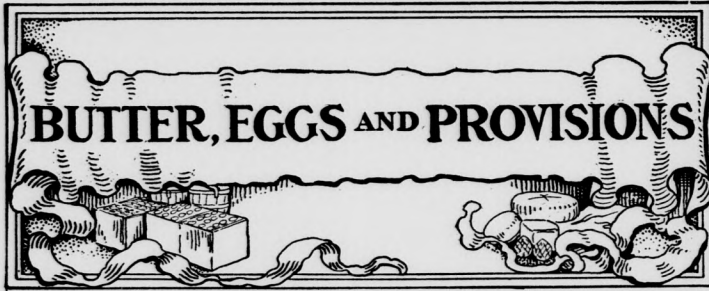
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids.
National Baptist Congress, Grand Rapids.

December.

Michigan Knights of the Grip, Grand Rapids.

January, 1914.

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



Michigan Poultry, Butter and Egg Association.

President—E. 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.

The Proper Grading of Eggs for Market.

Where eggs are handled in large quantities there are certain grades by which they are sorted and either retained for market purposes or rejected as useless. A brief description of these grades and the characteristics by which they are detected is given below.

Fresh Egg

An egg to be accepted as a first, or fresh egg, must be newly laid, very small air cell, and must have a strong, smooth shell, of even color and free from cracks. With the exception of the air cell, which is only visible through the aid of the candle, these are the points by which eggs are graded in the early spring, at which time they are quite uniform in quality, thereby making candling unnecessary.

Checks.

This term applies to eggs which are cracked but not leaking.

Leakers.

As indicated by the name, this term applies to eggs which have lost a part of their contents.

Seconds.

The term "seconds" applies to eggs which have deteriorated to a sufficient extent to be rejected as firsts. They are, however, of a high enough quality to be used for human consumption. The several classes of eggs which go to make up this grade may be defined as follows:

(a) Heated egg: One in which the embryo has proceeded to a point corresponding to about 18 to 24 hours of normal incubation. In the infertile egg this condition can be recognized by the increased color of the yolk; when held before the candle it will appear heavy and slightly darker than in the fertile egg.

(b) Shrunken egg: This class of seconds can be easily distinguished by the size of the air cell. It may occupy from one-fifth to one-third of the space inside the shell. The holding of eggs for a sufficient length of time to allow a portion of the contents to evaporate is the main cause of this condition.

(c) Small egg: Any egg that will detract from the appearance of normal eggs on account of its small size will come under this class, although it may be a new-laid egg.

(d) Dirty eggs: Fresh eggs which have been soiled with earth, drop-

pings, or egg contents, or badly stained by coming in contact with wet straw, hay, etc., are classed as seconds.

(e) Watery egg: Those in which the inner membrane of the air cell is ruptured, allowing the air to escape into the contents of the egg, and thereby giving a watery or frothy appearance.

(f) Presence of foreign matter in eggs. The small dark streak across the yolk is a clot of blood. This condition is found in many fresh-laid eggs. Often eggs are laid which show small clots about the size of a pea. These are sometimes termed "liver" or "meat" spots.

(g) Badly misshapen eggs: Eggs which are extremely long or very flat, or in which part of the shell's surface is raised in the form of a ring; in other instances a number of hard wart-like growths appear on the outside of the shell.

Spots.

Eggs in which bacteria or mold growth has developed locally and caused the formation of a lumpy adhesion on the inside of the shell. There are three well-recognized classes of mold spots, namely, white, brown, and black. In cases where an infertile egg has been subjected to natural heat for a sufficient period of time, the yolk will often settle and become fixed to the membrane. This condition might be termed a "plain spot."

Blood Rings.

Eggs in which the embryo has developed to a sufficient extent so that it is quickly recognized when held before the candle. It has been found that it requires between 24 and 36 hours of incubation under a sitting hen to produce this condition.

Rots.


Eggs which are absolutely unfit for food. The different classes of rots may be defined as follows:

(a) This is the easiest class of rots to recognize and consequently the best known. When the egg is held before the candle, the contents have a blackish appearance, and in most cases the air cell is very prominent. The formation of hydrogen-sulphid gas in the egg causes the contents to blacken and gives rise to the characteristic rotten-egg smell, and sometimes causes the egg to explode.

(b) White rot: These eggs have a characteristic sour smell. The contents become watery, the yolk and white mixed, and the whole egg offensive to both the sight and the smell. It is also known as the "mixed rot."

(c) Spot rot: In this case the

SEEDS

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

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

WANT APPLES AND POTATOES

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

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

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

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

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

MOSELEY BROTHERS

Both Phones 1217

Established 1876

GRAND RAPIDS, MICH.

foreign growth has not contaminated the entire egg, but has remained near the point of entrance. Such eggs are readily picked out with the candle, and when broken show lumpy particles adhering to the inside of the shell. These lumps are of various colors and appearances. It is probable that spot rots are caused as much by mold as by bacteria, but for practical purposes the distinction is unnecessary.

To all intents and purposes the spot rot as explained above is practically the same as the brown and black spots described under the general head of "Spots." The spot rot is also placed under the general head of rots simply because some candlers will call it a spot, while others designate it as spot rot. Pink and blood rots are names which are also applied to certain classes of rotten eggs, the pink rot deriving its name from the peculiar pinkish color of the contents when held before the candle. The same thing is true of the blood rot, which is bloody or red in appearance.

Conducting the Experiments.

The plan of the work was to determine, in so far as could be shown by the candle, what deterioration took place in eggs when retained under actual conditions on the farms, in the country store, and during transportation. In choosing the field for the work careful consideration was given to the following points. A state where the production and marketing of eggs was an important factor, a location in that state where the co-operation of several farmers could be secured, and a town that was far enough from a central collecting point (or packing house) so that the effect of typical transportation conditions could be observed.

The eggs used in the various experiments were collected at a stated time each day from several farms and started in the experiment within an hour or two thereafter. Every egg was supposed to be absolutely fresh when entered in the experiments, and in all about 10,000 eggs were used during the season's work.

The six following classes of eggs were used: Clean fertile, dirty fertile, washed fertile, clean infertile, dirty infertile, and washed infertile.

Clean fertile eggs were normal eggs produced by the farm flocks, on free range, with several mature male birds present during the entire season. Dirty fertile eggs were fresh eggs from the same flocks, but which before entering the experiments were artificially dirtied with barnyard mud to conform as nearly as possible with the natural dirty egg. Washed fertile eggs were fresh eggs from the above flocks which were thoroughly washed previous to being put in the experiments. In washing the eggs they were allowed to remain in a basin of water for a few moments and then well rubbed with an ordinary wash cloth and immediately dried with a towel. It is the general opinion that washed eggs do not keep as well as unwashed, and it was to determine this point that these eggs were used. The three classes of infertile eggs

used were identical with the fertile eggs, with the exception of being produced by flocks where the male birds were removed three weeks previous to using the eggs. Experimental work with infertile eggs did not begin until after June 1st. This is due to the fact that under most farm conditions it would be impracticable to attempt to produce infertile eggs during the earlier spring months, as this is the season when the hatching and rearing of the coming year's flock must be attended to.

Every egg used was dated, which made it possible to secure a complete history of the egg from the time it was produced until it reached its final destination. This method of dating made each day's eggs in a given experiment a time experiment also. For example: A seven-day experiment having a given number of fresh eggs added each day, and these being dated, we obtained the influence of a certain environment for one, two, three, four, five, six, and seven days.

When the experiments were completed at the farm, which was in most cases seven days, the eggs were packed in ordinary 30-dozen cases, care being exercised to see that each experiment was kept separate. The transportation to town was by means of a team and buggy. After arriving in town, the eggs were candled immediately and an individual record made of the condition of each egg. This first candling represents the deterioration which occurred on the farm. The eggs were then repacked and held under typical country-store conditions for from 24 to 48 hours. The next operation was recandling, a similar record being made as above, showing the deterioration which took place while being held in the country store. They were then repacked and placed in an open stock car (the style of car used in that locality for shipping eggs and poultry) where they remained for about 12 hours before starting on their journey to the packing house, by local freight, a distance of 78 miles, requiring about ten hours for the journey. The reason for placing the eggs in the car twelve hours previous to starting was due to the fact that the car was shipped early in the morning and it was often impossible for the merchants and local shippers to deliver the eggs at such an early hour.

After reaching the packing house the eggs were removed from the car in accordance with the usual custom and again candled. This third and last candling gave the deterioration which occurred during railroad transportation. The experiment, in so far as this paper is concerned, was then complete. Harry M. Lamson.

The best cure for kleptomania may be arrest cure.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

The great altars are in quiet places, so Heaven stands best revealed in quiet, humble lives. There is no place too small, too much hidden, for one to show elevation of spirit and glory of life.

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.



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.

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

Satisfy and Multiply
Flour Trade with
"Purity Patent" Flour
Grand Rapids Grain & Milling Co. Grand Rapids, Mich.

Watson - Higgins Milling Co.
Merchant Millers
Grand Rapids :: Michigan

We want Butter, Eggs, Veal and Poultry
STROUP & WIERSUM
Successors to F. E. Stroup, Grand Rapids, Mich

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

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers
New York Chicago
St. Louis Minneapolis
Dallas

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



Art of Making Clothing Windows Pay.

The dealer who has an old-fashioned window, built in the days when no attention was paid to its arrangement save as a means of letting in light and letting the proprietor look out, is handicapped when it comes to dressing that window, to arranging it for the display of goods and arranging the goods in it. It should not be admitted at the outset that the window must be used as it is, that it cannot be improved. If by any possibility it can be made over to fit the present requirements of the business, this ought, of course, to be done. When any old-fashioned equipment about a store can be rebuilt to fit modern conditions, the sooner it is done, the sooner it will begin to pay dividends.

Any window can be repainted inside, making the woodwork look fresh and clean, and this repainting ought to be done often. It takes but a short time to put a coat of white enamel on the inside woodwork of a window, even if it be a large one. One of the boys can do it on a rainy day. If no paint is used, then the woodwork can be oiled or stained or varnished in the same or less time. It is astonishing how long some dealers will let their windows go without this freshening, just because painting sounds to them like an important job calling for several days' work by professional hands.

Window dressing is something of an art nowadays, and while every merchant has more or less ability to put goods into his windows in such a way that they will attract some attention and develop some sales, still there are those to whom this kind of work is more natural than to others. There are a few who find it the simplest matter possible to make displays that are uncommonly attractive.

In every retail clothing and furnishing establishment there is certain to be one employe who can do this sort of work better than any other, one who has a natural talent in that direction. The wise thing to do is to try out all the help on that work and then choose him who shows the greatest natural ability and appoint him the "official window decorator," placing him in charge of the displays and leaving it to him to get them up, with instructions of course as to what lines are to be featured each time. Anyone possessing a little natural ability of the sort required in this work will soon develop more and possibly become really expert after a little.

Originality is of great value in win-

dow dressing. There are certain set forms of display that are followed by nine dealers in ten, and have been for years. The man who can break away from these set ideas and show the public something new and interesting in the window is the man who is going to set the people talking, and that means that they will end by buying.

Without making the windows into freak shows, originality counts for more than almost anything else in displaying the goods that every other dealer has to display. Since one cannot all the time be showing novelties in new goods, the novelty interest must be secured from the form of display or from the suggestions of the show cards used with the goods.

The first aim of the window should be to attract attention, just as that should be the first aim of an advertisement, but by the first aim I do not mean the principal aim; for that is to sell goods. Once attention is arrested, something should be shown that will interest the observer. The manner of the showing has much to do with the amount of interest aroused. A suit of clothes may be put into the window in such a way that not a passer-by will notice that it is there, and in such a way that it would not impress any idea upon even the man who might happen to stop and look. Then again it may be displayed in such a way that no one who glances at the window can go on without a definite notion of what was shown.

The object of window dressing is not to make displays that will cause people to ejaculate, "That's a clever window," but to make displays that will cause them to exclaim, "Gee! I'd like one of those." It is with window dressing as it is with show cards, the display should be valuable for the impression it gives of what it advertises rather than for any impression it gives of itself. It is the article for sale that should receive the attention, rather than the method of showing it—and yet the method of showing it is what must attract attention to the article. This is not nearly as complicated as it sounds.

I believe that the windows of an establishment can be made to possess an individuality that will make them stand out from the windows of other stores handling similar lines of goods. This individuality is not so much due to the goods displayed as to the manner of their display, just as two men who look very much alike and wear much the same kind of clothes will have totally different appearance owing to the way they wear the clothes and the way they carry themselves.

Individuality is a good thing in any man or in any business. It stamps the individual upon the minds of the people, and to be remembered is the aim and object of all advertising and display.

The form of display that is very general now is what is known as the unit idea, or the arranging of goods in segregated units. It is much easier to concentrate a man's attention upon an article when it stands by itself than when surrounded by numberless others, either like it or different from it.

A billboard with one small bill posted in the middle of it will show up that one bill better and attract more readers to it than it will if the board is covered with a mixed lot of different kinds of posters, or if it is covered with an irregular lot of the same advertisements all alike.

A mixed display confuses the eye and the mind and the observer turns away with no very definite thought carried from the arrangement. One hat on a pedestal in the window with a card explaining its quality and style and price will be taken in by the eye at a glance. There will be no more hesitation in recognizing the article displayed than there would be in recognizing the countenance of a friend without having to stop and analyze it bit by bit.

If you see four birds sitting on the limb of a tree you do not stop to count them. You see at the first glance that there are four of them. The placing of a unit in a conspicuous position in the window gives that unit of display a definite value, just as those four birds have. It is recognizable at a glance for just what it is.

Of course, there are many times when the window is too large to give it up entirely to one unit of display. A single article of apparel will not make enough of a showing to produce an effective window exhibit. Hence in these cases a number of units must be employed. And it is not at all necessary that a unit consist of but one article of a sort. A unit display might be made up of half a dozen walking sticks, a dozen pairs of socks, or a shirt, collar and tie.

It is sometimes desirable to have several units differing in makeup, showing at the same time several small individual displays rather than one large display. In such a case the different displays ought to be separated by some form of partition or by empty space. Many windows have removable low partitions that can be used to subdivide them as needed for small displays. These partitions should be made to match the rest of the woodwork of the window and they may be paneled and arranged to slip into slots provided for them.

In addition to such units as the above, the unit idea in display applies in other ways. It may be a unit of price, of color or of utility. A single display may be made up entirely of goods of all kinds, but all of a certain color, or all of a uniform price, or all for one particular use. The uniform color idea can be carried out to produce very attractive displays and the solid color display, with

everything of the same shade, creates a strong mental impression upon the part of the observer. It can be adapted to showing shirts, neckwear, etc., or combinations of all of them.

Care must be taken in any kind of a display that the window be not crowded. Better too little in the window than too much. The crowded window display looks like a mess.

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

G. J. Johnson Cigar Co.

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

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.

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 OF A MICHIGAN STATE
TELEPHONE

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.

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

It appeals to no one's interest or artistic taste. As long as the display of goods in the window sends the observer on with the thought, "They keep so and so there and when I need one I will remember it," then that display has accomplished something worth while. It may be accounted a success.

It may not sound practical to be mentioning artistic taste in connection with window displays, but it is practical. When we see a display that is artistic we may not think of it in just that way, but the fact that it makes a pleasing impression is due to artistic taste in the matter of arrangement, and if that is true, who cares whether that taste is practical or not? The important thing is that it sells the goods.

In window dressing it is not the right way to get the window clean and ready for the goods and then have to sit down and think over what would be a good thing to put into it. The planning ought all to be done in advance. When you start out to build a house, the mere fact that you know all about having the foundations laid and have a man ready to lay them does not make it good business for you to go right ahead and get the walls in before making any preparations for the superstructure.

In window dressing for several reasons, one ought to be able to see the end from the beginning. For one thing, unless the plans are made there will be delay and the window will be empty for a longer time than is necessary, and every hour that the window is empty is an hour in which it will make no sales and draw no trade. And then, too, it often occurs that some special support or temporary fixture is needed for the display, and if the arrangement is thought out in advance, this fixture will be ready and the whole show will not have to wait while it is completed.

The man in charge of the window dressing ought to keep a sort of stock book of his window material if it gets to a point where he has more than he can keep track of in his head. Material which cannot be found when it is wanted is just the same as useless. The desirability of having the work move smoothly is another reason for having it planned in advance. One man can come nearer to doing it if he has it systematized. Also he can more easily put a helper on a part of the work. Sometimes an inexperienced window trimmer will go ahead and plan a display and perhaps construct part of it before finding that he has not enough stock to carry out his ideas. This is but another argument in favor of advance plans.

Unless the display is to be such that the goods can be easily taken out of it to show to customers or to sell, it is certainly unwise to put all or even nearly all of the available stock into it. There ought to be a supply left in the store for selling and exhibiting. Inside displays ought always to be used in co-operation with the window shows.

People dislike to walk into a store and ask for such and such a thing that is shown in the window only to

find that the salesman does not know anything about it and has to go out on the sidewalk and see what is being shown in his window. This happens every now and then, and I have had it happen to me in numbers of apparently up-to-date haberdashery shops. Everyone in the store ought to know what is being shown in the windows, where it is in stock and how much it sells for. Only in this way can the selling force appear to be actively interested in what is going on in the store.

The window is not expected to complete sales. It is an aid to salesmanship. It is a form of advertising. If it shows people the goods as they actually are and creates an interest in them sufficient to bring those people into the store to ask for further information, it is doing its part well. The people inside of the store ought to be willing to do theirs.—Apparel Gazette.

Notable Features of the New Fall Goods

With very few exceptions the labor centers in which unrest in the clothing industry existed are once more in a normal condition so far as the steady operation of factories is concerned. What is now bothering the makers of men's clothing is the fact that the differences which existed so long between themselves and their employes have held back production until now, they are facing a scarcity. An effort is being made as far as possible to fill orders for spring and summer garments, but the best that can be expected is that a portion will be supplied, the only question is as to how large this portion will be. It is stated that all merchants depending on manufacturers from whom they regularly purchase to supply them with light weight suits and overcoats will be taken care of although complete lots will not be forwarded at one time. Retailers and jobbers who have not the advantage of regular trading conditions with any manufacturer are nearly sure to find themselves out in the cold when looking for supplies.

It is almost a certainty that there will be no purchase of stocks for special sales during the summer season. The present supply is too small and the possibility of production so tied up in caring for regular orders that extras for bargain sales are apparently out of the question.

For the same reason work in anticipation of the fall and winter season started very late and lines of heavy weight suits and overcoats are just now being shown. Designers have created the new styles and many of the models have been made up, but the conditions in the trade have been such that salesmen could not get started on their trips until a month later than usual.

The lines which the manufacturers of clothing have prepared for fall are fully as representative as any which have been shown heretofore, both as to the number of models and as to the fabric style. As yet there have been no special features announced although each manufacturer will as usual show both suits and overcoats

demonstrating the individual talent of his designer. The conservative semi-English style will doubtless meet the popular fancy and the conservatism is not only expressed in the lines of the garments but in the patterns and colorings of the fabrics as well. In general appearance the suits will follow the style set by fashion for the spring and summer, though the coats will be a trifle more form fitting and a trifle shorter.

Despite the tendency toward form fitting in suits, the overcoat styles continue to be large, loose and of comfortable proportions. Big coats will be the rule next winter and ulsters, semi-ulsters and great coats will meet a growing popular demand. In the dressier overgarments a snugger fit is suggested and—many with belted backs. There is also a suggestion that pronounced colors will be worn in overcoats next winter and blues and browns, olives and greens will be seen in the new lines. In the great coats, plaids and overlaid in grays, browns and deep blue effects will be noted.

The popularity of the "Norfolk suit" for spring and summer wear is one of the features of the season. This suit is one of the most suitable models ever constructed for outing wear as it holds its shape under adverse circumstances and usually looks "dressy." The fact that the suit is designed for rough outdoor uses and is made of fabrics which will not readily wrinkle has won for it hosts of friends and its adoption as the popular summer garment is not surprising.

It Rests the Nerves



The only successful Health Heel Cushion Shoe on the market.

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

Tanglefoot



Gets

50,000,000,000

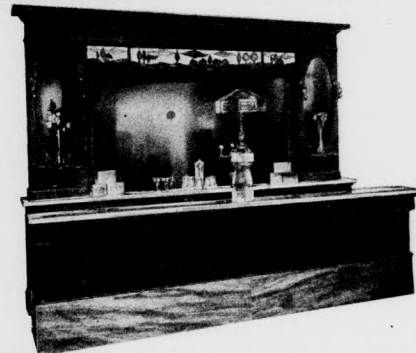
Flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer—Non-Poisonous.

Save Ice Bills

Save Ice Cream

Save Syrups and Fruits



Serve the Coldest Soda Water and Ice Cream in Town

THE GUARANTEE ICELESS FOUNTAIN

Will do it and bring the best trade. See our special show cases.

Michigan Store & Office Fixtures Co.
Grand Rapids, Mich.

The 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.



Purchasing Conditions Throughout the Country Still Sound.

The markets are quiet and unchanged, the warmer weather causing an early rush to wind up business. The net results were rather favorable as merchants spoke of them. The carpet auction held in New York proved to be a broader success than was anticipated. The distribution of the goods would have been considered a very satisfactory result as a barometer of conditions, but when it was found that it was accomplished at a generally higher price level than had been the rule at recent auctions the inference was drawn that purchasing conditions throughout the country are sound.

The progress made with the tariff bill in Congress is now beginning to have a more direct effect upon business sentiment in the dry goods markets. Merchants who have hitherto taken the stand that silence was a good thing, and the quicker the revision was over with the better it would be for all concerned, have now become more militant upon the whole subject of the Underwood revision of the textile schedules and are considering the wisdom of Nation-wide protest. The holding back of business by the tariff discussion is no more pronounced now than it was a month ago.

The linen markets are seasonably quiet, with a fair demand reported for spot stocks. The likelihood of there being a heavy counter demand for dress linens is not considered as bright as a month ago owing to the popularity of various grades of cotton ratines. They seem to fill the demand that was so large a year ago for the dress linens.

Cotton goods markets were steadier at the end of the month. In fact firmness was pronounced in some of the gray cloths that were easy several weeks ago. The buyers of prints and general domestics are looking for a lower level of prices for fall. They are not pressing for them at all, as they are content that values shall hold as steady as possible through the whole jobbing season and while the uncertainty of tariff revision is a factor in general business matters. That values will be lower has been foreshadowed by the revision in gray cloths and in some lines of bleached cottons. It has further been forecast in the willingness of some mills to trade on a lower basis if a customer is ready with an order. The viewpoint of most of the large traders is that it is no time to force a market, and hence the trend of opinion is that a drifting policy will be the rule

on sheetings, drills, prints, gingham, tickings, denims, etc.

Fancy cottons are being bought for immediate use and for shipment as far ahead as September. There is very little action beyond that month and there is also very little desire on the part of mills to take business.

Novelty Silks.

In the higher grade novelty silks bengaline and poplin weaves with jacquard figures are regarded by the silk trade. The fashion indications are that coats of these fancy brocade weaves will be worn with plain skirts. Orders placed likewise on the plain poplins are said to be well up with the fall business in other cloths such as crepes and even the more staple goods like messalines.

Prices on the novelty Faconne poplins range from \$2.25 a yard up in cloths 44 inches wide. The goods in silk and wool are in the largest demand. Colors are of the pastel orders. The best cloths are made soft and with the best draping qualities to meet the present-day demand.

Next to the brocaded poplin weaves, leading importers think well of moire effects. In Paris to-day they are reported excellent and the spring trade here has been good for ultra-fashionable garments. The orders placed for fall show marked interest in moires. Provided they could be limited to the better cloths, the whole trade would view moires even more enthusiastically than they do now. But the silk finishing companies already are extremely busy in moires, indicating that the usual practice of the silk trade of doing a good thing to death will be followed.

That this practice is operating in the crepe business becomes daily more evident. To be sure, the strike temporarily is holding up all the crepe business, but the cheap crepes continue to appear in the market, and it is said, must be reckoned with when the mills and dyeing concerns are again running regularly. A cotton and silk crepe, that is, with a crepe twist in the silk, was seen recently to sell at 37½c a yard, 40 inches wide. The feeling is that such goods must necessarily cut into the business in regular crepe de chine, especially with the cutting up trade.

Dress Goods.

Retailers continue to buy high class foreign novelty dress goods for the next fall season in a liberal way, compared with the import orders that were placed during previous seasons. The radical change in dress goods fashions is considered the chief reason for the way retail dress goods department heads are operating. The

FOR QUICK SALE

We offer about 300 pieces

28 in. Organdy Gascon 4 Cents

formerly sold at 5 cents per yard. Full variety of patterns, tinted grounds, black on white and white on black. Order at once while assortment is good.

PAUL STEKETEE & SONS

Wholesale Dry Goods

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.

INSTITUTION BLANKETS

An extra heavy coarse Wool Blanket, size 62 x 84 inches. These blankets are intended for Hospitals and Institutions, but are largely used by the Hunters, Fishers and Campers. We carry three grades in stock:

"Iris" (blue mixed) \$1.75 each

"Venus" (tan mixed) \$2.00 each

"Diana" (grey mixed) \$3.00 each

Grand Rapids Dry Goods Co.
GRAND RAPIDS, MICHIGAN
Exclusively Wholesale

bulk of the business being placed at present is on brocades, the supply of which is limited, so far as domestic producers are concerned. While these goods are being made in upholstery goods mills and are sold as dress goods, those fabrics are not the kind that the discriminating buyer cares to handle to any large extent. Most of the brocades made in the Philadelphia upholstery goods mills are cotton warp and wool filled. Many have artificial silk decorations, but the texture of these materials is of a sort that does not appeal to the handler of fine dress goods.

That foreign dress goods will be obtainable at figures considerably under prevailing quotations if the 35 per cent. ad valorem rate proposed is adopted finally is certain. Present duties make the price of some goods so high that they cannot compete with domestic products of a similar sort. For instance, an eponge, which cost the buyer to-day \$1.85, will be available at \$1.25 if the 35 per cent. ad valorem becomes effective.

An eponge made in this country similar to the foreign cloth in almost every particular cost \$1.37½, so that on the surface it would appear as though the domestic manufacturer would have to reduce prices to compete with the foreigner. It is reasonable to suppose that such a revision will take place, but if wool is to come in free of duty it will not be much of a hardship for domestic mills to come down to or even under the price of this particular foreign fabric.

Dress goods importers are not having the easiest kind of a time in procuring a broad distribution for the next fall season in spite of the fact that conditions are in their favor. Buyers are asking for prices based on contemplated tariff reductions, and as this is not an easy question to answer much business is being postponed until something more definite is known about the rates that will probably be levied.

Another vexing problem is the date on which the new tariff bill is to become operative. Handlers of foreign lines hope that it will not go into effect in the middle of the spring 1914 selling season. If tariff legislation cannot be completed before September and the measure is to go into effect as soon as signed by the President, the spring business will not only be much upset, but it will be paralyzed, according to importers. The consensus of opinion in the trade is that January 1 next would be the best date for all concerned.

Embroidery.

The embroidery trade is hoping that May and June will bring the long-awaited improvements in business. At present, according to leading importers, business is very disappointing. Efforts to stimulate buying, through sacrificing prices have been made in a number of instances.

Salesmen for a number of houses are on the road again, looking for new business. An improvement in the weather, it is said would help materially, yet, at the same time, it is realized that when all is said and

done, fashion is not much more favorable to embroideries than it has been.

Of the trade that is moving at present, voiles continue in favor, a steady business being done in voile flouncing. Other novelties in colors of the Bulgarian order are still mentioned. It is the opinion of some leading importers that color effects in view adaptations are not going to pass with this season, but will be heard of again next year.

The situation in laces is said to be not much better than in embroideries, light, shadow effects are still selling despite a general belief that their vogue was about over. At the same time there is undoubtedly a larger interest being shown in heavier venise effects. Orders being received at present have a good proportion of venise business.

Hosiery.

More seasonable weather throughout the country has improved the hosiery situation, spot goods now being in demand. Duplicates in light summer hosiery had not been coming in up to expectations of most of the trade, and the explanation was that the weather was the main trouble. At the same time there is unquestionably a disposition among many buyers to move more cautiously in connection with goods that will be affected by the tariff. Some buyers are said to be making every effort to cut down their stocks of such goods.

While enquiries received by representatives in this country of German hosiery show marked interest in the proposed tariff changes, one of the leading importers stated that no business had so far been placed in anticipation of the change. He said that even though buyers were assured that they would receive any of the benefits of the reduction in the rates on goods received after the bill became a law, they were not ready yet to place orders. Their attitude seems to be to wait until the matter is finally settled.

At present, according to this authority, the German manufacturers are having an excellent business with the London and Manchester shipping houses in particular.

Underwear.

An increase of 5 per cent. on the duty on cotton underwear, it appears, has been made in the present tariff bill now before the House of Representatives compared with the bill originally drawn. This makes the duty stand to-day at 30 per cent. ad valorem instead of 25 per cent.

This 30 per cent. rate is still much below the rates asked for by the manufacturers' committee in their last address to President Wilson and Congress. The committee said in their letter that 50 per cent. ad valorem on goods weighing up to and including 9 pounds per dozen, and 40 per cent. ad valorem on goods above 9 pounds, under the "lowest rate which would conserve the American standard of wage and at the same time give an increase of foreign competition such as we have never known in this country."

With the first shock of the cut in

the underwear tariff passed, there is a disposition in the trade now to consider more carefully the conditions under which business is done in this country compared with what is known of the conditions abroad, and to draw conclusions as to the possibilities of foreign competition.

It is generally stated that the most probable competition from abroad is in 50c balbriggans, in shirts and drawers, the foreign manufacturers not being concerned with the making of union suits. Operating under the foreign system of merchandising, which means the purchasing of a good proportion of better goods, it is said that the price on these 50c balbriggans abroad would be about \$2.50 a dozen. Adding a duty of 30 per cent. the price reaches \$3.25. Extra changes of all necessary kinds would bring the price, it is claimed, up to about \$3.75 a dozen. American balbriggans can be bought freely at from \$3.25 to \$3.75 a dozen, the latter being for the very best goods, and bought only by a limited trade.

FOR SALE

Store at LeRoy, Mich.

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

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

GODFREY GUNDRUM.

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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

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.

AUCTION SALES



Mr. Merchant, do you want to close out or reduce your stock? I sell anything anywhere and guarantee no loss. 15 years experience. Correspondence solicited. Write for terms, references and dates. L. H. GALLAGHER, Auctioneer. 384 Indiana Ave., Toledo, Ohio. The auctioneer who treats everybody right.

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

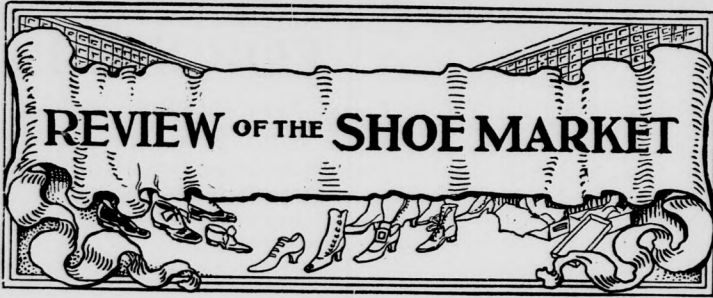
BRENARD MFG. CO. Iowa City, Iowa

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.



Pure Shoe Law Fathered by Representative Linquist.

Hon. Francis O. Lindquist, of Greenville, has introduced in the House of Representatives a new pure shoe, leather and fabric bill, known as H. B. No. 4981. The sections pertaining to the shoe and leather industry are as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That it shall be unlawful for any person to misrepresent in manufacturing, selling, trading, or exchanging within any Territory or the District of Columbia any fabric or article hereinafter named of wool, cotton, silk, linen, fiber, or leather, in whole or in part, which is misbranded within the meaning of this Act, to-wit: Men's, women's, and children's clothing, underwear, hosiery, shirts, shirt waists, lingerie, night robes, bath robes, pajamas, sweaters, corsets, shawls, gloves, handkerchiefs, mittens, blankets, quilts, and all bed furnishings, rugs, carpets, curtains, draperies, tablecloths, table covers, napkins, doilies, dresser covers, towels, and and textile fabrics sold by the bolt or yard; boots, shoes, sandals, leggings, grips, handbags, valises, trunks, gloves, mittens, belts, cushions, buggies, auto tops, harness and all furniture made in part of leather; and any person who shall violate any of the provisions of this section shall be guilty of a misdemeanor and for the first offense shall, upon conviction thereof, be fined not to exceed \$2,000, or shall be sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court; and for each subsequent conviction thereof shall be fined not to exceed \$5,000, or sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court.

Foreign Goods Included.

Sec. 2. That the introduction into any State or Territory or the District of Columbia from any other State or Territory or the District of Columbia, or from any foreign country, of any fabric or leather article designated in section one of this Act, intended for sale, trade, or exchange, which is misbranded within the meaning of this Act, is hereby prohibited; * * * Violations of this section are punishable by a fine not exceeding \$500 for the first offense, and upon conviction for each subsequent offense a fine of not more than \$1,000 or imprisonment for one year, or both.

Sec. 4. Provides that the Secretary of the Treasury, the Secretary of Agriculture and the Secretary of Com-

merce shall make uniform rules and regulations for carrying out the provisions of the act.

Sec. 5. That the examination of specimens of articles shall be made in the Bureau of Chemistry of the Department of Agriculture, or under the direction and supervision of such bureau, for the purpose of determining from such examination whether such articles are misbranded within the meaning of this Act; * * *

Pure Leather Section.

Sec. 11. That leather impregnated with glucose, sulphate of magnesia, sulphate of barium, or containing excessive amounts of other salts or acids, or other materials which are not essential in the proper tanning of leather, and which add weight to the same, shall be deemed to be "unadulterated leather."

Sec. 12. That for the purposes of this Act any manufacturer of fabrics, or any person who makes any article for sale, trade, or exchange and for shipment as provided in section two of this Act, shall mark, label, or tag such goods in plain letters and figures which can not be detached except by design, and the mark, label, or tag shall designate the constituent fibers of which such goods are composed in whole or in part. * * *

The New "Pure Shoe Bill."

Sec. 13. * * * That all articles composed wholly of unadulterated leather shall be marked, tagged, or labeled in plain letters "unadulterated leather," and that all articles composed in part of unadulterated leather and in part of adulterated leather or such other vegetable, animal, or mineral substances shall be marked, tagged, or labeled in plain letters "adulterated" or "substituted leather," and the mark, tag, or label shall show all constituents contained therein; and that all boots and shoes in which the counter, insole, outsole, middle sole, slip sole, and outer surface of the shoe is not composed of unadulterated leather shall be marked, tagged, or labeled in plain letters "adulterated" or "substituted leather," and the mark, tag, or label shall show all constituents contained therein:

Provided, That it shall not be required to separately mark, tag, or label any textile fabric used in the manufacture of the shoe.

Must Label Every Shoe.

And for the purposes of this Act a fabric or article which is marked, tagged, or labeled so as to show that the fabric or article is of one material wholly when it is of two or more fibers or ingredients, as defined in this Act, shall be deemed to be misbranded: Provided further, That in brand-



Our Corn Cure and Soothing Sole Satisfier

Is a Goodyear Welt Shoe made from the best Vici Kid and represents all that good shoemaking can do in giving relief to the foot from corns, bunions, crossed toes and enlarged joints.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Keep Your Eye on WHITE

The demand for White Nubuck and Canvas will hit you—sure



No. 6121—White Nubuck Button Oxford Welt C-D..... \$2.25
No. 6120—White Canvas Button Oxford Welt D..... 1.75

No. 5120—White Nubuck Welt B. C. D @ \$2.85
No. 5121—White Canvas Welt D... 2.10
No. 5420—White Canvas McKay D..... 1.75

Less 10% in 10 days

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

ing articles of wearing apparel, only the outer surface and body linings of the same shall be considered and the consistent parts of said outer surface and body linings shall be shown upon the mark, tag, or label. * * *

Sec. 14. Provides for punishment by fine not exceeding \$2,000, or one year's imprisonment, or both, in the discretion of the court, of any person who removes, defaces or mutilates any tag or label provided by the act.

Sec. 15. That no dealer shall be prosecuted under the provisions of this act when he can establish a guaranty signed by the wholesaler, jobber, or manufacturer, or other party residing in the United States from whom he purchased such articles, to the effect that the same is not misbranded within the meaning of this Act, designating it. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such article to such dealer, and in such case said party or parties shall be amenable to the prosecutions, fines and other penalties which would attach to the dealer under the provisions of this Act.

Sec. 21. That this Act shall be in force and effect from and after the first day of January, 1914.

What Some Michigan Cities are Doing Written for the Tradesman.

The Weston-Mott Co., of Flint, is building a factory addition at a cost of \$35,000.

Kalamazoo will try the curfew plan of keeping children off the streets at night.

Calumet will have playgrounds and public parks.

Benton Harbor has passed an ordinance requiring merchants to keep fruits and vegetables on the inside of their stores.

St. Joseph has its first public playground, a half acre of land having been given the city for this purpose by F. J. Burkhard.

Work has begun on Kalamazoo's new lighting system. Five hundred lamps will be installed in the residence district at once and the new lighting plant will have capacity for supplying 2,000 street lights.

Holland business men are discussing plans for inducing new industries to locate there.

The Kalamazoo Commercial Club is raising funds from automobile owners for completion of the Bronson boulevard and, when this last link is completed, the city will have a beautiful drive from the foot of West street hill to White's Lake, thence to the Country Club and Milham Park, making one of the prettiest automobile trips in Southwestern Michigan.

Orchard avenue, Battle Creek, is being embellished with rows of red geraniums on either side, which is the first step taken toward beautifying the streets of that city.

All slot machines have been ordered out of Three Rivers by Mayor Arnold, who found that boys 12 years old were being permitted to take first steps in gambling by playing the machines.

Muskegon is trying to cut the high cost of living by asking for bids on

all city supplies and then buying in large quantities. City Accountant Michelson is also city purchasing agent.

Lansing has adopted an ordinance governing transient traders. The license fee is fixed at \$25 a day and it is a misdemeanor to sell goods without a license. The high license fee is intended to make peddlers move on.

Twenty of the students taking industrial courses in the Lansing high school will start the part time plan in the factories June 3. They will spend half their time in the shops and half in school, receiving pay for time in the shops. For the first year they will get 10 cents an hour, the second 11½ cents and the third year 15 cents.

Owosso is tired of eternally patching its asphalt pavement in the downtown district and favors bonding for \$25,000 for putting in brick.

The Battle Creek Automobile Club will place 160 signs on roads near that city for the benefit of tourists. They will be metal signs placed on steel standards.

Kalamazoo has started work on its new sanitarium for tubercular patients and hospital for contagious diseases. The buildings will be located at Alamo and Prairie avenues and will cost \$40,000.

Lansing is having plans drawn for public comfort stations, to be located under the sidewalks at Washington and Michigan avenues.

The Bay City Civic League is winning success in its efforts to turn ugly spots into flower gardens and nearly 100 unsightly places are being groomed and made beautiful. The League has furnished flower and vegetable seed to 1,294 families this season, which is a much larger number than ever before.

Cas. Perry, of the Gilmore Bros. store, Kalamazoo, is the newly elected Secretary of the Kalamazoo Advertising Club.

The old Sands & Maxwell sawmill, at Pentwater, is being dismantled. This marks the passing of the last landmark of the lumber industry there.

Loan sharks operating at Flint have been placed under the ban by Mayor Mott.

Kalamazoo will spend \$111,000 for street paving and \$25,000 for lateral sewers this year.

Jackson's dream of metropolitan traffic regulations didn't come true. The Michigan United Traction Co. declined to bear part of the expense of traffic men at principal crossings.

The Ludington Board of Trade is planning an exhibit hall for visitors, particularly during the resort season, with products of the factories, the farms and orchards.

Clio hopes to land a condensed milk plant and offers a site of two and a half acres and siding.

Almond Griffen.

Conditions Should Be Reversed.

A patient in a hospital had to be fed on a daily diet of eggs and port wine. His physician asked how he liked it.

"It would be all right, doctor," he said. "if the egg was as new as the port and the port as old as the egg."

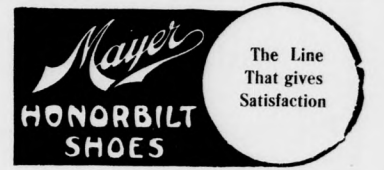
Partnership.

"My father and I know everything in the world," said a small boy to his companion.

"All right," said the latter. "Where's Asia?"

It was a stiff question, but the little fellow answered coolly: "That is one of the questions my father knows."

How would you like to be a mule's chiropodist?



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

Bertsch Line Famous



- 979—Men's Gun Metal Button G. W. ¼ 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 numbers anywhere.

Mail orders solicited. Complete catalogue on request. They wear like iron.

HEROLD-BERTSCH SHOE CO.
Grand Rapids, Mich.

The Latest in Men's Low Shoes

These Numbers Are in Stock Awaiting Your Call



No. 5520
Men's Gun Metal Oxford, Welt Sole. Fancy stitch. Sizes 6 to 10 D.



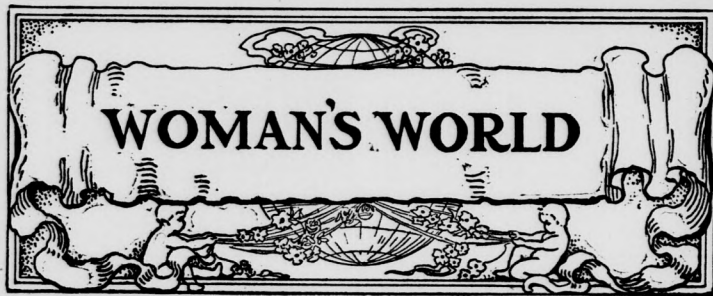
No. 596
Men's English last, Gun Metal Oxford, Low flange heel, Receding toe, Invisible eyelets. Sizes 6 to 10 D.



No. 516
Men's Russian Calf Blucher, Rubber Sole and Heel. One of the most popular numbers—especially good for resort trade.

Send for complete catalogue of seasonable footwear.

HIRTH-KRAUSE CO.
Tanners and Shoe Manufacturers
Grand Rapids, Mich.



Lessons to Be Learned From the Other Woman.

Written for the Tradesman.

To so many wives it comes sooner or later—the dreadful specter of the Other Woman! It may be that the honeymoon is scarcely over before it appears to drive all happiness from the heart of the bonny bride; it may be that a score or more years of contented wedded life have passed along and at the eleventh hour all unexpectedly the ugly apparition looms up on the domestic horizon. However and whenever the Other Woman comes in between a married pair, she causes deepest distress and unspeakable anguish.

Though poverty and hard toil and many privations be her portion, the wife who retains her husband's whole-souled love and admiration and devotion counts her wedded life a success; while she who has everything else—wealth, luxury, elegant apparel, beautiful children, social prestige—if she knows that he who should be the closest companion of her joys and sorrows is bound to her only by the legal tie and the conventions of society, inevitably considers her marriage a most wretched failure.

In view of the many closets in which the Other Woman is the skeleton, gruesome and terrible—a skeleton that causes countless bitter tears and innumerable heartaches—it certainly is in order to counsel women readers as to any practical methods by which her mischief may be averted.

Many years ago a great and wise Teacher let fall from his lips a matchless aphorism to the effect that the children of this world are in their generation wiser than the children of light. Put into more modern and less symbolical phraseology this might read somewhat like this: The shrewd, the worldly, the selfish, and the unscrupulous know more clearly and definitely just what they want and they go after it more directly than do the unselfish, the unworldly, and the conscientious. They make a more accurate and practical application of means to ends; they place their levers where they have greater purchase.

Applying this principle it may be said that very often the Other Woman succeeds in her malevolent efforts simply because she plays her cards better than the honest wife, whom she, in greater or less degree, supplants. It is not by merit but by skill that she wins out. This is true whether she is merely a light skirmisher who contents herself with now and then a brief flirtation which she easily can persuade her elastic conscience is perfectly harmless, or the

heavy fighter who is ready to carry her nefarious work to the extent of wrecking a marriage and causing a divorce.

One of the Other Woman's strongest and sharpest weapons is that for so long as it serves her purposes, she considers the man worth while. Wives, take notice of this, for some day it may be your husband to whom she is directing all her infernal powers of fascination; and you, with all your self-assured blamelessness, may have been guilty of considering him not worth while. This is one of the most pitiful mistakes a wife can make. Perhaps she dropped a career to marry; at least she surrendered her girlish freedom and took upon herself a heavy load of responsibilities. She has put her all into domestic life and now she is so heedless and un-mindful of her own welfare as to neglect the most valuable portion of her investment. Whatever it may be that claims her attention—social ambitions, intellectual pursuits, philanthropy, fine housekeeping, even her own children—whenever a married woman becomes so absorbed in something else that she allows her husband to feel that he is no longer her paramount interest in life, she is making a serious error, one which, by the way, the Other Woman never commits.

The Other Woman does not criticize nor nag nor find fault, nor is she finicky and exacting about trifles. She coaxes, she flatters, she conciliates, she cajoles. She does not begin a conversation by telling him how bad she feels, nor ends it with accounts of the shortcomings of servants. She is silent upon all such disagreeable subjects as the high cost of living. She never frets, she never complains, she is never depressed nor gloomy. If occasionally she affects a slight melancholy, it is only a temporary pensiveness assumed for the purpose of augmenting her attractions. She sympathizes with a man's trials and difficulties. She gives her attentive ear to every lightest word he utters. She listens with wide-eyed wonder to his accounts of his achievements and successes. And in all and through all she makes him believe that HE is the center of her universe.

The Other Woman knows the power of good clothes and a careful toilet and she never fails to use these auxiliaries. Whatever other sins of omission she may be guilty of, she never neglects her own appearance. She understands that by one sight of her in a soiled, greasy kimono and without her hair goods, her spell would be broken—she would have to set her snares for another victim.

The Other Woman understands man's nature, its strength and its surprising weaknesses. She knows that at his wisest and best he still retains in his composition a great deal of the savage and of the child. He loves brightness, good cheer, and gay colors. He admires, not what he ought to admire according to the dictates of conscience and reason, but what tickles his fancy for the passing moment.

She realizes that strange inconsistency of man's nature that causes him to extol economy and frugality and plainness of living, and then go and fall in love with the feminine embodiment of extravagance; to laud modesty and shyness and a retiring disposition, and then fall a helpless captive to the female self-advertiser who never loses an opportunity to get to the front.

The Other Woman knows that no woman ever yet secured the full measure of a man's devotion by making a slave of herself for his sake. The Other Woman is well satisfied to let his conscientious and dutiful wife work for a man while she herself works him. She clearly perceives that the wife whom she has most utterly at her mercy is the poor self-abnegating creature who has toiled and saved and slaved and borne

many children and has sacrificed all her looks and health and youthfulness in her great offering of wifely love. It is one of the tragedies of life that she who loves most and most blindly is able to set up only the weakest and most futile fight against the machinations of the Other Woman.

Concerning the poor, faded, careworn, mistaken wife who plays into the hands of the Other Woman by tearfully reproaching her husband for his waywardness, thus adding the ugliness of red-rimmed eyes to her general lack of attractiveness, it can be said in her defense that the Other Woman does not have her burdens and perplexities—the sick, teething baby to tend, the naughty little girls and boys to train and discipline, the inefficiency of a poor servant to contend with. Nor does the Other Woman spend all her money for rent and grocers' and butchers' bills and children's clothing and other necessary expenses so that she has nothing to speak of left for her own dress and personal adornment. Nor does she work her fingers to the bone so that she has no time and strength left to be fresh and rested and chatty and vivacious and fascinating. All this and much more may be said in defense of the sad little wife who has sacrificed her attractiveness in order

**Profits Mount Up Through
Volume of Sales**

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

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

**NATIONAL BISCUIT
COMPANY**

to perform faithfully what seemed to her more serious duties than merely being charming. The trouble is that this kind of defense doesn't help her any. Her better protection rests with herself—in her using for the uplifting of her home the very implements that the Other Woman will employ if she sees an opportunity to tear it down—those little charms of dress and manner and cheeriness and sympathetic understanding that very likely drew her husband to her in her youth, and which she now needs to employ with added skill and wisdom to retain his love. Thus may she be able to beat the Other Woman at her own game. Quillo.

Run Away From Business Occasionally.

Careful students of scripture history, and of course there are thousands of them among the retail merchants of the United States, are familiar with the fact that there seems to have been a certain time of year when kings went forth to battle. In other words when that season rolled around, instead of saying this is seed time or harvest they would come forth clad in their most impervious armour with the simple purpose of having a good scrap. About the only benefit to be derived from these annual excursions to the battle field seems to have been to determine the superiority of the various monarchs. Whoever came out first was the champion plug-ugly of the year. In these modern times there is a season when man goeth up against himself for a struggle. That is in the spring. We speak of the merry month of May, and the joy of spring, but that is more for poetic effect. There is a practical and more serious side. Each one of us is confronted by that arch enemy of the race known as spring-fever, and he gives a lively tussle to every person who resists his onslaught. The writer has always been a strong advocate of recreation. It is his firm belief that everybody should at certain times take a few days off and get as far away from his business and its cares as possible. To do so is to freshen up the spirit and get ready for better and more effective work when once more in the harness of daily routine. Walking around in the circle of an existence worn threadbare by the friction of daily unchanging duties unfits us for doing our best. We must have relaxation. If it is impossible to get away from your store for an extended period of time, say a few days or a couple of weeks, at least take a half day off occasionally and go out onto the ball field or some place like that where you can get in touch with the life of those who are doing things simply for the pleasure of doing. While urging this upon those who need to be impressed with the necessity for relaxation it is not to be forgotten that there are always to be found a few persons who take too good care of themselves. They go forth to the battlefield against this arch-enemy of the human race which is called laziness, and are quickly overcome. They are van-

quished before the fight begins because they have no other intention than that of succumbing. They gladly yield to the victor who leads them captive into the realms of their own inclination. It is so easy to convince anyone of us that we are working too hard—that we are putting too much earnestness of purpose and intensity of activity into our business. Thus sympathy is created for ourselves and once we get into the habit of pitying number one we are more than likely to over do it. The caution is, therefore, that the line be drawn between necessary recreation and idleness. The latter becomes dissipation and is disastrous in its effect as any other kind of protractive spree. Run away from your business for a short time, but do not run so far that you cannot come back when playtime is over.

In the District Court of the United States, Western District of Michigan, Southern District.

In the matter of Albert J. Doyle, Bankrupt.

Notice is hereby given that, in accordance with the order of this Court the undersigned Receiver, or the Trustee, who shall hereafter be appointed, will sell at public auction to the highest bidder, on Saturday, the 7th day of June, 1913, at two o'clock, p. m. at the store formerly occupied by said bankrupt, at Charlotte, Eaton County, Michigan, the stock of merchandise and store furniture and fixtures of said bankrupt; said stock consist of ladies' wearing apparel and furnishings, furs, and general line of dry goods and notions, and is inventoried at cost price at \$18,082.62. The furniture and fixtures are inventoried at \$1,630. The stock is well proportioned, in excellent condition, and is located in the center of the business district of Charlotte.

An itemized inventory of said assets may be seen at the office of the undersigned, Houseman Bldg., Grand Rapids, Mich., or at the office of C. S. Brown, Cashier of the First National Bank, Charlotte, and will be on hand for examination before the opening of sale.

Said sale will be for cash and subject to confirmation by this Court; and notice is hereby given that if an adequate bid is obtained, said sale will be confirmed within five days thereafter, unless cause to the contrary be shown.

Kirk E. Wicks, Receiver.

Dated May 22, 1913.

Look Over.

An exchange recalls an old story of John Wesley, who was once walking with a brother who related to him his troubles, saying that he did not know what he should do. They were at that moment passing a stone fence to a meadow, over which a cow was looking.

"Do you know," asked Wesley, "why the cow looks over the wall?" "No," replied the one in trouble. "I will tell you," said Wesley. "Because she cannot look through it; and that is what you must do with your troubles—look over them."

**The Cook-Stove
A Help?—or a Hindrance?**

Many women are content to put up with the out-of-date, back-breaking, nerve-racking, work-making coal range, for washing and ironing and cooking.

All the old-time discomforts of the coal-stove—its dirt, its ashes, its filling and refilling, its feverish heat, its uncertain baking, its delays and its expense—are now spared housewives who know the efficient, economical NEW PERFECTION Wick Blue Flame Oil Cook-Stove.

The NEW PERFECTION burns oil. At two-thirds the cost of gas and one-half the cost of gasoline. Lights in a second. Gives forth an intense blue flame. No odor.

It does better baking, broiling, boiling, roasting and toasting than coal range, gas or gasoline stove. And is thoroughly safe.

Over a half million NEW PERFECTIONS are now in use in the middle west alone.

**New Perfection
WICK BLUE FLAME
Oil Cook-stove**

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



Ask your nearby dealer to demonstrate this wonderful stove. Have him show you its cabinet top (for keeping dishes hot) with drop shelf and towel racks that make the NEW PERFECTION a coal range in appearance as well as in usefulness and in convenience. See the new Oil Reservoir with Indicator. See the odorless, smokeless Broiler, a marvel in itself. See our special Oven. Note the NEW PERFECTION'S WICK BLUE FLAME. Consider this stove in point of looks, simplicity and general efficiency. Judge for yourself what a saving of money, time and patience a NEW PERFECTION will mean to you.

If you can't locate a dealer, write us direct and get free descriptive booklet.

Valuable Cook Book

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

STANDARD OIL COMPANY
(AN INDIANA CORPORATION)
Chicago, Illinois

(131)

**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



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.

Avoid Selling Cheap Stoves and Cheap Ranges.

There is perhaps no line of merchandise sold in the average hardware store that is given so little attention and receives such poor treatment as the stove and steel range line. As a usual thing they are placed on the floor half-blackened and polished, generally covered with horse collars or some other line of merchandise, and one would think that they were used as a display table and a "catch-all" for anything that would come handy.

Some years ago we awakened to the realization that we were carrying several different lines of manufacture of stoves, and that every time we had a steel range or stove customer our salesmen were in competition with our competitors on one point only, and that was price. We found that our stoves were not making us an average per cent. of profit that was justifiable in comparison to the amount of outlay we gave to this line in respect to capital invested, floor space given over to this line and the labor that went with each sale in delivering them in town, setting them up, and, more especially, the work for the "trouble man" after they were sold.

The stove situation had become so unprofitable to us that we took our employes into our confidence, with a heart-to-heart talk as to what was our trouble and whether or not it would be profitable to continue the stoves or eliminate them from our business entirely. One argument that I remember we used with our employes was that the steel-range peddler had just invaded our community and had wound up by selling two or three carloads of steel ranges at the price of eighty-five dollars each. We had investigated the stove which he sold and found that it was a better range than we were selling, but that there were many steel-range manufacturers in the United States who were making at that time as good a range, or better, than was sold by the range peddler, which could be sold very profitably by us for sixty dollars. The result of our meeting was that we came to the conclusion that our methods of selling ranges were entirely wrong, and that we were to blame for the condition of our stove department, for the reasons that our stoves were improperly displayed and poorly polished, and the main and great fault

of our selling plan was our ignorance of the steel range which we were selling.

Posting Up on the New Line.

At the beginning of that fall season we bought one of the highest-priced lines of steel ranges that there was on the market, with the distinct understanding that the traveling salesman should come to our town as soon as we received our new stock and spend all the time necessary to educate our people to every good feature in the range, and to see that they were properly drilled and acquainted with its every talking point.

As soon as these ranges were received we put a sample of each pattern we had on the floor. We were careful to see that they were properly set up, polished and made ready to show. Our employes held meetings at night and were taken to each range, and it was gone over minutely by the factory salesman, who explained every good talking point and points of interest on the range. After he had gone over the range, from top to bottom, we then had each of our employes separately go over and explain the different points that had been shown them by the salesman, and in this way we developed out of our force of employes three good steel-range salesmen. Our ranges were priced at an average of sixty and sixty-five dollars. The tags were marked in plain figures, and the rule was laid down that nothing should ever be put on the ranges and they should be kept perfectly clean and free of any merchandise being displayed or laid on them.

Results are what count; and from that day to this we have never sold a cheap range. Our steel ranges have been sold at one price. We do not give any free merchandise with them to close a sale, and we do not come in competition with our competitors who are trying to sell a range for twenty-five, thirty or thirty-five dollars. It would be interesting, perhaps, to say that we have sold very few ranges under fifty dollars—perhaps more at sixty dollars than any other one price. We do not know what price our competitor gets for his range, nor do we care to know. We are selling to-day a high-class line of steel ranges and stoves, and we make our price regardless of prices at which any one else is selling his stoves.

Trying to Sell on Close Margin.

I know the reason why so many dealers find their steel-range and stove line unprofitable—which they will, if they figure their cost of doing business and the extra labor it takes

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Roofing Nails, Tin Caps, Roofing
 Cement and Roof Paints.

Foster, Stevens & Co. Wholesale Hardware



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

SEASONABLE GOODS

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

Half and three-quarter inch

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

Diamond Steel Goods

All Above Factory Brands

"Michigan" Oil Cook Stoves

Michigan Hardware Company

Exclusively Wholesale

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

Use Tradesman Coupons

to handle their stove line. These dealers are handling this end of their business without margin enough to pay their fixed cost of doing business, and the whole trouble with them is they know but very little about the particular range or stove they are selling. My observation has been: Let a customer come into the average store and ask to be shown a range, and the average salesman will lead the customer to the range, open the oven door and say: "There is a nice stove. It has a nice large oven, and is a good baker and a good heater." The next remark you hear will be the price, and that is about as far as the salesman can go. If the customer begins to ask questions, the salesman begins to get frightened, and immediately commences to "shave" the price or tell how many free articles of equipment he can give with it. Finally, if he is fortunate enough to sell the range, it is sold with this excuse: "Well, I made five dollars on that, and that is better than not selling it."

This class of salesmen are what would be known as job holders and have no right to the title of salesman.

A feature of the programme at the Kansas City convention last winter that was put on by Ed. Blair, the poet, representing a "scrub" dealer, and H. D. Skinner, of Braymer, Mo., as the crafty farmer looking for a bargain in a stove, was worth any man's time and expense to make a special trip to Kansas City to hear. It was not only interesting, but it was educational, and I really believe fitted 75 per cent. of the stove stocks in this territory.

Developing a Salesman Quickly.

We have one salesman who, three months ago, knew nothing whatever of a stove. He was not only ignorant of the stove line but was of a timid disposition. We simply had him stop and devote the time to studying our line of stoves and ranges, and become thoroughly familiar with every point and feature of them. We then went over with him the question of price and explained that the prices marked on the stoves were absolutely the best for which they could be sold and that the quality was the best we could buy, and we then expected him to sell stoves and ranges. To-day he is as good a stove salesman as we have, and very seldom misses a sale where he has a prospect or an opportunity.

I believe dealers make a serious mistake in stocking too many lines of manufacture or brands. They not only make surplus stock and large stocks, but there is no merchant who can put two lines of stoves on his floor and have them both be the best. It not only divides the energy of the salesmen, but misleads the customer and gets his mind divided as to which is the better, with the result that when the prospective customer does go into a store where they have but one line and that line a good one, their attention and whole interest is centered upon one trademark line of stoves. I know some dealers who carry three or four lines of stoves, whereas, if they would confine their business to one line, they could ship

them in carloads, thereby saving the difference between carload and local freight.

To-day we carry on our floors but one line of stoves. We stock the patterns we believe are the best sellers and sizes, etc., and there we stop, with the result that our stove stock is clean. We have no odds and ends, and we make a legitimate profit on every stove we sell. Another thing is, we do not come in competition with our competitors as much to-day as we did ten years ago.

I just give you the ideas and experiences that he have had with our line of our merchandise, feeling that perhaps it might be of some benefit to some other dealer in helping him to get away from selling cheap stoves and ranges, and selling them for price only.

Harry Mead.

Buying At Home.

No doubt business relations between retailers and jobbers and manufacturers often are improved by personal acquaintance. Very few men can infuse themselves into their correspondence, and doing business at long range opens the way to misunderstandings that scarcely would happen if there was a personal relationship between the men who are parties to the deal. For this reason, and for others equally important, it has been urged that wherever possible the dealer should visit the sources of his supply of goods and that, in turn, the manufacturer, or the jobber, should take an occasional trip into his territory. Undoubtedly this would result in improved business connections in many instances.

At the same time it is to be doubted if such contact should go much beyond mere interchange of personalities. We are of the opinion that the place for the dealer to buy his goods is at home, and not on the sample floor of the manufacturer. At home is where the dealer keeps his records and where all the material is that will help him to judge accurately as to his needs and requirements. Furthermore, there are his contracts, quotations, prices, terms, everything he will need to direct him in accurately forecasting the business of the future. Leaving these at home and going to the central point to buy, trusting to his memory to direct him, often is dangerous, and not infrequently serious mistakes in buying are made in this way.

There is no doubt about there being some advantage in being at the headwaters of supply; here all the latest improvements may be seen and all the probable improvements considered, but at the same time there is an extra pressure brought to bear there to buy that often results in making the order too large, in view of the experience of the dealer. We believe the dealer will buy safer and to quite as good advantage by buying at home from the traveling man. It will be a good plan to go to the factory or the jobbing center to look around and to get pointers, but the actual closing of the deal better had be left until the dealer gets back home.

Like the Rock of Gibraltar

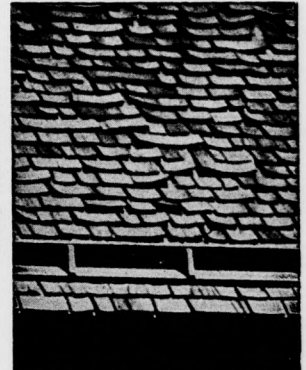
Is the service of the Citizens Telephone Co. and the security of its stock. The marvelous growth of its business requires constant additions to its capital. The stock of this company has one of the best records of any industrial security in Michigan. Regular quarterly 2 per cent. dividends paid without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

CITIZENS TELEPHONE CO., Grand Rapids

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 | Kalamazoo | Columbus | Youngstown | Utica | Milwaukee |
| Saginaw | Battle Creek | Cleveland | Buffalo | Scranton | St. Paul |
| Lansing | Flint | Cincinnati | Rochester | Boston | Lincoln, Neb. |
| Jackson | Toledo | Dayton | Syracuse | Worcester | Chicago |
| | | | And NEW YORK CITY | | |

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

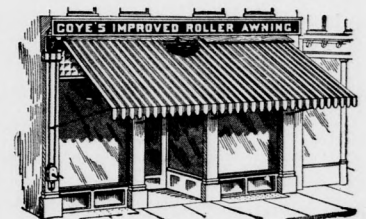


CHICAGO BOATS

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.



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 Grand Past Counselor—Geo. B. Craw, Potoskey.
 Grand Secretary—Fred C. Richter, Traverse City.
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 Grand Page—W. S. Lawton, Grand Rapids.
 Grand Sentinel—F. J. Moutier, Detroit.
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 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

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Wafted Down From Grand Traverse Bay.

Traverse City, Mich., May 26—Traverse City U. C. T. Council, No. 361, held its regular meeting last Saturday evening, with the stations all filled with regular officers, excepting one, with Senior Counselor, W. F. Murphy presiding in the chair. One candidate crossed the hot sands. Once more Conductor Wilson took charge of his office and the manner in which he hands it out would be a credit to any council. Senior Counselor Murphy also officiates in a creditable manner and if all the officers keep up the pace they have started, there will be no need of rituals in our Council chamber.

If W. F. Morford had a birthday each month, we think that L. D. Miller would have a satisfactory excuse why he did not attend our meetings. Well, the potatoes were good, but you will have to excuse me.

Isadore Jacobs, manager of the local National Cash Register Co. office and who has initiated into the order last Saturday evening, seems to be a quite likely fellow and made a good impression with the boys. Mr. Jacobs formerly lived at Kalamazoo and we sure welcome you.

Mrs. C. C. Knapp, manager of Mr. C. C. Knapp, has firmly resolved not to attend any more court room trials as a spectator while in our city. We understand she has reasons of her own.

Members of our Council would appreciate it very much if Ned Lowing and Carl Rubican would refrain from lighting matches while the room is

darkened and the Chaplain delivers the Ray of Hope lecture.

All committees reported and it seems as if we were going down to Grand Rapids stronger than ever. Remember, it is only two weeks from next Friday and we will all be there attending the Grand Council meeting.

The ladies committee served a

and will be a source of pleasure during the summer months. Mother, Bill and son are feeling fine.

Boost for Grand Rapids!

Fred C. Richter.

To Be a Good Salesman.

Carrying a grip isn't all there is to being a salesman.

Ever watch a man in a ditch? It's that little turn of the shovel at the end of the throw that lands the dirt just where he wants it.

Ever watch a sure-enough salesman at his work? It's that little something—often indescribable—at the end of his "spiel" that clinches the order and lands the sale.

But you can't buy these clinches for \$1.98 at the Monday morning bargain counter. Each one has to be like a tailor-made suit—built to fit. What will be effectual with one salesman will fall flat if sprung by another.

WHICH ARE YOU?

When the train pulls in and you grab your grip,
 And the hackman's there with his frayed-out whip,
 And you call on your man and try to be gay,
 And all you get is "Nothing doing to-day,"

Then you're a Peddler,
 By gad, you're a Peddler.

When you get into town and call on your man—
 "Can't you see any, Bill?" "Why sure I can,"
 You size up his stock—make a rough count,
 And "Bill" presently says, "Send the usual amount,"
 Then you're an Order Taker,
 By gad, you're an Order Taker.

When you travel along and everything's fine,
 And you don't get up till half-past nine,
 When you see each concern and talk conditions
 And write it all home with many additions,
 Then you're a Traveling Man,
 By gad, you're a Traveling Man!

When you call on your trade and they talk "hard times,"
 "Lower prices" and "decided declines,"
 But you talk and smile—make the world look bright,
 And send in your orders ever blamed night,
 Then you're a Salesman,
 By gad, you're a Salesman!

lunch after the meeting and it, too, was much appreciated. It all helps to bring out the boys and the ladies are deserving of much credit.

Two wrecks on the G. R. & I. on this division the past week resulting in one death. Better keep your insurance paid up, for we do now know who will be next.

W. E. Salisbury, better known as "Sol", who has held the position of night clerk at the Hotel Whiting for the past ten years, has accepted a good position with the Hotel Sherwood, at Green Bay, Wis. We will miss you, "Sol", and we wish you all the success there is due you. James Bailey, of our city, is manager of the above hostelry.

W. F. Morford and wife are rejoicing over the arrival of a nice young man at their home who we hope has come to stay for some time

What will move one customer won't even touch another.

"Let us have the conclusion of the whole matter." Study—and learn to know—yourself, your line and your particular customer. Then out of your three-fold knowledge, forge a symmetrical whole, fitting each part into the other, and finish it off with one of those clinches built to fit. But in so far as you omit any of the three factors, in just so far will you injure your chance of success in any given case and lower your average in the long run.

Don't be satisfied to simply carry a grip.
 J. Alexander.

It's a poor business man who can think of no way of getting trade except by means of a "pull." If you are looking for a pull, try advertising. That's better than any other known pull.

Stories of the Late G. F. Swift.

You probably know "Bud," as nearly everybody in the meat business has had the pleasure of shaking hands with him at some time during the past twenty-five years. If you don't know him, you are entitled to sympathy. "Bud" has been holding down a job with Swift & Co. for over a quarter of a century, and at the beginning of his calm career was stationed in Chicago, where he was in daily contact with the late G. F. Swift. Needless to say, "Bud" is the essence of neatness, for every man who was under the eye of G. F. Swift for any length of time acquired the habit of neatness to a marked degree.

"The importance of neatness," said "Bud" a few days ago, as he called a porter to sweep up some cigar ashes the writer had accidentally dropped on the floor, "was impressed on me by Mr. Swift while I was working for him in a Boston branch. He came into the branch house one morning, bright and early, and looked around in that sharp way of his. Over the door of the cooler was a tin sign advertising one of the Swift products, and during the dusting that morning had been knocked slightly out of plumb. It couldn't have been more than a quarter of an inch out of straight, at that, but Mr. Swift saw it and carefully rearranged it without making comment. It was a small thing, but it nearly got my goat.

"Then he passed into the cooler, which was in apple-pie order with boxes of loins piled up even and ship-shape. Unfortunately, one of the boxes had been put in upside down. I hadn't noticed it, but Mr. Swift did. 'Bud,' he said, 'have I got to stand on my head to read my own name?'"

"In the early days we had a branch house manager in the West who was noted for his thoroughness, but Mr. Swift put a dent in it, and incidentally taught the manager a lesson. The company had just completed a new branch house five hundred miles from Chicago, and Mr. Swift sent the manager to look it over and report back to him what he thought of it. He knew that he would be in for a thorough grilling, so was very careful to make note of everything in connection with the building and its equipment. On his return he told Mr. Swift all about the insulation, the tracking and everything else, and answered a lot of questions promptly and intelligently. He thought he had successfully finished his report when Mr. Swift asked him what kind of wood was used in the flooring. The manager had to confess that he didn't know. 'Well,' said Mr. Swift, 'you go back on the next train and find out.' A one thousand mile ride to find out what kind of wood was used was some assignment, but it made that manager more observant than ever."

Poor Baby.

A nursing bottle advertisement running in a Canadian paper concludes with these words: "When the baby is done drinking it must be unscrawled and laid in a cool place under a tap. If the baby does not thrive on fresh milk it should be boiled."

Honks From Auto City Council.

Lansing, May 26—Brother H. D. Finley, who lives at Howell and recently became a member of our Council, is some worker, having secured three new applications since his initiation.

Brother F. H. Hastings spent the best part of last week taking in the sights at Chicago.

Our Secretary reports that he is in receipt of a transfer card issued to Brother C. W. Kalver, formerly a member of Hillsdale Council, but who has recently moved to Lansing. Bro. Kalver represents the Sanitary Iceless Packer Co., one of Lansing's up-to-date enterprises.

Brother D. E. Bracket, for several years one of Lansing's foremost real estate men, has purchased a stock of general merchandise at Middleton and will move there soon. We did not see you at the Council meetings very often, Bro. Bracket, but we are sorry to see you go nevertheless.

Brother W. M. Hayler recently succeeded in rounding up enough Saranac real estate to put his right eye out of commission for a week. The condition of the optic at one time appeared very serious, but is now much improved.

Brother M. E. Sherwood has had a high fever for several weeks. Not the kind that keeps one in bed, but has a very disagreeable effect. It terminated, however, last Saturday, when he decided on a Reo car.

Brother James F. Hammell has entered the real estate game and may be found early and late in his office tent, selling his lots on Olds Motor Park.

Brother G. Clyde Keppel, representing the Michigan Gypsum Co., of Grand Rapids, reports business as a record breaker so far this season. He has purchased the lot, has the bungalow planned and will commence building soon.

Brother F. Carl Bracket has purchased some fast horses and will follow the ponies for recreation and possible profit.

Speaking from experience, it isn't a safe proposition to put a price on your car when you leave it in the hands of your friend, the garage man, unless you really want to sell it, because—well, if he sees a chance to make \$25, he is liable to sell it. To be continued. H. D. B.

Bracing Breezes From Muskegon.

Muskegon, May 26—Meet us in Grand Rapids June 13 and 14.

We don't know much about the Blue Goose, but we are sure White Ducks will be very much in evidence the morning of June 14, about 10 a. m.

We understand there will be some friendly rivalry between different councils represented at the convention. Some of them will get the money, but they won't "get our goat." Muskegon Council will be at the convention good and strong. All of our boys appreciate what the Grand Rapids boys did for Muskegon when we had the convention two years ago. We do not know of any better way to show our appreciation for their kindness than to go over

and take all the money there is in sight. However, the prizes offered are not the only attraction for us. A higher motive prompts our actions. We owe it to our order, we owe it to Grand Rapids, we owe it to ourselves and we owe it to Muskegon.

E. C. Wilson is now the Muskegon correspondent for the U. C. T. Bulletin, published once a month by Grand Rapids Council, No. 131. We should expect some very spicy items from the pen of this noted writer. Watch for his dope in the June number.

The village of Hemlock is to have a new first-class hotel. This will be appreciated by the boys who make the town.

We do not know just when the law takes effect, but we wonder why some hotels wait until the last minute to install the individual towel. Twenty-five dollars a day will buy a good many towels. Mr. Hotel Man, you had better get busy, you might run over a day too long.

The Bailey House, at Ionia, is being overhauled and a much-needed overhauling it is. We understand there will be no pains spared to make it thoroughly modern and up-to-date. We all like Mr. Brown, but we were not in love with his place and now that he is going to make his hotel a real home for the boys, we will like him better. We wish you success and will boost for you whenever we can.

Now while we are in the hotel business, we might as well report the fact that the hotel at Shepherd has changed hands and the new landlord is right on the job with his fixing up stuff. "You would not know the old place now." J. H. Lee.

Grafting Tactics of Gleaner Leaders.

The Detroit-News Tribune recently published a mighty interesting article to Michigan farmers and Gleaners relative to the efforts of one Jay B. Thompson to establish farmers' co-operative elevators throughout the State and handle their product at Detroit. Thompson was trapped by a Burns detective and a dictaphone which transmitted Thompson's conversation to stenographers in an adjoining room. A clever scheme was devised:

1. To send out a Clinton county man to "get the farmers going" on the desirability of a co-operative elevator, the said man being paid \$10 a day, according to Thompson, but the farmers didn't know he received anything. This was charged to the cost of the elevator.

2. To make a rake-off from the contractors on the building of the elevator and the machinery installed therein.

3. To handle the stuff bought at the elevator at the selling end.

At the same time to draw salary from the Gleaners or to engage with the independent elevators if there was more money in it.

It developed that the Shepard farmer elevator had lost \$8,000 and a few farmers were on the notes. This article would make an interesting programme for a gleaner, grange or farmer's club meeting.

Jottings From Jackson.

Jackson, May 26—The assessed valuation of the city of Jackson is given as \$22,162,625, an increase of \$1,617,775 over the previous year. Now comes the welcome news that the city is to have an additional boom, through the Grand Trunk Railway, which has purchased about thirty-five acres just outside the city limits and will extend the Air Line division through to Bellevue in the near future. There is much building going on, the residence sections steadily reaching out so that the city limits ought to be extended.

Edward Dalton, proprietor of the Dalton Hotel, has purchased the adjoining buildings on Main street and will add fifty up-to-date rooms to his already popular hotel.

Al. H. Brower, manager of the ball team for Jackson Council, No. 57, says the opening of the various leagues is going to make it hard for him to hold his team together for the Grand Rapids trip.

W. D. McWilliams, insurance and real estate, says he knows one man, at least, with whom he would trust his pocket book and that is Frank D. Page. Frank has been associated with Mac long enough so that he ought to know what he is talking about.

Frank D. Page is a charter member of Jackson Council, No. 57, a Past Grand Counselor and well-known all over the State. He has also attended meetings of the Supreme Council.

The next meeting of Jackson Council will be held Saturday evening, June 7. The date has been changed for this meeting only, on account of the Grand Council meeting. Spurgeon.

Late Chirpings of the Crickets.

May 24 was a red letter day for 253 and John Q. Adams.

This coming winter, if we live and still have the price, we want a series of U. C. T. dances. Also a Ladies' Aid.

Geo. C. Steele has been anxious to spend some U. C. T. money. Maybe he will get a chance.

Don't pass up the Grand Rapids convention unless you have to. Call any of the 253 officers on the phone at any time for details on trip, time, route, hotels, etc. Let as many go as possible and let us go right.

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

Buffalo, May 28—Creamery butter fresh, 25@27½c; dairy, 23@26c; poor to good, all kinds, 20@23c.

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

Eggs—Choice, fresh, at mark, 20@20½c.

Poultry (live) — Turkeys, 14@15c, cox, 12@13c; fowls, 18c; springs, 30@36c; ducks, 18@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—85@90c per bu.

Rea & Witzig.

Munising News: T. F. Follis, surrounded by a true booster electric aura, still preaches most effectively in the Michigan Tradesman the glad gospel of opportunity here in Cloverland. Nor is the reward of his sacrifice failing him. Mr. Follis was recently chosen the head of the U. C. T. of Cloverland and the trail of his perennial popularity, blazed by his good work for his acquaintances and for the entire Upper Peninsula, is visible everywhere throughout her wide domain.

The Barnes Manufacturing Co. has engaged in business to manufacture, repair and deal in vacuum cleaners and all kinds of machinery and tools, with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and paid in in property. The stockholders and the number of shares held by each are: Irving W. Barnhart, Grand Rapids, 500 shares; Edward M. Barnes, Hastings, 450 shares; Wm. J. Fuller, Grand Rapids, 330 shares and Wm. J. Landman, Grand Rapids, 220 shares.



"The Cheer Up Park"

RAMONA

Reed's Lake, Grand Rapids, Mich.

L. J. DeLamarter, Park Manager

Beginning Matinee June 2

Matinees at 3 p. m. 10 and 20 cents. Evenings at 8:30 10, 25, 35 and 50 cents.

THE SIX ABDALLAH BOYS

"The Climax of Agility and Rapidity"

ED. BLONDELL & CO.—In "The Lost Boy." Comedy Sketch.

DEAVES' MANIKINS—In a burlesque on "Uncle Tom's Cabin."

DONOVAN & ARNOLD—"All Mixed Up."

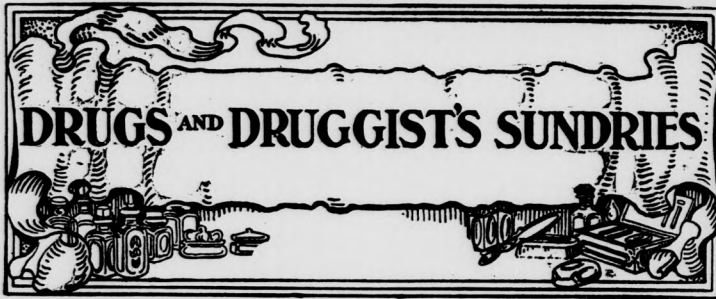
IRWIN & HERZOG—"Singers of Universal Merit."

Extra—Return of the favorites, SCHOOLER & DICKINSON

"Musically Inclined."

THE RAMONAGRAPH

Plenty of amusement devices, and the best picnic grounds and playgrounds in the state. Don't Forget Ramona Dancing Casino. Carefully Conducted for Ladies and Gentlemen.



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 S.ate 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. Varum, 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.

Side Lines for Suburban Druggists.

A suburban druggist claims you can sell a lot of garden supplies by displaying those that people would never call for otherwise. "Take gardening gloves for ladies," he remarked. "Nearly every woman in this suburb does a little gardening. Usually she utilizes a pair of old gloves for gardening purposes, but last year I put on display some genuine gardening gloves with gauntlet cuffs. Sold sixty pairs without a bit of trouble, at \$2 per pair. Not a great deal of money involved, but the profits paid my rent for a couple of months."

Sound business principles are displayed here. Easy money like this is well worth picking up. Few people will come into your store and ask for gardening gloves, but let a suburban druggist put them on display and they sell themselves, for they are good things and every lady knows that she ought to have a pair. The same thing applies to trowels and shears, and small gardening tools of all descriptions. We are all too likely to employ makeshifts, but frequently we do it because we do not see things on display that we want. A woman will use her sewing scissors to prune rose bushes when she ought to have a pair of gardening shears. She knows she ought to get a pair of gardening shears and if she sees them on sale she is very apt to buy them. But seldom does she go looking for them.

The druggist in question advertises, "Everything for the garden;" and he comes very near to living up to this proposition. He does not carry wheelbarrows or wire fencing in stock, but he will order for you by catalogue. All small stuff he has in stock, and by making timely displays,

he sells a great deal of it. Garden twine is an item. It is widely used for training vines and creepers; yet how many suburban druggists carry it in stock? Our friend sells several hundred pounds per annum. Why? Because he has it on prominent display. The average gardener is justified in buying a ball of twine every time he comes into the store.

Lawn mowers may be sold by catalogue or carried in stock; carrying them in stock is always better, for nothing sells goods like the goods themselves. Now we know that every suburbanite with a bit of lawn three yards wide ought to have a lawn mower. He may borrow from his neighbor for a time; usually he does, but sooner or later he will have to dig up the price of one. If you have them on display, he is likely to buy a great deal sooner, for this kills his excuse for borrowing. Rubber hose is another article that every suburban family uses. The fact is that the suburbanite is a slave to his garden, and if you have garden supplies on sale you have a bigger cinch than the automobile supply man, who is said to have the easiest snap on record. The garden, like the automobile, always needs something. Why let this good business go to the city? The druggist ought to be able to get this business easily, for he saves the suburbanite all the labor of carrying out stuff from the city, and that is no easy task. Business right at your door is always worth going after.

An Unusual Circulation.

In an interior Pennsylvania town there lives an editor who has a keen sense of humor. Seeking to increase his fortune this editor once wrote to a prominent drug manufacturer, setting forth in an attractive fashion the value of his paper as a medium of publicity.

The advertising druggist was captivated by the editor's letter, but, desirous of more specific assurance before he invested his money, he wrote to the editor saying that he hadn't heard of the Bingtown Sentinel. "Where does it circulate?" he asked. And in his illuminating way the editor wrote back: "The Bingtown Sentinel circulates in Europe, Asia, Africa and South America, and it is just about all I can do to keep it from going to h—."

If you talk quality about your goods, see that you turn over to the customer the quality talked about.

Money makes the mare go—and it takes more of it to make the auto go.

SUDDEN SUMMONS.

Death of Arthur H. Webber, the Cadillac Merchant.

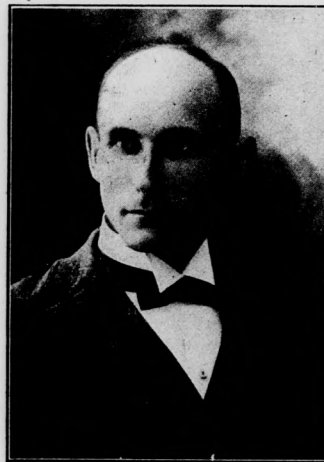
Arthur H. Webber, one of Cadillac's prominent and successful men, died Sunday forenoon, following an operation for appendicitis.

He was apparently in good health Saturday, played golf in the afternoon, attended a business meeting in the evening and was apparently all right until 11 o'clock when he became violently ill and was taken to Mercy hospital, where he was subsequently operated upon.

Deceased-leaves a wife and one son Harold, a student at Harvard. His aged parents and a brother, George, live at Linden, Mich.

Biographical.

Arthur H. Webber was born in Geauga county, Ohio, in 1859, and



The Late Arthur H. Webber.

moved with his family to Linden, Genesee county, Michigan, in 1862. He was educated in the public school of Linden and at the Normal School at Valparaiso, Indiana. He served an apprenticeship of two years and a half in the drug store of Charles Brown, of Linden, and moved to Big Rapids in the spring of 1881, where he worked in the drug store of Charles Wagner for two years. He then formed a partnership with Dr. W. A. Hendricks in the drug business under the firm name of W. A. Hendricks & Co. Two years later he purchased Dr. Hendricks' interest and continued in the business until 1887, when he removed to Cadillac, purchasing the drug stock of R. J. Cummer & Co. and conducting it for many years under the style of A. H. Webber & Co. His partner for many years was James A. Bassett, of Ypsilanti, who died about two years ago. About this time Mr. Bassett's interest was purchased by Andrew Benson, since which time the business has been continued under the style of the Webber-Benson Co. Mr. Webber was also interested in the furniture and

carpet business under the style of the Webber-Ashworth Co. Mr. Webber's career in Cadillac was a prosperous one from the start, owing to the energy he injected into his business and the good judgment he used in the purchase and arrangement of stock, in the selection of clerks and in the handling of customers. For some years he devoted a good portion of his time to the real estate business, in which he was also very successful.

Mr. Webber was married Sept. 1, 1886, to Miss Lucie M. Morrison, youngest daughter of the late Judge Morrison, of Grand Rapids, who proved to be of great assistance to him in many ways and was a constant inspiration to him in all the walks of life.

Mr. Webber's popularity as a pharmacist found expression in his appointment by Governor Bliss as a member of the Board of Pharmacy for five years, a position he was admirably equipped to fill with credit to himself and to the satisfaction of the drug trade of the State.

Mr. Webber was a member of the First Congregational church of Cadillac, and for a time served as chairman on the Board of Trustees. He was a member of the Masonic order; of the Knights of Pythias order and Knights of the Loyal Guard. He was chairman of the Senatorial Committee of the Twenty-seventh District in 1899 and 1900. He was President of the Michigan State Pharmaceutical Association during 1889. He was a delegate to the National Retail Druggists' Association at its meeting in Cincinnati, in 1899, and also delegate to the National Association of Retail Druggists in Detroit, in 1900, representing the Michigan State Pharmaceutical Association. He was never an office seeker, but was very much interested in politics, having been a life-long Republican. At the time of death he was President of the Cadillac Board of Trade and he was long first and foremost in every improvement for the good of the city, materially or otherwise. He occupied an unique position in the place of his adoption and his death leaves a vacant place in the community which will be hard to fill.

Why George Was Famous.

The incumbent of an old church in Wales asked a party of Americans to visit his parochial school. After a recitation he invited them to question the pupils, and one of the party accepted the invitation.

"Little boy," he said to a rosy-faced lad, "can you tell me who George Washington was?"

"Iss, sir," was the smiling reply. "E was a 'Merican general."

"Quite right. And can you tell me what George Washington was remarkable for?"

"Iss, sir 'E was remarkable 'cos 'e was a 'Merican an' told the truth."

YOUR STORE FRONT IS SUPERIOR WHEN INSTALLED WITH

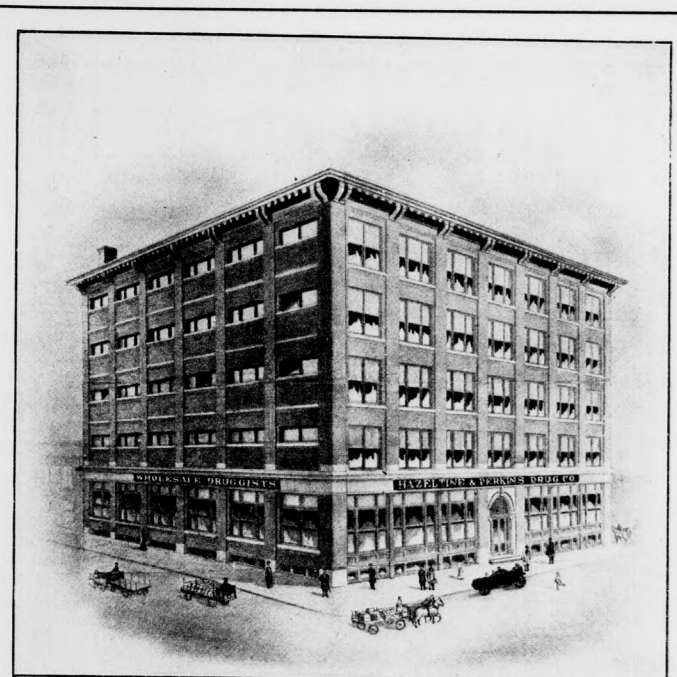
Zouvi SAFETY & BURGLAR-PROOF SETTING FOR PLATE GLASS

OPERATING UNDER MURNANE AND MARR PATENTS

For further information address Toledo Plate & Window Glass Co., 21-23 Ottawa Ave., Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acids	Cubebs	@ 4 50	Digitalis	@ 60
Acetic	Erigeron	@ 2 50	Gentian	@ 60
Boric	Eucalyptus	75@ 85	Ginger	@ 95
Carbolic	Hemlock, pure ..	@ 1 00	Guaiaac	@ 1 05
Citric	Juniper Berries ..	@ 1 25	Guaiaac Ammon..	@ 80
Muriatic	Juniper Wood ..	40@ 50	Iodine	@ 1 25
Nitric	Lard, extra	85@ 1 00	Iodine, Colorless	@ 1 25
Oxalic	Lard, No. 1	75@ 90	Ipecac	@ 75
Sulphuric	Lavender Flowers	@ 4 00	Iron, clo.	@ 60
Tartaric	Lavender, Garden	85@ 1 00	Kino	@ 80
Ammonia	Lemon	4 00@ 4 50	Myrrh	@ 1 05
Water, 26 deg. ..	Linseed, boiled bbl	@ 51	Nux Vomica	@ 2 00
Water, 18 deg. ..	Linseed, bld. less	55@ 60	Opium	@ 2 00
Water 14 deg. ..	Linseed, raw bbls.	@ 50	Opium, Camph. ..	@ 65
Carbonate	Linseed, raw less	54@ 59	Opium, Deodorz'd	@ 2 25
Chloride	Mustard, true ..	4 50@ 6 00	Rhubarb	@ 70
Balsams	Mustard, artif'l	2 75@ 3 00	Paints	
Copalba	Neatsfoot	80@ 85	Lead, red dry ..	7@ 10
Fir (Canada) ..	Olive, pure	2 50@ 3 50	Lead, white dry	7@ 10
Fir (Oregon) ..	Olive, Malaga, ..	1 60@ 1 75	Lead, white oil ..	7@ 10
Peru	green	1 50@ 1 65	Ochre, yellow bbl. 1	@ 1 1/4
Tolu	Orange, sweet ..	4 00@ 4 50	Ochre, yellow less	2 @ 5
Berries	Organum, pure 1	25@ 1 50	Putty	2 1/2 @ 5
Cubeb	Organum, com'l	50@ 75	Red Venetian bbl. 1	@ 1 1/2
Fish	Pennyroyal	2 25@ 2 50	Red Venet'n, less	2 @ 5
Juniper	Peppermint	@ 3 75	Shaker, Prepared 1	40@ 1 50
Prickley Ash ..	Rose, pure	16 00@ 18 00	Vermillion, Eng. 90	@ 1 00
Barks	Rosemary Flowers	90@ 1 00	Vermillion, Amer.	15@ 20
Cassia (ordinary)	Sandalwood, E. I.	6 25@ 6 50	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	Sassafras, true ..	80@ 90	Whiting	2 @ 5
Elm (powd. 25c)	Sassafras, artif'l	45@ 50	Insecticides	
Sassafras (pow. 30c)	Spearmint	6 00@ 6 50	Arsenic	6@ 10
Soap (powd. 25c)	Sperm	90@ 1 00	Blue Vitrol, bbl.	@ 6 1/4
Extracts	Tansy	4 75@ 5 00	Blue Vitrol, less	7@ 10
Licorice	Tar, USP	25@ 35	Bordeaux Mix Est	8@ 15
Licorice powdered	Turpentine, blss.	@ 49 1/2	Hellebore, White	15@ 20
Flowers	Turpentine, true	@ 50	powdered	15@ 20
Arnica	Wintergreen, true	2 00@ 2 25	Insect Powder ..	20@ 35
Chamomile (Ger.)	Wintergreen, art'l	50@ 60	Lead Arsenate ..	8@ 16
Chamomile (Rom.)	Wormseed	@ 6 00	Lime & Sulphur	15@ 25
Gums	Wormwood	@ 8 00	Solution, gal.	15@ 20
Acacia, 1st	Potassium		Paris Green ..	15@ 20
Acacia, 2nd	Bicarbonate	15@ 18	Miscellaneous	
Acacia, 3d	Bichromate	13@ 16	Acetanalid	30@ 35
Acaccia, Sorts ..	Bromide	45@ 55	Alum	3@ 5
Acacia Powdered	Carbonate	12@ 15	Alum, powdered and	5@ 7
Aloes (Barb. Pow)	Chlorate, xtal and	12@ 16	ground	5@ 7
Aloes (Cape Pow)	powdered	12@ 16	Bismuth, Subni-	2 10@ 2 25
Aloes (Soc. Powd.)	Chlorate, granular	16@ 20	trate	2 10@ 2 25
Asafoetida, 1 00@	Cyanide	30@ 40	Borax xtal or	6@ 12
Asafoetida, Powd.	iodide	2 85@ 2 90	powdered	6@ 12
Pure	Permanganate ..	15@ 30	Cantharadics po.	1 30@ 1 50
U. S. P. Powd. ..	Prussiate, yellow	30@ 35	Calomel	1 25@ 1 35
Camphor	Prussiate, red ..	50@ 60	Capsicum	20@ 25
Guaiaac	Sulphate	15@ 20	Carmine	@ 3 50
Guaiaac, Powdered	Roots		Cassia Buds	4@ 49
Kino	Alkanet	15@ 20	Cloves	30@ 35
Kino, Powdered ..	Blood, powdered	20@ 25	Chalk Prepared ..	5@ 8 1/2
Myrrh	Calamus	35@ 40	Chalk Precipitated	7@ 10
Myrrh, Powdered ..	Elecampag. powd.	15@ 20	Chloroform	38@ 48
Opium	Gentian, powd. ..	12@ 16	Chloral Hydrate 1	00@ 1 15
Opium, Powd. ..	Ginger, African, ..	15@ 20	Cocaine	3 70@ 3 90
Opium, Gran. ..	powdered	15@ 20	Cocoa Butter	50@ 60
Shellac	Ginger, Jamaica,	20@ 25	Corks, list, less 70%	@ 85
Shellac, Bleached	powdered	22@ 28	Copperas bbls, cwt	2@ 5
Tragacanth No. 1	Goldenseal, powd.	@ 6 00	Copperas, less ..	4@ 6
Tragacanth, Pow	Ipecac, powd. ..	2 75@ 3 00	Corrosive Sublm. 1	25@ 1 40
Turpentine	Licorice,	14@ 16	Cream Tartar ..	28@ 35
Leaves	Licorice, powd.,	12@ 15	Cuttlebone	25@ 35
Buchu	Orris, powdered	25@ 30	Dextrine	7@ 10
Buchu, Powd. ..	Poke, powdered	20@ 25	Dover's Powder 2	00@ 2 25
Sage, bulk	Rhubarb	75@ 1 00	Emery, all Nos.	6@ 10
Sage, 1/3 Loose ..	Rhubarb, powd.	75@ 1 25	Emery, powdered	5@ 8
Sage, Powdered ..	Rosinweed, powd.	25@ 30	Epsom Salts, bbls	@ 1 1/2
Senna, Alex	Sarsaparilla, Hond.	@ 50	Epsom Salts, less	2 1/2 @ 3
Senna, Tinn.	ground	@ 50	Ergot	1 50@ 1 75
Senna, Tinn, Pow.	Sarsaparilla Mexican,	25@ 30	Ergot, powdered	1 80@ 2 10
Uva Ursi	ground	@ 50	Flake White	12@ 15
Oils	Squills	20@ 35	Formaldehyde lb.	10@ 15
Almonds, Bitter,	Squills, powdered	40@ 60	Gambler	6@ 10
true	Tumeric, powd.	12@ 15	Gelatin	35@ 45
Almond, Bitter,	Valerian, powd.	25@ 30	Glassware, full cases	80%
artificial	Seeds		Glassware, less 70	& 10%
Almonds, Sweet,	Anise	15@ 20	Glauber Salts bbl.	@ 1
true	Anise, powdered	22@ 25	Glauber Salts less	2@ 5
Almond, Sweet,	Bird, ls	7@ 8	Glue, brown	11@ 15
imitation	Canary	7@ 10	Glue, white	10@ 15
Amber, crude	Caraway	12@ 18	Glue, white grd	15@ 20
Amber, rectified	Cardamon	1 75@ 2 00	Glycerine	23@ 30
Anise	Celery	55@ 60	Hops	50@ 80
Bergamot	Coriander	10@ 15	Indigo	85@ 1 00
Cajeput	Dill	18@ 20	Iodine	3 75@ 4 00
Cassia	Fennel	@ 30	Iodoform	4 80@ 5 00
Castor, bbls. and	Flax	4@ 8	Lead Acetate ..	12@ 18
cans	Flax, ground	4@ 8	Lycopodium	60@ 75
Castor, bbls. and	Foenugreek, pow.	6@ 10	Mace	80@ 90
cans	Hemp	5@ 7	Mace, powdered	90@ 1 00
Cedar Leaf	Lobelia	9@ 12	Menthol	10 00@ 11 00
Citronella	Mustard, yellow	9@ 12	Mercury	85@ 90
Cloves	Mustard, black ..	9@ 12	Morphine, brd 4	55@ 80
Cocoonut	Mustard, powd.	20@ 25	Nux Vomica	4 55@ 4 80
Cod Liver	Poppy	15@ 20	Nux Vomica pow	@ 15
Cotton Seed	Quince	@ 1 00	Pepper, black pow	20@ 25
Croton	Rape	6@ 10	Pepper, white ..	25@ 35
	Sabadilla	25@ 30	Pitch, Burgundy	10@ 15
	Sabadilla, powd.	35@ 45	Quassia	10@ 15
	Sunflower	6@ 8	Quinine, all brds	23 1/2 @ 33 1/2
	Worm American	15@ 20	Rochelle Salts	20@ 25
	Worm Levant ..	40@ 50	Soda Bicarbonate	1 1/2 @ 5
	Tinctures		Soda, Sal	1 @ 4
	Aconite	@ 75	Spirits Camphor	1 @ 7 1/2
	Aloes	@ 65	Sulphur roll	2 1/2 @ 5
	Arnica	@ 60	Sulphur Subl.	2 1/2 @ 5
	Asafoetida	@ 1 00	Tamarinds	10@ 15
	Belladonna	@ 90	Tartar Emetic ..	40@ 50
	Benzoin	@ 90	Turpentine Venice	40@ 50
	Benzoin Compound	@ 90	Vanilla Ext. pure	1 00@ 1 50
	Buchu	@ 1 00	Witch Hazel	65@ 1 00
	Cantharadics ..	@ 1 00	Zinc Sulphate	7@ 10
	Capsicum	@ 90		
	Cardamon	@ 95		
	Cardamon, Comp.	@ 95		
	Catechu	@ 60		
	Cinchona	@ 60		
	Cinchona	@ 1 05		
	Colchicum	@ 60		
	Cubebs	@ 1 20		

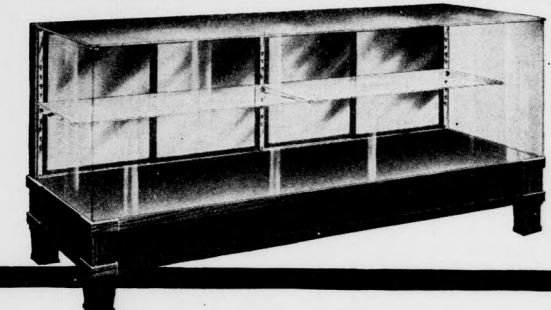


Our Home—Corner Oakes and Commerce

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

Grand Rapids. HAZELTINE & PERKINS DRUG CO.

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



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

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Items include Citric Acid, Flour, Red Wheat, Rolled Oats, Old Wool Smoking Tobacco.

Index to Markets

By Columns

Index to Markets table listing various goods and their column numbers (A through Y).

1 2

Main price list table with columns 1 and 2, listing items like Ammonia, Beans, Blueberries, Clams, etc.

Continuation of price list table with columns 3, 4, and 5, listing items like Cheese, Mocha, Cracked Wheat, Crackers, Butter, etc.

Table 6: Vanilla Wafers, Water Thin Biscuit, Zu Zu Ginger Snaps, Zwieback, Other Package Goods, In Special Tin Packages, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE.

Table 7: FLAVORING EXTRACTS, FLOUR AND FEED, WINTER WHEAT, VALLEY CITY MILLING CO., WORDEN GROCER CO., WYKES & CO., FRUIT JARS, GELATINE, GRAIN BAGS, HERBS.

Table 8: HIDES AND PELTS, HIDES, PELTS, TALLOW, WOOL, HORSE RADISH, JELLY, JELLY GLASSES, MAPLEINE, MINCE MEAT, MOLASSES, MUSTARD, OLIVES, PICKLES, PIPES, PLAYING CARDS, POTASH, PROVISIONS, DRY SALT MEATS, LARD.

Table 9: Smoked Meats, SAUSAGES, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, Common Grades, Solar Rock, Common, SALT FISH, Holland Herring, Trout.

Table 10: Mackerel, Whitefish, SEEDS, SHOE BLACKING, SNUFF, SODA, SPICES, Whole Spices, Pure Ground in Bulk, STARCH, Corn, Gloss, Kingsford, Muzzy, Syrup, Pure Cane, TABLE SAUCES, TEA, Gunpowder.

Table 11: Young Hyson, Oolong, English Breakfast, India, TOBACCO, Fine Cut, Plug, Am. Navy, Drummond Nat. Leaf, Battle Ax, Brazer, Big Foot, Boot Jack, Bullion, Climax, Golden Twins, Climax, 7 oz., Climax, 7 oz., Days' Work, Creme de Menthe, Derby, 5 lb. boxes, 5 Bros., Four Roses, Gilt Edge, Gold Rope, Gold Rope, G. O. P., Granger Twist, G. T. W., Honey Dip, Jolly Tar, Kentucky Navy, Keystone Twist, Kismet, Maple Dip, Merry Widow, Nobby Spun Roll, Parrot, Patterson's Nat. Leaf, Peachey, Picnic Twist, Piper Heidsieck, Piper Heidsieck, Piper Heidsieck, Piper Heidsieck, Polo, Redicut, Scrapple, Speer Head, Speer Head, Star, Standard Navy, Ten Penny, Ten Penny, Yankee Girl.

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item description and Price. Includes items like Scrapple, Sure Shot, Yankee Girl Scrap, Pan Handle Scrap, Peachy Scrap, Union Workman, All Leaf, BB, Bagdad, Badger, Banner, Buck Horn, Bull Durham, Cigar, Corn Cake, Cream, Cuban Star, Dills, Duke's Mix, F. F. A., Fashion, Five Bros., Five cent cut Plug, Four Roses, Glad Hand, Gold Block, Gold Star, Gail & Ax Navy, Growler, Giant, Hand Made, Hazel Nut, Honey Dew, Hunting, I X L, Just Suits, Kiln Dried, King Bird, King Bird, La Turka, Little Giant, Lucky Strike, Le Redo, Myrtle Navy, Myrtle Navy, Maryland Club, Mayflower, Nigger Hair, Nigger Head, Noon Hour, Old Colony, Old Mill, Old English Curve, Old Crop, P. S., Pat Hand, Patterson Seal, Peerless, Plaza, Plow Boy, Pedro, Pride of Virginia, Pilot.

13

Table with 2 columns: Item description and Price. Includes items like Pilot, Prince Albert, Queen Quality, Rob Roy, S. & M., Soldier Boy, Sweet Caporal, Sweet Lotus, Sweet Tip Top, Sun Cured, Summer Time, Standard, Seal N. C., Three Feathers, Tom & Jerry, Tom & Jerry, Trout Line, Turkish, Tuxedo, Union Leader, Union Leader, Uncle Sam, U. S. Marine, Van Bibber, Velvet, War Path, Wave Line, Wild Fruit, Yum Yum, Cotton, Hemp, Wool, White Wine, White Wine, Oakland Vinegar & Pickle, Co.'s Brands, Highland apple cider, Oakland apple cider, State Seal sugar, Oakland white pickling, Packages free, WICKING, No. 0, No. 1, No. 2, No. 3, BUSHELS, Nigger Hair, Nigger Head, Noon Hour, Old Colony, Old Mill, Old English Curve, Old Crop, P. S., Pat Hand, Patterson Seal, Peerless, Plaza, Plow Boy, Pedro, Pride of Virginia, Pilot.

14

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

15

CIGARS Johnson Cigar Co.'s Brand



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

Old Master Coffee



Old Master 6, San Marto, Pilot, TEA, Royal Garden, THE BOUR CO., TOLEDO, O., COFFEE, Roasted, Dwinell-Wright Co.'s B'ds

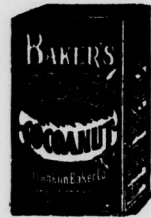


White House, 1 lb., White House, 2lb, Excelsior, Blend, 1lb, Excelsior, Blend, 2lb, Tip Top, Blend, 1lb, Royal Blend, Royal High Grade, Superior Blend.

16

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

COCOANUT Baker's Brazil Shredded

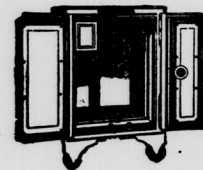


10 5c pkgs., *per case 2 60, 26 10c pkg., per case 2 60, 16 10c and 33 5c pkgs., per case 2 60



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

SAFES



Full line of fire and burglar 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. 4 00, Marseilles, 100 ck toil 4 00, Marseilles 1/2 box toil 2 10

Proctor & Gamble Co., Lenox, Ivory, 6 oz., Ivory, 10 oz., Star

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, Old Country

Soap Powders

Snow Boy, 24s family size, Snow Boy, 60 5s, Snow Boy, 100 5c, Gold Dust, 24 large, Gold Dust, 100 5c, Kirkoline, 24 4lb., Pearline, Soapine, Baulitt's 1776, Roseine, Armour's, Wisdom

Soap Compounds

Johnson's Fine, Johnson's XXX, Rub-No-More, Nine O'clock

Scouring

Enoch Morgan's Sons, Sapolio, gross lots, Sapolio, half gro. lots, Sapolio, single boxes, Sapolio, hand, Scourine Manufacturing Co, Scourine, 50 cakes, Scourine, 100 cakes

We Manufacture Public Seating Exclusively Churches Schools Lodge Halls American Seating Company 215 Wabash Ave. CHICAGO, ILL. GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Rent—After June 1, store at 821 Division avenue, south, now occupied by the Boston Shoe Store. No. 1 location for shoes, clothing or gent's furnishings. B. S. Harris, 819 Division Ave., S., Grand Rapids, Mich. 153

For Sale—At a bargain, neat six room house, barn and wood house. Two lots 66 x 156, price \$400 cash. Lots of work year around. Call on or address H. Wanderer, Jennings Mich. 152

For Sale—Practically new No. 4 Underwood typewriter. Perfect condition. Extra card index roll. Price \$70. Address No. 150, care Tradesman. 150

Drug Store—For sale, clean little stock of drugs. Good town. Particulars address Dr. R. B. Keeton, Ash Grove, Mo. 138

200 each note heads, envelopes and cards, all \$1.75 or 1,000 of each for \$7. Simply drop us a postal for free samples and we will do the rest. Typewriters, all makes, \$10 and up. Rubber stamps, salesbooks, etc. Thos. T. Clark & Co., Michigan City, Indiana. 149

Hardware stock, \$1,200, for sale to settle estate; brick store building. At a bargain. Address Box 14, Malta Bend, Mo. 148

For Sale—Complete restaurant in best town in Wyoming; good trade; \$1,500 takes the outfit; part cash and part trade. Reasons for selling, retirement. First come first served. Don't wait. You miss the best opportunity ever offered. Write Box 708, Sheridan, Wyoming. 147

Grocery and ice cream parlor, doing cash business. Will sell reasonable for cash. Reason for selling, too old to attend to business. Good location. 321 Kansas Ave., Kansas City, Kan. 146

For Sale—Excellent general stock in one of Western Michigan's best small towns. Doing fine business. Expenses low. Address 145, care Tradesman. 145

Department Store—For sale on account of sickness; a fine department store in Eastern Kansas; invoice about \$18,000; sales average \$100 per day; a good clean stock and no buildings. Address "J.", 420 West 10th St., Topeka, Kansas. 144

Collect your bad accounts by our system of form letters. Highly successful. Only \$2. Service System, 117 N. Dearborn St., Chicago. 143

For Sale—At a bargain, four drawer National cash register. J. Adler, Twinning, Mich. 142

For Sale—One huckster wagon. Address Wm. O'Neil, Steward, Ill. 141

I am settling up my husband's estate and have staunchly built, medium sized launch for sale at sacrifice; new; fully equipped; Gray motor. Write me, Mrs. Sarah Hardy, Big Rapids, Mich. 140

For Sale—Grocery and general store. New and growing town on P. M. railroad, Manistee county, Michigan. \$6,500 for stock and buildings. Stock for cash and building on time if desired, or will rent building. Good established business. Groceries, dry goods, notions, shoes, clothing, drugs, tobacco, flour, feed. Splendid opportunity for right man. Address R. O. Johnson, 1259 First National Bank Bldg., Chicago. 139

For Sale or Exchange—A second-hand drug outfit, 24 feet of patent medicine and 24 feet of tincture shelving and prescription case. Up-to-date soda fountain. F. E. Holt, 121 Sweet St., Grand Rapids, Mich. 136

For Sale—Cheap, or exchange, jewelry outfit. \$500 will buy \$1,200 jeweler's outfit, a large jeweler's safe, four, eight foot wall cases, two, eight foot floor cases, partitions with mirrors, railings with iron grill, the above in solid birch. F. E. Holt, 121 Sweet St., Grand Rapids, Mich. 134

For Sale or Exchange—One new pilot C acetylene generator, also gas lamps and fixtures, for store or residence. This outfit cost \$240. Have no use for it. Will sell it for \$125. F. E. Holt, 121 Sweet St., Grand Rapids, Mich. 135

For Sale—Stoc kof groceries, inventorying about \$250, staples, 75c on dollar for quick sale. A. McBride, Vicksburg, Mich. 151

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

For Sale—At a big discount, retail drug store. Lock Box 634, Calhoun, Mo. 154

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

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 205, 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

\$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

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

For Sale—A clean up-to-date stock of dry goods, ladies' and gent's' furnishings 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, 330 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

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—\$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—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, Cal. 86

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

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—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

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as to the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 814

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—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

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

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

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

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

Are you looking for a buyer for your business or real estate? I bring buyers and sellers together. Write me to-day if you want to buy, sell or trade any kind of business or property. I can save you time and money. Established 1881. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 369

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 most 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, Cal. 20

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

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

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

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

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, Kinsley, 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. Shelving, 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—Middleby 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

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 it taken at once. Address 77, care Tradesman. 77

HELP WANTED.

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

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

AUCTIONEERS.

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

Business Wagons

12 styles carried in stock-12

\$ 47.00 to \$140.00

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

The Produce Market.

Apples—The market is in good, strong shape on good quality stuff, but on inferior shipments or offerings the trade is not at all satisfactory.

Beans—Dealers pay \$1.60 for white and \$1.65 for red kidney. The market is quiet. Dealers are studying the weather prognosticators, who predict early frosts in the fall and are advising the farmers to plant their beans a week early this season, so as to get the crop marketed before the frosts come.

Butter—Receipts are increasing to a considerable extent and the market is only steady on the present basis of quotations. The quality arriving is good, and better as the season advances. The outlook is for a good make of butter and there is likely to be a slight decline in prices in the near future. Some of the arrivals have already gone into cold storage. Fancy creamery is steady at 28@29c in tubs and 30@31c in cartons. Local dealers pay 22c 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 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 17@17½c per dozen. The cool weather of the past month has been very favorable for maintaining a heavy demand on eggs. Quality is keeping up well to a high standard, and while a smaller amount of eggs went into coolers than last year, the present month's volume will easily make up the shortage.

Egg Plant—\$2 per box from Florida
Grape Fruit—\$3.75 for 36s, \$4 for 46s, \$5 for 54s and \$5.25 for 64s and 80s. Stock of all kinds is rather scarce, and with a good demand the market is strong.

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 Messinas. Although weather conditions throughout the country last week were unseasonable and decidedly unfavorable for lemon consumption, the demand was strong.

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

Onions—Texas Bermudas, 75c@\$.1 per crate.

Oranges—\$4.50@5.25 per box for either Florida or Californias. Supplies last week were rather light, and as the navel season is ending receipts from California this week are expected to be comparatively small. The market for both navels and valencias is firm, with prices showing some advance. Porto Rico oranges are also in limited supply and strong under an active demand. These facts also apply to Floridas, the season for which is expected to wind up, so far

as shipments are concerned, about June 1.

Parsley—30c per dozen.

Pieplant—50c per bu. for home grown.

Pineapples—\$2.60 per box for Cubans and \$2.90 for Floridas. The season is now at its height. Receipts from both Havana and Porto Rico are heavy, and as the cold weather throughout the country has a tendency to restrict consumption, the market is easy and prices weaker than at the immediately preceding sales. The total receipts from Havana, Porto Rico and Florida aggregate more than 130,000 crates, of which 50,000 crates of the Cuban fruit and 28,000 crates of Porto Ricos were offered at auction.

Potatoes—The market on Michigan grown advanced to 75@80c last week on receipt of discouraging reports regarding the Southern crop, but slumped back to 50@60c to-day. New stock from Florida brings \$2 per bu.

Poultry—Local dealers pay 14c for fowls; 7c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. Dressed are 2c higher. Prices are still being maintained at a level so high that the average consumer has to sidestep it. This has reduced the demand wonderfully. If the demand had not been reduced, it would have been simply impossible to have supplied it from Michigan; in fact, we have already experienced the importation of several cars from outside states. The broiler market starts in at about 35c.

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—Missouri and Illinois stock commands \$2.25@2.75 for 24 quarts.

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

Veal—Buyers pay 6@11c, according to quality.

American Tobacco Co. Modifies Its Selling Methods.

People interested in merchandising evolution, especially selling policies based on what is popularly known in trade circles as the "square deal" policy, find much worth thinking about in the announcement made by the American Tobacco Co., that hereafter it will modify its selling methods and maintain a basis of absolute equality among all dealers. In the light of recent evolution in the realm of anti-trust prosecutions, it is an event of unusual significance.

Men who have specialized in the study of competitive conditions have been finding much of interest in the study of "quantity price" as explaining the fundamentals of unfair competition. In this connection, "quantity price" does not mean the differential allowed between different classes of traders—wholesalers as against retailers, for instance—but the custom of selling buyers in a directly competitive field at different prices, based on the quantity purchased. Reformers who are convinced that the protection of the small dealer from the fatal

competition of the big buyer lies in equal buying opportunity are a unit in declaring that however honorable and economical quantity prices may have been in the past—or at present for that matter—or however justified it may be by the economies gained by the sale of a few large lots rather than many small lots—it nevertheless upsets fair competition at the very start of the mercantile process. It is pointed out that the crying evils which gave birth to the modern anti-trust doctrine all arose from concessions given the big buyer or big shipper as against his smaller rival. But when one rises up to challenge the system he immediately is charged with restraint of competition, when he really aims to accomplish just what the anti-trust laws do.

Among the champions of the one-price system there is a feeling that very lately an era of appreciation of the truth of the situation has set in and that in the settlement of one or two of the pending issues, there will be some very rapid strides made in reversing the trend of anti-trust hysteria. The legal test of such principles as fixed prices, price cutting and definite classification of buyers will be of the utmost importance. The action of the American Tobacco Co. measured in comparison with the Kellogg case and the recent change of front by the Proctor & Gamble Co. is the latest step in the evolution of the question.

As usual in such case, unbridled competition, inevitably culminating in ruinous price cutting, has brought the issue to a head and forced the big tobacco company—as it says, for the protection of itself and the great bulk of the trade—to put a stop to cut-throat competition on the part of the two big drug store syndicates. As is usually the case with chronic price cutters, the source of the trouble was an inside price granted these big retail stores in discrimination against smaller retailers. The reduced cost permitted them to make retail prices so low as to make selling, even at cost, impossible to smaller buyers. Loss of profits and ultimately distributive efficiency resulted.

And so the tobacco company has concluded that "a wholesaler" is not a wholesaler merely by reason of its large purchases, but, if engaged in retail selling, just as much a retailer as other retailers; further, that if competition among retailers is to be fair and distribution preserved, they must have a fair and equal competitive chance. So it cuts off the two big retail syndicates from the jobbing list. Further, it declares its intention of keeping all jobbers in future on a uniform basis—absolutely eliminating quantity price, even within either class. The company does not go quite so far as to adopt the enforced reselling price for its products, and rather scoffs at the contention in that direction, but it says in its circular:

It has been the custom in the tobacco trade to give special consideration to some jobbing customers as compared with others. We are not condemning that practice and realize that there is to be said in favor of its justice that some jobbers are much more active and effective distributors than others. We desire to assure our customers that so far as this company is concerned none of its

customers now enjoys any confidential or other advantage over any other customer. The policy of the law of several States, including the State of New Jersey, which has recently enacted such legislation, is distinctly against all special concessions, rebates and confidential prices, and we believe that the trend of legal and legislative public opinion throughout the country is against it. In taking this course we are, therefore, as we believe, in entire harmony with the current intelligent thought in the matter of propriety in business.

We have no right to control and shall not seek to control the prices at which our customers shall sell to retailers. We do have a right to say, though, that the list prices are fair prices for our products and that the discounts we allow to our customers from this list are only a legitimate jobber's profit.

Lined Up on Side of Price Maintenance.

The convention of the National Retail Grocers' Association at St. Louis did nothing of moment that was unexpected—not even when it re-elected the chief elements of the present administration to office after a characteristic squabble; but it was none the less interesting to every branch of the grocery trade and some of its resolutions and addresses contained the meat of much studious consideration among observers of trade sentiment.

Probably nothing came out more markedly than the evident growth of sentiment among retailers as the influence of "quality price" in the process of merchandising. On one point the Association was as inconsistent as usual, the support of co-operative buying grocery combines of retailers and the denunciation of every other form of quantity discrimination; but, on the whole, it came out emphatically against any plan which permits the big trader a preference over the small buyer. Furthermore, every branch of trade which was heard in public utterance on the floor of the convention lined itself up firmly on the side of price maintenance by the manufacturer on goods bearing his brand name.

This is especially significant in view of the Government's pending action against one manufacturer for regulating the price at which his goods shall be resold. Though the Department of Justice has evidently scared the Price Maintenance Committee so completely as to make it plead to be "Oslerized" until the legal atmosphere clears and it will therefore cease to agitate the plan of fixed prices, the Association passed a resolution in favor of the fairness of the plan, and speakers representing all branches of trade commended the principle as essential and fair if competition is to be kept rational and the grocer is to have a chance.

BUSINESS CHANCES.

A \$15,000 stock of clothing, boots and shoes (all Hart, Schafner Marx clothing and Walk-Over shoes). An AI stock. Will take \$10,000 in Detroit improved. O. F. Hyde Co., 303 Chamber of Commerce, Detroit, Mich. 158

For Sale—Fully equipped and established corset shop in Louisville, Ky. A rare chance for one who can devote personal attention to the business. Address Parisian Corset Store, Cincinnati, Ohio. 157

For Sale—Large creamery, churns, ripeners, pasteurizer, vats, 400 cans, gathering cans, 25 H. P. boiler, 30x60 building with engine room addition, good dairy country, must be sold. Cost \$7,000, will take \$1,500. Crego Realty Co., Mt. Pleasant, Mich. 156

For Sale—Principally groceries, some dry goods, etc. Modern resort and farming town. Place to gain your good health and enjoy yourself. Stock \$1,500 to \$2,000. Good trade. Fresh stock. Other business. Address 155, care Tradesman. 155



The Karo Demand is Increasing Everywhere

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

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

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

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

Corn Products Refining Company

New York

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

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

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

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

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

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

Welcome

Visiting Merchants

June 10,

11, 12

We cordially
visit us when in
take great pleasure
through our factory
how our garments
You will then
Pants, Shirts and
Satisfactory Service



invite you to
the city and will
in escorting you
and showing you
are cut and made.
understand why our
Overalls give such
to the Wearer.

The Ideal Clothing Company

158-160-162-164 Louis St.

:::

Grand Rapids, Mich.