

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 11, 1913

Number 1551

The Naming of Old Glory

OLD GLORY, say who,
By the ships and the crew,
And the long, belated ranks of the grey and the blue—
Who gave you, Old Glory, the name that you bear
With such pride everywhere,
As you cast yourself free to the rapturous air,
And leap out full length as we're wanting you to?—
Who gave you the name, with the ring of the same,
And the honor and fame so becoming to you?
Your stripes stroked in ripples of white and of red,
With your stars at their glittering best overhead—
By day or by night
Their delightfulest light
Laughing down from their square heaven of blue!
Who gave you the name Old Glory—say, who?
Who gave you the name of Old Glory?
The old banner lifted and faltering then
In vague lisps and whispers fell silent again.
Old Glory, the story we're wanting to hear
Is what the plain facts of your christening were—
For your name—just to hear it,
Repeat it, and cheer it, 's a tang to the spirit
As salt as a tear;
And seeing you fly and the boys marching by,
There's a shout in the throat and a blur in the eye,
And an aching to live for you always—or die,
If dying we still keep you waving on high.
And so, by our love
For you, floating above,
And the scars of all wars and the sorrow thereof,
Who gave you the name, Old Glory, and why
Are we thrilled at the name of Old Glory?

Then the old banner leaped like a sail in the blast,
And fluttered an audible answer at last.
And it spake with a shake of the voice, and it said:
By the driven snow-white and the living blood-red
Of my bars and their heaven of stars overhead—
By the symbol conjoined of them all, skyward cast,
As I float from the steeple or flap at the mast,
Or droop o'er the sod where the long grasses nod—
My name is as old as the glory of God.
So I came by the name of Old Glory.

James Whitcomb Riley.

FLAG DAY, SATURDAY, JUNE 14

The Flag

Here comes The Flag!
Hail it!
Who dares to drag
Or trail it?
Give it hurrahs—
Three for the stars
Three for the bars.
Uncover your head to it,
The soldiers who tread to it
Shout at the sight of it,
The justice and right of it,
The unsullied white of it,
The blue and the red of it,
And tyranny's dread of it!
Here comes The Flag!
Cheer it!
Valley and crag
Shall hear it.
Fathers shall bless it,
Children caress it.
All shall maintain it,
No one shall stain it.

Cheers for the sailors that fought on the wave for it,
Cheers for the soldiers that always were brave for it,
Tears for the men what went down to the grave for it.
Here comes The Flag!

Tribute to the Flag

I have seen the glories of art and architecture
and of river and mountain. I have seen the sun-
set on the Jungfrau and the moon rise over Mount
Blanc. But the fairest vision on which these eyes
ever rested was the flag of my country in a
foreign port. Beautiful as a flower to those who
love it, terrible as a meteor to those who hate, it
is the symbol of power and the glory and the
honor of a hundred millions of Americans.

George F. Hoar.

WHEN YOU SEE



"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

Do You Know Triscuit?



If you don't, take home a box of this delicious Shredded Wheat Wafer, have some of it toasted in the oven to restore its crispness, than eat it hot or crisp with butter, soft cheese or marmalades. It has in it all the body-building material in the whole wheat grain, made digestible by steam-cooking, shredding and baking. If your customers like Shredded Wheat Biscuit for breakfast they will surely like Triscuit for luncheon or for any meal. Try it with hot cocoa, malted milk or other beverages.



MADE ONLY BY

The Shredded Wheat Company

NIAGARA FALLS, N. Y.



More Popular Than Ever

It's just wonderful how that superb
"WHITE HOUSE" COFFEE
does SELL. Wherever it is introduced it promptly ESTABLISHES ITSELF in the most PERMANENT manner and becomes one of the most active items in the grocer's stock—BECAUSE IT ALWAYS suits.

HUNDREDS OF CARLOADS EVERY
YEAR SAY SO

JUDSON GROCER CO., Grand Rapids, Mich.

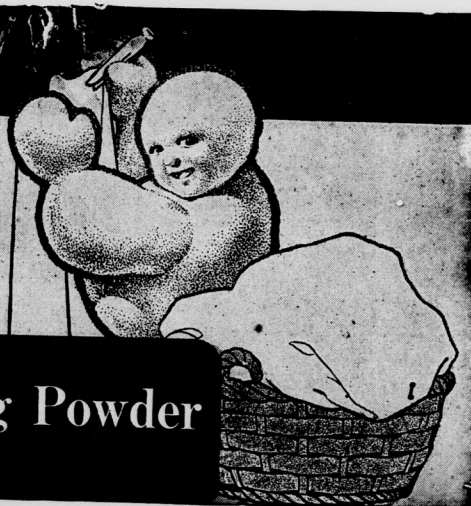
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS

next time

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

Lautz Snow Boy Washing Powder

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



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SPECIAL FEATURES.

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ENLIGHTENED SELFISHNESS.

There seems to be a growing recognition of the practical wisdom of what is sometimes known as "enlightened selfishness." This idea is, to a certain extent, merely an elaboration of the old adage that "Sugar draws more flies than vinegar." The modern way of putting it is that if you want to do a big business you have to give people their money's worth; if you want to make people feel at home in your place of business you have to give them a homelike welcome; if you want to get the most out of your employees you have to do all you can to make them take an interest in your work, by making their work pleasant and profitable to them; if you want your horse to do a good day's work you must give him plenty of corn.

Like other great ideas this one is making its way in the world gradually. People are not willing to make room for it all at once. They are accustomed to reason that the horse would probably not miss one ear of corn. But they are trying the new idea cautiously—with something of the timidity of the man who ate the first oyster. They find that it is wholesome and then give it a more extended trial. So it happens that the relations of employer and employe, buyer and seller, producer and consumer, are becoming more generous, more frank, more liberal. A better business spirit is springing up wherever this idea is received and tried.

YOUR OWN PERSONALITY.

A clerk who had taken great pains to clip off a set of sample dress goods along a certain line finished by neatly labeling each with the price, width of goods, and her number, adding the latter with the remark of explanation. The prospective customer at once saw the point and thanked her for the forethought, as she might send for the goods when the selection was finally made. But even if she went in person, a stranger is liable to be mistaken in the face of the clerk desired, especially when a number of places are visited during the trip to town.

We make a specialty of remembering

the identity of others. It is a part of the business. The man who trades with you to-day may feel affronted if he comes in next week and you treat him as a stranger. He may not have been able to remember your face if he had seen it elsewhere, but he does not think of this phase. He simply remembers that he was in your store the other day and, with this as a starter he remembers you; likewise, you should remember him. You learned this long ago and have schooled yourself to fill your part in the memory stunt.

But you fail to consider that few patrons look at this remembering as a part of their business. The majority will return in a week or two weeks, perhaps, with only a hazy recollection of the clerk with whom they had their talk on a certain purchase. If the description of "brown hair and not very tall" suggests one of several possible clerks, the quest may be a time-consuming one, with still a failure to locate the right party. But the little figure attached to the samples is quite sufficient. While striving to give the best possible service, studying the personality of your patron, do not forget to impress him in some way with your own. Emphasize the point that you want to be remembered; that there should be individuality on both sides of the matter.

DEVELOP ENTHUSIASM.

Every merchant admits the value of enthusiasm in business, but many who admire it do not know how to stir it up among their clerks.

If we analyze enthusiasm we find it is made up of certain thoughts and feelings. These are some of them: The feeling that you have an opportunity to show what is in you—an opportunity that every man loves; a certain measure of responsibility that quickens self-reliance and pride in one's work; a wholesome measure of freedom; a goal to work for; the spirit of a game, the inherent desire to win; the assurance that those above you are interested in your work; the feeling that you are doing something worth while, something that will be successful, something that is, in a sense, new; the thought that others are watching the outcome of what you are doing; a clear view of the plans ahead, the spirit of an occasion; the feeling that time is short and precious; a cordial relation between those working together; and the enthusiasm of others.

If the merchant will do his part to foster these various elements the total effect will be enthusiasm—a spontaneous, energetic, wholesome, conquering enthusiasm.

Men who make history encourage the book agents.

A PROMOTION SYSTEM.

The cry is often heard that many large business houses have little in the way of a promotion system and that employees may work away in some department for years without official notice being taken of them as individuals. It is good to know that this is not true in all business houses, some of which have methods that bring the individual to the attention not merely of the department manager, but of those in highest authority.

In a large mercantile institution a system which is, perhaps, typical of the best method is in general use. The man who explained it said:

"We have a complete information card for every employe. The cards are arranged according to the time of promotion or consideration. We go over a certain number of these cards each day or each week, look up the individual, and make enquiries about him, consider his fitness for promotion or advancement in salary and take such action as the conditions warrant. In the course of six months we get around to the same person again. If an increase was promised, we have a note of it. If it is desired to consider a person one month or three months from the time the matter comes up, his card is put in the proper box to be considered at that time. The result is that no one is ever lost sight of and many satisfactory promotions are made possible."

THOUGHTLESS WASTE.

Much of the working capacity of men is wasted because their superiors keep them doing little things that are far below their ability. One often sees grown young men working at the elbow of a manager and being employed on errands and details that a boy might do. The manager is sometimes merely thoughtless in the matter. He wants his office-boy work well done and gives it to a man to do. A manager, in turn, often receives a lot of little nothings from the man above him, which he must attend to himself because he was asked to, when a young man might do them just as well. An expert is often asked to take on routine that is far below his normal plane of work—even while others are being deprived of growth for want of that very work.

It is true that details are often very important, but that is no reason for giving a man a boy's work. This spirit in an organization causes a great waste of energy. It is one of those expenses that do not show on the ledger. There is no account entitled, "Ability paid for but not used," but there are hundreds of items that might properly be entered under that

head. Employers and managers may well bear in mind that keeping a man busy all the time does not necessarily mean getting the most out of him. Let them rather consider the more valuable things he might be doing.

House Has High Standing With the Trade.

In at least two recent issues, the Tradesman commented upon conditional sales contracts; that is, contracts whereby the dealer receiving goods for sale agrees that the title and ownership shall not vest in him until the goods received are fully paid for.

The particular occasion for comment made in our issue of April 30 on this form of contract was the failure of a certain dealer, The Mishawaka Woolen Manufacturing Co., had a claim against him. This company contended that the goods were shipped to the dealer under a conditional sale contract and that, therefore, the goods in stock belonged to it and formed no part of the assets available for the payment of creditors generally.

In commenting upon these facts, the Tradesman used some expressions which, upon investigation and reflection, it believes were not justifiable when applied to the Mishawaka Woolen Manufacturing Co.

This paper will not wilfully injure any person or concern. It prides itself upon its fairness. It was not fair nor just to imply that this company was one of the "houses of dubious character" or that it was other than an "honorable institution" or that in using a conditional sale contract it was guilty of resorting to a nefarious scheme.

We now realize, too, that it was going too far to characterize the form of contract as a "clandestine contract," or a "clandestine security."

The Mishawaka Company deals directly with retailers and not with jobbers and wholesalers. In using a conditional sale contract, it only does what the law sanctions in most, if not all the states of the Union. Many other concerns use the same form of contract in substance; therefore, if there be offense it is the law that offends and not the user of the contract, hence our controversy should be with the law rather than with a particular concern using this form of contract.

This company, according to all the information we have, is a progressive, fair-dealing concern, in high standing with the trade.

We have said what we have here said in justice to the Mishawaka house.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, June 4.—In the matter of Herbert F. Caswell, bankrupt, merchant at Portland, the inventory and report of appraisers was filed showing the following assets at appraised valuations:

Stock in trade	\$3,024.71
Fixtures	206.00
Household furniture	100.00
Accounts receivable	195.69
	\$3,526.40

In the matter of Alfred Mitting, bankrupt, nurseryman of Holland, an order was made by the referee calling a first meeting of creditors to be held at his office on June 18, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc.

In the matter of Lowrie & Coles, bankrupt, merchants of Traverse City, the first meeting of creditors was held and Adrian Oole, of Traverse City, elected trustee; bond fixed at \$900. Following were appointed appraisers: L. W. Codman, Frank Nicholson and E. E. Bartak, all of Traverse City. The bankrupts were sworn and examined and meeting then adjourned to July 11.

On petition of certain creditors, Bessie Smith, merchant, of Muskegon, was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt was ordered to file schedules of her assets and liabilities, on receipt of which the first meeting of creditors will be called.

June 6.—In the matter of Albert J. Doyle, bankrupt, merchant at Charlotte, the first meeting of creditors was held, and Carroll S. Brown, of Charlotte, elected trustee; bond fixed at \$10,000. The bankrupt was sworn and examined and the meeting then adjourned to June 17. The stock was sold at Charlotte last Saturday to Jacob Weickgenant, of Battle Creek, and Joseph D. Riede, of Kalamazoo, both well known dry goods merchants of their respective cities. The stock and fixtures which inventoried at nearly \$20,000 was sold at auction and brought \$13,280. A number of dry goods men from Cleveland, Chicago, Detroit, Grand Rapids and other cities were present and the bidding which started at \$7,000 was sharp and spirited from the start.

In the matter of John Bumb, bankrupt, formerly baker at Big Rapids, the first report and account of Fred D. Voss, trustee, was filed, showing total receipts of \$723.46, disbursements for rent, \$26.78, custodian and appraisers' fees, \$18.00, cash in lieu of bankrupt's personal property exemptions, \$225, and for other administration expenses, \$17.26, and balance on hand for distribution of \$436.42, and an order was made appointing a special meeting of creditors to be held at the office of the referee on June 20; to consider such report and for the purpose of declaring a first dividend for creditors.

June 9.—In the matter of Charles F. King, bankrupt, formerly merchant at Grand Rapids, the final meeting of creditors was held. The final report and account of Fred Maichele, trustee, was allowed, and a final dividend of 11 per cent. declared and ordered paid to general creditors. No cause to the contrary having been shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

June 10.—In the matter of Edward W. Simpson, bankrupt, of Grand Rapids, the first meeting of creditors was held. Creditors failing to elect, the referee appointed Ivor Bradbury, of Grand Rapids, as trustee; bond fixed at \$100. The meeting was then adjourned to June 26.

June 10.—In the matter of Edward M. Andrews, bankrupt, formerly of Clarks-ville, a special meeting of creditors was held. The first report and account of Ernest Nash, trustee, was approved and a first dividend of 15 per cent. declared and ordered paid to general creditors.

St. Joseph Referee.

St. Joseph, June 3.—In the matter of August Peters, bankrupt, of Benton Harbor, the first meeting of creditors was held and Burton C. Starke, of St. Joseph, elected trustee, his bond being fixed at the sum of \$5,000. R. P. Chaddock, C. J. Peck and Allen Hilborn, of Benton Harbor, were appointed appraisers. The bankrupt was sworn and examined by the attorneys for the petitioner creditors and the meeting adjourned for thirty days.

June 4.—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, formerly of Evart, the trustee reported he had sold the assets of the bankrupt, consisting of an equity in certain real estate for the sum of \$40 to Jennie M. Davey, of Evart. The referee has entered an order confirming the sale. Creditors will receive a dividend of about 2 per cent.

June 7.—In the matter of James Ingersoll Day, bankrupt, of Decatur, Trustee, George T. Pomeroy, of the same place, sold some 31,000 gallons of grape juice, belonging to the bankrupt estate to Theo. Netter, of Chicago. Unless cause to the contrary be shown, the sale will be confirmed by the referee in five days.

We can't help feeling sorry for a millionaire with indigestion.

Chirpings From the Crickets.

Battle Creek, June 10.—Time to write another letter to the Tradesman and all the boys about ready to start for the Grand Rapids convention. Let us all get our work cleaned up early this week and be on hand early Friday morning. We hope the weather man will be good to us and let the boys and their wives have two beautiful days and nights for their convention.

Harvey Nichols, the step-father of Mrs. John Q. Adams, was buried Saturday afternoon from the home of Mrs. Adams. Mr. and Mrs. Nichols made their home on a farm near Sonoma, where Mr. Nichols passed away Tuesday.

The wife of Bro. Chas. Bronaugh is critically ill.

Bro. Rufus Brooks, who has been confined to his home for several months, is able to be on the road again.

Council No. 131 will lose two able members when Bro. Alexander and son Ernie transfer to No. 253 shortly. We will treat you white, boys, same as 131 did, and hope you will attend the regular meetings of our Council.

Mr. McLoid, the father of Mrs. V. Phelps, was buried Sunday.

Bro. Chas. W. Moore made a business trip to Toledo last week.

P. W. Rice, Yorkville, will place his new boat in the waters of Gull Lake June 15. This new boat was made to order and will be a well-stocked floating store, having on board all the provisions the hungry camper and cottage owner will want while at the Lake. This boat will make all the important landings around Gull Lake during the season. Mr. Rice has made a big investment to provide this city service for his patrons and we know he will be handsomely patronized.

A. J. Wykes and wife have returned from Detroit and are now located at Highland Park, Gull Lake. Mr. Wykes used to be in business at Richland.

S. A. McGee, father of Bro. Ed. McGee, is still confined to his home.

Wm. Crabill started out on his trip Sunday, after a short illness.

W. W. Bishop, one of No. 253, is putting up a beautiful bungalow out on West Main street, on the lot next to Bro. Ireland. I think Bro. Ireland interested Bro. Bishop in this location and Bishop could not think of any other lot after listening to Herb's version of the affair. I think our old friend Herb could sell blue sky if he had a chance, even if the before mentioned blue sky was under a dark cloud and lightning was playing in the cloud. Thunder, it's a safe bet.

The prosperous and progressive house of Redner & Cortright had ten people at our annual banquet. They and their employers are proud to boost U. C. Tism.

The following is from the brain of Bro. Herbert Weir Ireland, pertaining to Battle Creek's future home coming and is entitled, Be for Battle Creek:

I want to be, I want to be, I want to be a bee for Battle Creek. So let me off at that hustling town Where

the stranger gets a welcome And you never see a frown. Where the good old stars and stripes are always unfurled, over the biggest food factories in this wide, wide world. Where they've big steam pumps and engine works galore, and railroad shops, with a wide open door. Where unity of purpose goes hand in hand with mirth, and they've the biggest sanitarium on all the whole earth. So don't detain me, don't try to blame me. My mind's made up, By Hek! I'll be a buzzing busy bee, I'll be for Battle Creek, the time, June 13-14, the place, Grand Rapids, the girl, your wife at home. Go get her, phone for her, wire for her, and get mixing with the bunch Friday and Saturday.

If you read this in some hotel up the line, check out, grab a train and come on into Grand Rapids. We want to see you, want you to see and hear us, for 131 is ready to show you and yours some good time.

Some of the jobbers are writing their men, urging them to attend the convention. If your house has not done so, take it for granted that they are so busy with their own conventions that they have forgotten you. Come on in.

See you fellows Friday and Saturday. Guy Pfander.

News Items From the "Soo."

Sault Ste. Marie, June 9.—The Chicago Mill & Lumber Co., has taken over the Woolworth Land & Lumber Company's saw mill at Woolworth and are now operating same.

The good roads organizations are not giving the Upper Peninsula much consideration, but are sending circulars through the U. P., soliciting help to build the roads in the lower part of the State. This does not meet with general favor in the U. P., as a proposition to build good roads in this territory would be of greater importance at the present time. When the automobile show was on at Minneapolis one of the enterprising oil companies collected subscriptions for road books that were to be issued for the various states, but on account of the unreliable information and incomplete records of desirable roads in Michigan the book was not issued. The money was refunded to all subscribers, which goes to show that there are some honest people doing business on business principles, regardless of the cost to themselves, giving a fair deal to all.

W. Jacobson, the popular grocery salesman, representing Franklin Mac Veigh & Co., of Chicago, has purchased a fine touring car for the entertainment of his family and friends and, judging from the amount of mileage covered while in the city, he should be able to recommend the car as outdistancing anything in the U. P. We understand he is making record breaking trips throughout the country.

Jas. Thompson, Brimley, who purchased the Rosedale creamery about two months ago, has opened the creamery and is now making butter and expects to break all records since the Rosedale creamery was started.

G. H. Hauptli, representing S. &

S., one of the old Michigan Knights of the Grip, is reported to be making some record breaking tramps throughout the territory. Mr. Hauptli is the champion sprinter of the U. P.

A large number of live cattle are being shipped into Luce county to be fattened on the overcut lands and some of the butchers at Newberry are putting from 50 to 100 head into pasture. The Chemical company has also shipped several carloads to be pastured on its lands to be used in furnishing meats to the lumber camps as soon as the cattle are in shape.

The curfew law, established here some time ago, is being enforced with good results.

The country roads throughout the territory around the Soo are now in the pink of condition and the auto enthusiasts are making the best of them during the short season.

There does not seem to be much relief in the high cost of meats, as the demand far exceeds the supply and high prices are naturally the result and the shortage is growing. The Department of Agriculture, in a bulletin recently issued, reports that there has been a decline of more than 30 per cent. in the last six years. With the diminished production in the home market, the Department declares that there is no longer a surplus for export. W. G. Tapert.

Don'ts for Traveling Salesmen.

Don't limit yourself to ten minutes when talking to a prospective customer, but talk as long as you think there is a chance to do good, but be dead sure that you don't talk too much.

Don't be a quitter, or say "I can't sell this man" before you have talked with him.

Don't assume to know more about your customer's business than he does himself, for you can't make him believe it.

Don't "put on" a civility or formal manner which is not natural to you, and never try to flatter a man; sincerity is as commendable in business as it is in religion.

Don't beg a man to look over your line, as that makes it appear that you are short on argument, but rather explain to him that you have something in your line that he will find to be a bargain.

Don't underestimate your difficulties, nor overestimate them.

Don't fail to let your customer talk if he is inclined to do so, as by listening to what he has to say you learn what his ideas are, and also show the respect that is due him.

Don't dodge a question, but answer it fairly and squarely.

Don't forget that every man has his own peculiarities which should be met in different ways.

Don't fritter away your time in trying to half convince your customer of a great lot of things, but settle on a few good points and land them first before you go on to the next.

Don't make a mistake by talking to the wrong man, but be sure you have the name of the buyer correct, and that it is he you are addressing.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, June 9—While the market for spot coffee may, perhaps, be a little steadier than last week, there is still very little business being done. Would-be buyers are determined that they will get along with the least possible stock and, consequently, buy from hand to mouth. The loss to brokers since the beginning of the coffee decline now amounts to almost or quite \$5 a bag. Naturally, this has an influence that extends along the line. At the close Rio No. 7 is quoted in an invoice way at 10 $\frac{3}{8}$ @10 $\frac{1}{2}$ c. Santos, 4s, 12 $\frac{1}{4}$ @12 $\frac{3}{4}$ c. In store and afloat there are 1,854,357 bags, against 2,158,564 bags at the same time a year ago. Milds are dull and only a routine trade reported. Good Cucuta, 12 $\frac{3}{4}$ @13 $\frac{1}{4}$ c.

Refiners have a liberal supply on hand and are more than able to meet all requirements "with neatness and despatch," especially as all the requirements together are not excessively large. Although granulated is a cent a pound cheaper than a year ago, the trade is simply getting along from day to day on the basis of 4.20c.

Quietude prevails in the tea trade and there seems to be no reason why this condition will not exist for some months. Some new Japans have arrived and have sold quite well. Stocks are moderate but there is enough.

Holders of pepper who have held on for a long time with the idea of

obtaining higher rates have let go and quotations are a little lower. Other lines are absolutely unchanged in any respect.

Only a summer trade is going on in the molasses market and prices show no alteration. Good to prime centrifugal, 35@40c. Syrups are in moderate offering. Demand is light. Fancy, 18@22c.

Spot standard 3c tomatoes continue well held at 80c. This is the usual figure also for futures, but neither in spot nor futures is there much going on. Peas are rather strong on reports of probable light crops, especially in Maryland and Delaware. Other lines are without an atom of change, with the market generally fairly steady.

Butter is steady and in rather more active demand than a week ago. Creamery, specials, 27 $\frac{1}{2}$ @27 $\frac{3}{4}$ c; firsts, 26 $\frac{1}{2}$ @27c; process, 25 $\frac{1}{2}$ c; factory, 22@23 $\frac{1}{4}$ c. imitation creamery, 24 $\frac{1}{2}$ @25c.

Cheese is firm and supplies are pretty well cleaned up for speculation. Top grades, full milk, 14 $\frac{1}{4}$ @14 $\frac{1}{2}$ c.

Eggs are steady for top grades, with less accumulation of other sorts. The market is fairly steady. Best Western, 23@25c.

Grocers who smoke cigarettes while cutting cheese or serving butter, who wear soiled aprons in their stores while waiting on trade, and who sweep their floors while goods are uncovered are to be boycotted by the Housewives' League of St. Paul.

Organized Manufacturers on Organized Labor.

At the recent convention of the National Association of manufacturers, held at Detroit, L. B. Robertson, of the Ford Motor Car Co., in an address on "The Ideal Workmen's Compensation Law," said:

"This Association early realized that the liability laws of the several states were a continued source of friction and dissatisfaction between its several members and their employes, but on account of its hostile attitude toward organized labor it was slow to move in seeking a remedy."

Anthony Ittner, of St. Louis: Mr. President, I want to take exception to a remark of Mr. Robertson's. I am surprised that you, Mr. President, did not jump up and correct that statement before I got the opportunity. I understood Mr. Robertson to make the statement that this Association for the last ten or fifteen years has been fighting organized labor. Did I understand Mr. Robertson correctly?

L. B. Robertson: I refuse to withdraw that statement.

Mr. Ittner: I have been a member of this organization during that time. I am an ex-president of two National organizations of employers. I am an ex-president of local employers associations. I have been in business for fifty-four years, and so help me God I have never met with an employer in all of my rubbing shoulder to shoulder who was opposed to organi-

zation among wage earners. I am a member of two wage earners organizations. It is the methods of organized labor that this Association takes exception to. It is the un-Christian un-brotherly, un-American methods the unlawful, murderous, damnable conduct of organized labor that we take exception to, that is all.

President John Kirby, Jr.: I agree with Mr. Ittner. I think Mr. Robertson is a little mistaken in this. It is the abuses of organized labor that we have passed resolutions condemning and that we propose to continue passing resolutions condemning, and not the matter of organized labor per se. I myself have been preaching from the platform for ten or fifteen years the strongest kind of condemnation for the abuses of organized labor, but I defy any man to put his finger on any expression of mine where I have condemned organized labor per se. (Applause.)

Difficult Lesson.

Johnny's teacher had tried in vain to impress upon his mind that it was incorrect to say "have went." As a last resort she told him to remain after school and write upon the blackboard 100 times the words "I have gone."

When after much effort the laborious task was completed Johnny waited for the teacher, who had left the room, to return. Finally in desperation he wrote beneath his completed task:

"Miss Smith, I have wrote 'I have gone' 100 times and have went home."

Take Advantage of This Buying

We know that more of our Dandelion Butter Color is being used now than ever before.

If you are not getting your share of this buying—

Wake up and stock up.

Dandelion Brand

THE BRAND WITH

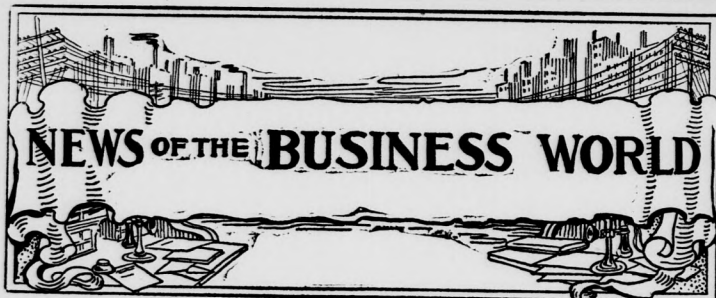


Butter Color

THE GOLDEN SHADE

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

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



Movements of Merchants.

McBain—Sprick Co. succeed Henry Buining in the grocery business.

Austerlitz—J. B. Northouse succeeds F. R. Atwater in the grocery business.

Charlotte—Mrs. Don Milbourn succeeds Mrs. L. H. Wood in the millinery business.

Allegan—W. H. Miller has closed out his stock of bazaar goods and will retire from business.

Jackson—The White Credit Clothing Co., of Port Huron, has opened a branch store here.

Elk Rapids—Joseph Butler, grocer, died at his home June 8 as the result of diabetes, aged 53 years.

Jackson—F. A. Fletcher has engaged in the meat business at 502 North Blackstone street.

East Jordan—Mrs. Catherine Walsh has closed out her stock of millinery and will retire from business.

Detroit—The capital stock of the Houghton-French Coal Co. has been increased from \$15,000 to \$30,000.

Leslie—Mrs. Leslie Hutchings has sold her stock of drugs and paints to Mr. Robinson, recently of Albion.

Thompsonville—E. L. Skinner has sold his stock of bazaar goods to H. Stockhill, who will continue the business.

Pontiac—Thompson & Lougheed have opened a shoe and men's furnishing store at 11 East Lawrence street.

Corunna—Earl Durham, recently of Owosso, has purchased the Glen T. Reynolds drug stock and taken possession.

Sault Ste. Marie—Joseph E. Bayliss succeeds William M. Howden in the wholesale and retail hay and grain business.

Gaylord—J. W. Grant has sold his bakery to Claude Harrington, recently of Johannesburg, who has taken possession.

Three Rivers—S. T. Mapson has sold his stock of jewelry to the former owner, H. M. Smith, who has taken possession.

Brighton—The depositors of the G. J. Baetcke & Co. bank will receive their first dividend of 25 per cent. in about 3 days.

Thompsonville—Frank Wilson has sold his stock of shoes and harness to E. L. Skinner, recently engaged in the bazaar business.

Cheboygan—George D. O'Brien has sold his grocery stock to John O'Grady, who will continue the business at the same location.

Iron River—Jake Arneith, recently of Negaunee, has leased a store building and will occupy it with a stock of drugs about June 23.

Luther—John Minzey has sold his interest in the Minzey & Co. grocery stock to E. Minzey & Co.

Wyandotte—The Ebert Brothers Co., dealers in coal, ice and builders' supplies, has increased its capital stock from \$50,000 to \$100,000.

Brighton—L. H. Westphal & Sons, dealers in hardware, have filed a petition in bankruptcy. Assets are about \$1,500 less than the liabilities.

Olivet—A. M. Smith & Co., of Eaton Rapids, have opened a branch egg and poultry store here under the management of Ralph Shetterly.

Springwells—A new bank has been organized under the style of the Springwells State Bank, with an authorized capital stock of \$25,000.

Maple City—Bloom & Cluff, dealers in general merchandise, lost their stock and store building by fire June 5. Loss, about \$7,000, with no insurance.

Newberry—Burglars entered the Oscar Sundstrom dry goods and clothing store and carried away goods to the amount of several hundred dollars. June 7.

Gaylord—Stanley Swantek has sold his interest in the meat stock of Noa & Swantek, to his partner, Frank Noa, who will continue the business under his own name.

Grand Haven—Peter Dornbos is closing out his retail stock of cigars and tobacco and will devote his entire attention to his cigar manufacturing business.

Port Huron—The Brogan Oil Co. has engaged in business with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Kalamazoo—George H. Baggs is erecting a store building at the corner of Seminary avenue and Gull street and will occupy it with a stock of groceries about August 1.

Pontiac—D. H. Elliott, furniture dealer at 111 North Saginaw street, has sold his stock to Clyde Arnold, recently of Detroit, who will continue the business at the same location.

Bay City—E. E. Corliss has purchased the Stenger Bread Co. bakery, at 120 Washington avenue, and will continue the business at the same location under the style of the Corliss Bread Co.

Detroit—The Acme Mill Ends Co. has been organized to deal in mill ends of all kinds of cloth, with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in cash.

St. Joseph—The Rose Drug Co., consisting of S. W. Rose, of this place, and C. C. Rittenhouse, of Chicago, has dissolved partnership, and

the stock and fixtures have been sold to H. C. and H. C. Kerlikowske. They have formed a partnership and will conduct the former business under the name of The Square Drug Co.

Jackson—Jacob L. Petermann has sold his bakery and stock of groceries to R. R. Robinson, recently of Grand Rapids, who will continue the business at the same location, 808-810 East Main street.

Calumet—The Schmidt Brothers Co. has engaged in the general logging and lumbering business, with an authorized capital stock of \$50,000, which has been subscribed, \$21,000 paid in in cash and \$16,300 in property.

Traverse City—James Patterson, who conducts a confectionery store and ice cream parlor under the style of the Palace of Sweets, has sold his stock to Jimos Bros., who will continue the business at the same location.

East Tawas—Julius E. Gumm, who conducts a department store at Onaway, has leased a store building here and will conduct a similar business under the management of his partner, H. N. Butler, under the style of H. N. Butler & Co.

Lake Odessa—W. D. Reynolds recently assigned his general stock to G. A. Weed. Some of the creditors thereupon induced him to recall the assignment and utter a trust mortgage instead, securing all the creditors, share on share alike. Mr. Weed was named as trustee and is proceeding to close out the stock as expeditiously as possible. The liabilities are about \$3,100. It is thought that the assets will nearly equal the liabilities. Mr. Reynolds was discouraged over the lack of business and has removed to Lake City, where he has located on a farm.

Manufacturing Matters.

Detroit—The Wagner Baking Co. has increased its capital stock from \$100,000 to \$308,300.

Port Huron—The Truesdell Marble & Granite Co. has decreased its capital stock from \$12,000 to \$9,000.

Maple Ridge—The Oshkosh Excelsior Co., of Oshkosh, Wis., is erecting a factory here which they will operate about January 1.

Detroit—The East Side Creamery Co. has incorporated with an authorized capitalization of \$5,000, of which \$2,550 has been subscribed and paid in in cash.

Ann Arbor—The Stanger Furniture Co. has been organized with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed and paid in in cash.

Detroit—The Insulating Materials Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Detroit—The Wayne Cigar Co. has engaged in business with an authorized capital stock of \$50,000 common and \$20,000 preferred, of which \$35,000 has been subscribed, \$10,000 being paid in in cash and \$25,000 in property.

Cheboygan—F. S. Ritter, Vice-President of the Cheboygan Flour Mill Co., and son, Guy, purchased the James H. Tuttle furniture stock and will continue the business under the style of Ritter & Ritter. F. S. Ritter will continue in the milling business and the store will be under the management of Guy Ritter.

Au Sable—The Loud Company for many years controlled the rafting and delivering of logs on Au Sable river. The company has just sold the boom sticks, some of them 40 years old and containing a good quality of pine timber, and they are to be converted into lumber at the mill of Gardner & Richards, at East Tawas. It is estimated that nearly 1,000,000 feet of good lumber will be realized.

Will Pay Less Than One Per Cent.

Battle Creek, June 10—According to disclosures made in the matter of the United Confectionery Co., a million and a half dollar corporation, creditors will receive less than a cent on the dollar for their claims. It was stated that hundreds of Methodist ministers all over the country will be heavy losers. It was brought out that W. A. Taylor, father of the Taylor brothers, and a Methodist minister, has induced many Methodist ministers to purchase stock in the candy selling corporation, and that many ministers in various sections of the country invested, some heavily, expecting to reap in big harvests in their older age.

The assets of the United Confectionery Co. will reach about \$1,000, while debts amount to about \$63,000. The assets will be sold at a loss, and will bring the pro rata by which creditors will be settled with to a mere nothing. The Detroit Trust company was named trustee and will have charge of clearing up affairs of the company. A. B. Gardner, who practically financed the Taylor Brothers Co., admitted that the Taylors had muddled up things so badly that he did not know where he was at.

The Clocks We Wear.

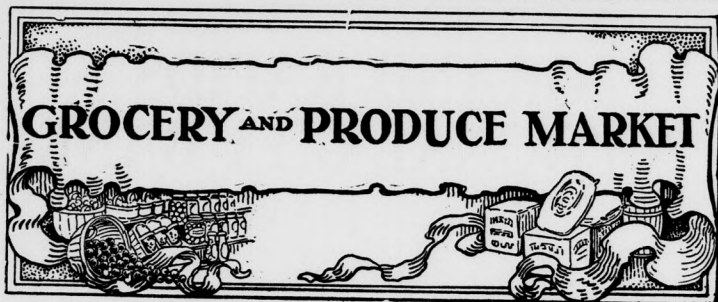
The three marks on the back of a glove and the clocks on a stocking are due practically to the same circumstance. The glove marks correspond to the fourchette pieces between the fingers, and in other days these pieces were continued along the back of the hand, braid being used to conceal the seams.

A somewhat similar origin is assigned to the ornamental clock on the stocking. In the days when stockings were made of cloth the seams occurred where the clocks do now, the ornamentation then being used to conceal the seams.

The useless little bow in the leather band lining a man's hat is a survival of the time when a hat was made by taking a piece of leather, boring two holes through it, and drawing it up with a piece of string.

Rules in advertising, like rules in most lines of effort, must be applied with judgment.

We feel sorry for the hero who is out of a job.



The Produce Market.

Apples—From a Michigan standpoint there is nothing whatever doing in the way of shipments. It is practically over with, therefore, we will discontinue on this commodity until the early apple crop is ready for movement.

Beans—Dealers pay \$1.60 for white and \$1.65 for red kidney.

Butter—The make of butter is steadily increasing, and with it the quality is improving. Owing to the increased demand for speculation as well as for consumption, the market has advanced 1c per pound. The situation, however, is not very firm at the advance, and if there is any change during the coming week it will likely be a decline. The make will, of course, show a further increase and the quality will get even better. Present prices are about 1c above a year ago. Fancy creamery is quotable at 28@29c in tubs and 30@31c in cartons. Local dealers pay 20c for No. 1 dairy and 19c for packing stock.

Cabbage—\$1.50 per crate for Tennessee; \$2.25 per crate for Mobile or Texas stock.

Carrots—50c per box.

Celery—California Jumbo, \$1 per bunch; Florida, \$3.50 per crate.

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—75c per doz., for home grown.

Eggs—The demand is of fair size for the time of year, and receipts have been holding up well. It is expected that the quality from this time on will not be as good as during May. Local handlers pay 18c for candled, loss off.

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.

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—\$7@8 per box for Mesinas.

Lettuce—New Orleans head, \$2 per bu.; hot house leaf 8c per lb.

Onions—Texas Bermudas, \$1@1.25 per crate.

Oranges—Late Valencias and Navels command \$5.50@6 per box.

Parsley—30c per dozen.

Pieplant—50c per bu. for home grown.

Pineapple—Floridas command \$3.50 for 36s, \$3.75 for 30s and \$4 for 24s.

Potatoes—30@40c for home grown. Southern command \$3.75 per bbl. for

white stock from Virginia and 90c per bu. for red Triumphs from Texas.

Poultry—Local dealers pay 13c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. Dressed are 2c higher.

Radishes—12c per doz.

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

Spinach—65c per bu.

Strawberries—\$2.50@3 per crate of 16 qts. Michigan stock. The crop will be short in this State and prices will be high on account of the shortage and the strong demand from the South for Michigan stock.

Tomatoes—\$3.50 per crate of six baskets—Florida.

Veal—Buyers pay 6@12½c, according to quality.

Early Days of Pedal Locomotion.

Wm. B. Holden, of the Grand Rapids Dry Goods Co., and John Benjamin, Cashier of the Grand Rapids National City Bank, were chatting the other day. "I used to ride one of those old fashioned high wheels," said Mr. Holden reminiscently when the talk drifted into bicycling. "I wonder how I would look on one of them now, but it would take about a million dollars to persuade me to try it. Al. Richmond was the first in town to get a safety and I was second. The first safeties had solid, instead of pneumatic tires, but, as I remember it now, we used to get around pretty well on them and have lots of fun."

"I used to ride a bicycle, but it has been several years since I was on one," said Mr. Benjamin, when it came his turn to say something. "My first riding was on an iron tired velocipede the predecessor of the safety," he said. "It was not geared, like the bicycle, and the power was applied direct, one turn of the wheel calling for one turn of the pedal. As I remember we could make the wheel go considerably faster than a walk, but I do not think the speed limit was ever in much danger from anything I could do. Later I had a safety, and later still I quit riding, not because I did not enjoy it, but because pretty nearly everybody else stopped and I dropped out of the habit with the rest of them."

The longer you live the more you ought to be ashamed of yourself if you do not accomplish something worth while.

The farmer is making money in these days of costly living. Is he spending it at your store? If not, get busy.

The Grocery Market.

Sugar—The market on both raw and refined is quiet and strong—the same as it has been for three weeks. What is needed to stimulate the market more than anything else is an active movement in refined, but while there is some improvement the distributors do not seem to enthuse over arguments that the bottom has been seen. Granulated to-day at 4.20c is cheap, comparing with 5.20c a year ago, or a full cent decline. Raws in the meantime have reacted only 62 points and the refiner consequently is not making much money. The country is probably waiting for the passing of the tariff question and will continue on a hand-to-mouth basis. Even this character of buying, however, might reach a large total if hot weather forced buyers into the market.

Coffee—Rio and Santos, excepting the higher grades, are fully a half cent cheaper than a week ago. The higher grades are relatively scarcer and not quite so weak. Milds are also soft and lower. Nobody seems to have any confidence in the market, and it seems more likely to go lower than higher. The demand is quiet. Java is quiet and unchanged, but Mocha is scarce and firm.

Canned Fruits—Gallon apples, while in a little better demand than during May, are not moving well, and prices are still very low. Pineapple is the one article in the canned fruit line which is showing a marked increase in activity. New pack strawberries from Maryland have been offered during the past two weeks at exactly the same quotations as at the opening of the 1912 season. California canned goods on spot are in rather light demand at unchanged prices. Futures have not been generally priced as yet, but there is reason to believe that prices will be about on the same level as last year, with the possible exception of peaches, which may be a little higher.

Canned Vegetables—There is a much better feeling in corn and prices are higher than some time ago. The poor quality corn is well cleaned up now and instead of good quality corn being offered freely as it was during the past year the wholesaler has to look to locate stocks. The effort of the packers to advance the price of canned tomatoes on account of the frost report coming from some tomato raising districts in the East was unsuccessful and quotations remain the same as announced at the opening of future prices. The Eastern crop of peas will undoubtedly be short, and there is considerable doubt as to whether packers will be able to make full deliveries. The Western situation is also uncertain, and some packers have withdrawn from the future market. No advance in price has occurred as yet.

Dried Fruits—There must be a slight advance in most dried fruits in order to cover the expense of putting them in cold storage at the present time. Evaporated apples are still low, but there is nothing at the present time to indicate an advance, as the demand is light. The heavy demand of the year is during the next

three months and it is possible that prices will be some higher during that time. Prunes and apricots are in the best demand. That stocks of large size prunes are small and apricot stocks are light, is given as the reason of the recent advance in prices.

Canned Fish—Salmon is wanted to some extent, particularly pinks and medium reds, but the demand for red Alaska is light. Prices are unchanged, both spot and future. Domestic sardines are dull at ruling prices. Imported sardines scarce, high and in moderate demand.

Cheese—Receipts are larger and the consumptive demand better. The quality is also improving, but it will not be fine before the middle of the month. No immediate change in market conditions is in sight.

Rice—While there is no great activity, the movement is fairly well maintained. Prices while unchanged from those quoted some time ago, are firmer and millers in the South are said to be holding their stocks firmly.

Syrup and Molasses—Glucose is unchanged for the week. Compound syrup is dull at ruling prices. Sugar syrup is not wanted and spices are unchanged. Molasses is quiet and dull.

Salt Fish—Cod, hake and haddock are dull, as usual at this season, and unchanged. Mackerel shows no material change; in fact, there is not sufficient demand to develop any change.

Provisions—Smoked meats are ¼c higher. Owing to the short supply and the high cost of hogs the market will probably not recede very much from the present basis. Pure lard is steady and unchanged. Compound lard is ¼c advance. Both are in good consumptive demand. Barrel pork, dried beef and canned meats are firm and unchanged.

Charles Neuman, who for the past twenty-five years has been connected with the Weatherly Company, has engaged in the plumbing and heating business under his own name. Associated with him are his two sons, Charles and Earl. He is located at the corner of Cherry street and Eastern avenue.

John W. Califf, who has covered Northern Michigan for the past twelve years for the Grand Rapids Supply Co., has formed a copartnership with his son, E. J., and engaged in the business of manufacturer's agents under the style of J. W. & E. J. Califf.

There is a charm about "personally-conducted" tours that attracts many travelers. Personally-conducted business draws trade.

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

James Heyboer has purchased the grocery stock of E. Schoone, at 2035 Godfrey avenue.

Usually a man is what he suspects others of being.



Getting Pretty Close to the Danger Line.

The question has never been raised as to right of the banks to appropriate money as contributions to various charitable, educational, religious and other purposes that may be asking for aid. The Federal banking law is very explicit in forbidding contributions to political campaign funds, but it silent as to appropriations for other purposes. The banking officials, however, both State and National, are becoming more and more particular as to what is done with the money and this question of subscribing to enterprises not even remotely connected with the business of banking may some day come up for enquiry and a test. The banks, through the Grand Rapids Clearing House Association, have the past year contributed \$10,000 to the Y. M. C. A., \$1,000 to the Ohio and Indiana flood sufferers, \$4,000 to the Association of Commerce and \$300 to the Western Michigan Development Bureau. In other years among the contributions made have been \$2,000 for the home coming celebration, and \$1,000 for the Holland U. B. A., and contributions were also made for the San Francisco earthquake and a variety of other causes. No question probably will ever be raised as to the worthiness of all these causes. The issue, however, will be on the right of the officers of a bank, either acting for the bank itself or through the Clearing House, diverting funds which belong to the stockholders to purposes outside of business. This issue is especially likely to be raised when the cause to be aided is in any sense religious or sectarian. When the Clearing House gave to the John Calvin College, which is narrowly sectarian, it necessarily antagonized stockholders who are allied with the Roman Catholic and liberal churches. When it contributed to the Catholic high school, it necessarily antagonized the feelings of some Protestant stockholders. The Y. M. C. A. is not a religious institution, it is true, nor is it denominational, but it is narrowly sectarian, barring those of liberal religious views and Catholics from any participation in its management. There are many liberal minded and Catholic stockholders in the banks and when the banks contribute to such a cause these stockholders must pay in proportion to their holdings, whether they want to or not, or, what amounts to the same thing, the money that belongs to them is taken for the purpose. The Holland U. B. A. is a worthy institution,

deserving of generous support, but will the law justify banks in taking money which belongs to stockholders who may have contrary views and contributing it for the aid of this institution? Grand Rapids could hardly get along without its Association of Commerce, but if an assessment upon the stockholders had to be made, instead of taking it from funds already accumulated, would the response of the stockholders be unanimous? The same question might be asked as to the flood sufferers, the West Michigan Development Bureau and to nearly every other cause to which the banks have contributed. There is absolutely no question as to the worthiness of any of these causes but the real question is as to the right of officers and directors of banks to use funds which belong to the stockholders for other than banking purposes without consulting them. Stockholders wishing to contribute will, in every instance, no doubt, be given ample opportunity to do so and in any amount, but should they be made involuntary contributors as well? The banks usually defend their action on the ground that such contributions serve to advertise themselves as a whole or help the town and that indirectly the stockholders receive commensurate benefit. This is in several instances an obvious evasion, or at least a straining of the question, and it might be suggested that when evasions or strainings become necessary that the ground upon which those resorting to such methods stand is none too sound.

The Clearing House Association has eight members. They are the three National banks, the Kent State, Peoples and Commercial Savings and the Michigan Trust Company. The City Trust and Savings is not a member, but enjoys the privileges of the Clearing House through the Grand Rapids National City. The new Grand Rapids Trust Company is not yet a member, but, no doubt, will become one in due time. When a contribution to any cause is made by the Clearing House the amount is apportioned among the banks according to their showing in the last bank statements. The capital, surplus and undivided profits and deposits of all the banks is taken as the basis, and then each pays in the ratio of its capital, surplus and profits and deposits to the whole. When a contribution is made it takes about two hours of hard figuring to determine each bank's share, and the figuring has to be gone all over again following each new statement.

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

Savings Deposits

3

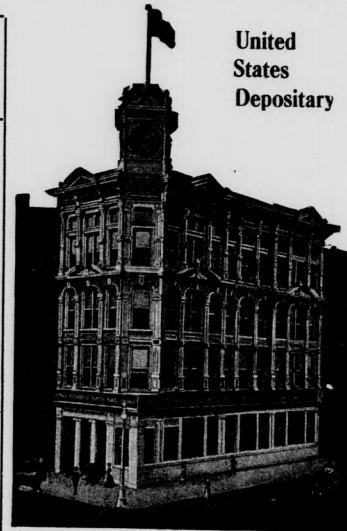
Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock

\$300,000

United
States
Depositary



Commercial Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits

\$250,000

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.

Two Grand Rapids Banks Have Saloon Tenants.

Wm. H. Anderson, in behalf of the Fourth National Bank, has purchased the Pike and Withey estate buildings, adjoining the Bank property on Pearl street, at a consideration of \$40,000 for the Pike and \$35,000 for the Withey property.

The descriptions have 22 feet frontage each on Pearl, extending 100 feet back to the alley and with the present property of the Bank gives a frontage of 134 feet on Pearl, 30 feet on Monroe avenue and an east line that angles back to the alley. With this increase in its holdings the Fourth National will have a property large enough to be worth while improving in a manner that will be a credit to the city and to the Bank when the time comes that the Bank needs additional room for the accommodation of its business. For the present the only improvement will be to open up passages through the upper floors, making the stair and elevator at the entrance to the Fourth National on Monroe avenue the main entrance, closing the two stairways on Pearl street. With the three buildings merged into one the offices will be rented for business purposes. Two saloons occupy the first floor and these will remain until their leases expire in two and three years respectively, and then other tenants will be sought.

The two properties acquired, with the upper floors used for rooming purposes, have been yielding incomes of less than 3 per cent. on what they sold for. Under the new management, with one elevator serving them all, one heating plant warming them all and one janitor service, and a better class of tenants, the income will be increased to net 6 per cent., or better. A very important consideration is the added value this acquisition gives to the individual descriptions. Bunched the three pieces are worth at least 25 per cent. more than the sum of the three as separate propositions.

Two of the city banks now have saloon tenants on their hands, which, under ordinary circumstances, would be considered strange when the high moral tone of banking institutions in general is remembered and how they stand for sobriety and thrift. The banks, however, are victims of circumstances and not willful promoters of thirst parlors. The Grand Rapids Savings Bank is landlord to the Moore saloon by right of the lease which has a year yet to run inherited from the White estate control before the execution of the 99 year lease to the Bank. The Fourth National has the Kelly and the Kruse saloons as its tenants, one with two and the other with three years yet to remain under old leases. It is needless to say the banks will "clean up" as soon as they can and get in other tenants.

Henry Idema, of the Kent State, sailed from New York Monday for a two months' automobile trip abroad. Mrs. Idema and Mr. and Mrs. Godfrey von Platen accompanied him.

The banks will pay their usual dividends on July 1. The Peoples and Fourth National will each pay 1 per cent. monthly, the Kent State 3 per cent. quarterly, the Grand Rapids National City and Grand Rapids Savings each 2½ per cent. quarterly, the Commercial 2 per cent. quarterly, the Old National 4 per cent. semi-annual and taxes, the City Trust and Savings 3 per cent. semi-annual, and the Michigan Exchange Private Bank 5 per cent. semi-annual. The Michigan Trust Company has been paying 5 per cent. semi-annually and an extra 1 per cent. semi-annually to help the stockholders pay their taxes. Under the new law trust companies are assessed as an entirety and the taxes are paid in a lump sum by the company itself, instead of being levied upon the stockholders. The Michigan Trust Company's summer taxes will be about \$10,000 and it is possible the dividend disbursements will be reduced to 4 per cent.

Fresh Strawberries in Cold Storage.

The preserving of fresh strawberries for ice cream making and for other purposes is getting to be a very common practice. The fruit is sweetened to taste and crushed and may be stored in ordinary glass fruit jars or tin cans or any other suitable package. Or, the fruit may be had as whole ripe fruit by filling the receptacle in which it is stored with the whole berries and the juice and pulp of the crushed fruit poured over them. The jar should be filled full to exclude the air, or whatever package is used should be treated in the same way and fitted with a tight cover. The syrup should fill all the space. It is claimed that this method brings the fruit out of storage with perfectly fresh flavor, and in as good condition for all sorts of purposes as it was when fresh.

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

To The Cautious Investor

We wish to call attention to the bonds of the American Public Utilities Company, which we believe will satisfy the requirements of the cautious investor, who demands both safety of principal and a reasonable return thereon.

The Company pays dividends on preferred and common stock, and earns 13 times amount required to pay the interest on the bonds.

Earning statements, maps, etc., cheerfully furnished upon request, by

Kelsey, Brewer & Company

**Bankers
Engineers - Operators
Grand Rapids, Mich.**

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	70	75
Am. Gas & Elec. Co., Pfd.	43½	45½
Am. Light & Trac. Co., Com.	360	370
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	58	62
Am. Public Utilities, Pfd.	73	75
Can. Puget Sound Lbr.	1	1½
Cities Service Co., Com.	97	100
Cities Service Co., Pfd.	81	83
Citizens' Telephone	93	94
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.		
Comw'th Pr. Ry. & Lt., Pfd.		
Elec. Bond Deposit, Pfd.	71	75
Fourth National Bank	212	
Furniture City Brewing Co.	59	65
Globe Knitting Works, Com.	135	140
Globe Knitting Works, Pfd.	100	100
G. R. Brewing Co.	155	
G. R. National City Bank	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	101½
National Grocer Co., Pfd.	88	90
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	47	49
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	17	19
Tennessee Ry. Lt. & Pr., Pfd.	72	75
Utilities Improvement Co., Pfd.	70	74
Utilities Improvement Co., Com.	53	55
United Light & Ry., Com.	71	73
United Light & Ry., 1st Pfd.	77	80
United Light & Ry., 2nd 1st.		
(old)	75	77
United Light & Ry., 2nd Pfd.		
(new)	71	73
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95½ 96½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	95 99

*Ex-dividend.

June 11, 1913.

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It will convince you that this is
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Facing Monroe

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Surplus and Profits - \$300,000

Deposits

7 Million Dollars

3½ Per Cent.

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



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Grand Rapids, Mich.

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E. A. STOWE, Editor.

June 11, 1913

A PROFITABLE PROFESSION.

In recent years an entirely new profession has developed. It is a profession that requires no education, no skill of hand, no capital, none of the ordinary qualifications for success. In this profession the chief requisites are a big voice, a fluent command of the profane language, the ability to lie frequently and with or without consistency, and a callous hearted willingness to take the bread from the mouths of workmen and their families that the pocket book of the follower of this profession may be lined. This profession is that of labor leader. In other days, if an employee did not like the conditions under which he worked, the wages paid, the hours or anything else, he went like a man to his employer and said so, and it was always his privilege to seek another job if the conditions were not changed to suit him. If the dissatisfaction became general the workmen could go in a body or through representatives for a friendly conference and the strike came only as the last resort when all other methods failed. In those days the dealings between employer and employee were direct and personal without the interference or intervention of outside parties. In these modern days it is different. The employees may be entirely satisfied with the conditions, contented with wages and hours, desiring and expecting no change so long as they were kept busy and the pay days came regularly, when along will come a professional labor leader, a man who has no interest in the local situation, who is in no wise affected by the conditions that obtain, with no responsibility and no care. This professional labor leader discovers for the satisfied workmen a grievance, makes them believe that they are not being fairly treated and, claiming to represent them, demands that the employer go into conference with him for a readjustment on lines which he formulates. If the employer fails to recognize this "leader" as one of his employees, with a direct personal interest in the situation and, therefore, refuses to accede to his demand for a conference, a strike is ordered. The young men, the reckless, those without ties or responsibilities, the easily led and the chronic discontents obey the order. The steady, sober, industrious,

thrifty men who have families, who may be buying homes and who know that they need the money, are compelled to lay down their tools with the rest under penalty of having their heads broken if they do not. The labor leader, coming from nobody knows where, with a record that nobody knows anything about, not a worker himself, with no interest in the job, no wages at stake, and nothing to lose, having brought on the strike talks loud of what he is going to do, misrepresents conditions to the strikers, lies to them, keeps them in line by holding out to them hopes that he knows are false, and then, when the strike is so obviously a failure that the fact can no longer be concealed, he quietly passes on to repeat the performance elsewhere. In the meantime he has been rallying everybody to join the union, pockets the per capita as an organizer and, if his luck is fairly good, can send his son through college or take his wife on a trip to Europe with what he has made out of the agitation. The workmen who went on strike lose their wages during the strike and, when they finally wake up to how they have been fooled, they consider themselves in luck if they can get their old jobs back again.

The furniture strike two years ago was entirely the work of Macfarlane, its leader. The workmen in the factories had no grievance until he discovered it for them. They had no demands for changed conditions until he formulated them and presented them to the employers, not as a workman himself, but as a professional friend of labor. He succeeded in keeping the strike going for four months at a wage cost to the workers of more than a million dollars, and then with his wife traveled two months abroad with the money he had made out of it. At the present time two strikes are supposed to be in progress here, one of the boiler makers and machinists in the employ of the Pere Marquette and the other of the linemen in the employ of the Commonwealth Power Railway and Light company. In neither instance did the men have a grievance or complain in any way of the treatment that was accorded them. The self appointed leaders from nobody seems to know where discovered the grievances for them and ordered the strike, and the strike is still on. The men who want to work and need the money for the support of their families are compelled to be idle with the rest and, in the meantime, the two leaders are living at a very good hotel, riding in automobiles and having a good time—all at the expense of the workmen who are in idleness. Neither strike will win and nobody knows this better than the two leaders, but they are talking big, and lying a lot and this, no doubt, will continue as long as the workmen continue to contribute. When the two strikes peter out, as they certainly will, then the leaders will disappear and their dupes will rustle the best they can for such jobs as they can get.

The profession of labor leading may be profitable and it may be easy, but

it is a profession that knows neither honesty nor sincerity of purpose. It may place the leader temporarily in the lime light in a way to tickle his vanity and make others believe him great, but this carries with it the necessity of a quick getaway when the light goes out. It is a profession that should be agreeable to those who enjoy getting others into trouble and to those to whom the sufferings of others do not appeal. It is a profession that no honest or decent man would take up. This, perhaps, best explains the character of the men who do follow it.

BRAZEN HOLD UP.

The Association of Commerce did itself credit in refusing its endorsement of the trade and labor council's proposed labor day souvenir. The souvenir, following the usual custom, will probably show the pictures of a few unscrupulous labor "leaders," a pretended programme of what the labor day celebration will be, a contribution or two in praise of unionism by some fool preacher or crafty politician and then as many pages of advertising as there are gullible or timid merchants and politicians to be found willing to pay the price—or afraid not to. The souvenir, as issued under the auspices of the trade and labor council in the past, has been a brazen hold up—maintained by terrorism and tactics akin to blackmail—possessing absolutely no advertising value and of benefit only to the grafters who get it up. The merchants of Grand Rapids have had many exasperating experiences with such "souvenirs" in the past and, no doubt, the firm stand of the Association of Commerce will meet their hearty approval. The switchmen's union recently issued a souvenir which cost the merchants and others in Grand Rapids something like \$5,000, with not 5,000 cents of value accruing to those who took space in the publication. This souvenir was issued ostensibly for the benefit of the sick benefit fund of the union and advertisements were solicited on the theory that it would help a worthy cause. Two solicitors received \$6 a day each for nearly six months from the proceeds, and other expenses reduced the amount to be added to the sick benefit fund to about 25 per cent. of the actual receipts. Of every \$1 paid in, 75 cents went to the promoters and 25 cents to the sick. In the labor day souvenir, the division of the receipts are on identically the same basis, but the 25 cents, instead of going into a sick fund or for some other good cause, are to be used for the employment of walking delegates, strike breeders, trouble makers, professional friends of labor and others of the same ilk. This city and its industries have had enough trouble from this gentry in the past and is having its troubles from this source to-day. For the merchants to contribute even 25 cents of every dollar they put into the souvenir would be to further embarrass the manufacturers who are endeavoring to uphold the open shop and the right of every man who wants to work the right of employment without

taking the obligations of unionism. The Association of Commerce is to be commended for the action it has taken and should be encouraged to stand firm. Not only is a miserable graft thus headed off, but industrial peace in Grand Rapids and honest labor are issues involved in the question.

FUTURE MERCHANTS WEEKS.

By the time this issue of the Tradesman reaches its readers, Merchants Week for 1913 will have nearly completed its course. The unqualified success of the event this year has probably placed an effectual quietus on the agitation in certain channels that Merchants Week be dispensed with hereafter. In the opinion of the Tradesman the wholesale dealers of Grand Rapids cannot afford to abandon Merchants Week, because it means too much to the retailer. It gives him an opportunity to touch elbows with his fraters from all parts of the State, compare notes, swap suggestions and reach valuable conclusions. Suggestions being in order, it occurs to the Tradesman that the value of Merchants Week to the average retailer could be very materially enhanced by elaborating the educational features heretofore presented by such additions as the following:

1. Actual examples of store windows, good and bad, with printed explanations which the dealer can take home with him and study at his leisure.
 2. Talks and papers on the best methods of combating mail order competition.
 3. Exposures of the grafting tactics of labor unions, churches, school societies, etc., in getting up programmes and souvenirs which have no advertising value whatever and are published solely for the graft there is in them for the promoters.
 4. Illustrations of store interiors, showing model and modern methods of displaying goods and arranging stocks.
 5. School for clerks, with personal illustrations showing how to teach them politeness, affability and salesmanship.
 6. Talks on the ratio of expense a retail business can sustain and the proper profit necessary to cover cost of doing business and leave a safe margin for the merchant.
- The Tradesman has long believed that educational features of this character would add very materially to the value of Merchants Week to the average merchant and intensify the interest felt in this event by the retail business men of Michigan.

Don't be a "twister" in business. Don't misrepresent, disparage, underestimate and underrate your competitor. There is room for all of us to do an honorable business, and the man who adopts Indian tactics, scalping friend and foe alike in his rush for business, is liable to be classed as a pirate in the scale of good society.

To establish permanently satisfactory relations with a customer, it is essential that all transactions be mutually beneficial.

MEN OF MARK.

J. G. Kalmbach, of Rindge, Kalmbach, Logie & Co.

America for many decades has been considered, and rightfully, the great land of opportunity. The strongest proof of its right to this name is its vast number of so-called self-made men. What other country in the world to-day can boast of so many men of high standing in business, financial and social circles, who have risen from a lowly beginning, as a result wholly of their own efforts? In the United States the most prominent and the most dominant figures in public and social life, as well as those controlling the business and finances of the country, are men who started with a small beginning, and because of the opportunity afforded and as a result of their having grasped this opportunity rose to the high positions they now fill. This country has been made what it is notably through the efficient efforts of these self-made men. Readers of this paper have no doubt often been struck with the few exceptions among these sketches to the rule of men who have started in a small way and who fought their way to the front.

The subject of this article is no exception, but is one who started at the bottom, fought his way up, and has made such a success of manufacturing shoes that he has obtained a place of prominence among manufacturers of his class and has prospered financially to the extent that he has long been on the sunny side of Easy street.

John George Kalmbach was born at Pfalgrafenweiler, Province of Wurttemberg, Germany, April 19, 1835. His father was a shoemaker, who died when he was 2½ years old. His mother died six months later and he was brought up by an uncle and aunt who treated him as their own child. In fact, he always regarded them as his parents and always speaks of them in the highest terms of respect. He attended the common schools of his native village from 6 to 14 years of age, when he entered a shoe shop as an apprentice. He spent two and one-half years in this shop, when he came to America, with the small legacy left him by his parents and which had been carefully husbanded by a guardian. He was unable to save anything from his wages during the time he was an apprentice because there were no wages. Instead of being paid to learn the trade, as is the custom nowadays, he had to pay his employer to teach him the business. On arriving in America, in 1852, he went to Ann Arbor, where he found shoemaking so much different than he had been accustomed to that he served another apprenticeship of two years. His knowledge had been altogether with sewed work in Germany. In America he found that pegged work was more common and he undertook to perfect himself in this branch. On the completion of his second apprenticeship he found himself well versed in the rudiments of the business, being able to make a shoe from start to finish, for the

smallest child or the biggest woman, and men's boots. In the spring of 1854 he came to Grand Rapids to secure work at his trade. His first employment was with Tanner Taylor, who conducted a shoe shop in the building where the Tower block now stands, as well as a tannery in the stone building on Coldbrook Creek, which was partially destroyed by fire a few months ago. From the second story of the shoe shop where Mr. Kalmbach worked he could see the steamboats come up the river and tie up at a landing in the rear of the building. After working for Tanner Taylor about a year, he secured employment with Perkins & Woodard, with whom he remained for several years. He relates many interesting reminiscences of the meth-

pulled up stakes and went to Bloomington, Ill., where he worked a month or two. From there he went to Toledo, looking up a place to locate, but at the end of a year returned to Grand Rapids, convinced that no town possessed greater advantages than the Valley City. He thereupon formed a copartnership with his cousin, Godfrey Kalmbach, under the style of J. G. Kalmbach & Co. and engaged in the shoe business on his own account on what is now Monroe avenue. At that time L. J. Rindge & Co. were engaged in the retail business at 16 Canal street and Christian Bertsch and Henry Krekel were engaged in the shoe business where the Widdicomb building now stands, under the style of Bertsch & Krekel. In 1870, all three shoe

the retail business concentrated at 16 Canal street. Mr. Kalmbach took charge of the factory while Mr. Bertsch looked after the buying and Mr. Rindge took charge of the finances. Neither encroached on the other's department, although they met each evening and compared notes.

About this time Mr. Logie became an important factor in the business. He had been Mr. Rindge's valued assistant for some years and worked up from errand boy to salesman and from salesman to traveling representative. As Mr. Rindge relinquished his road work Mr. Logie gradually took it up, becoming, in time, a very valuable and trustworthy assistant.

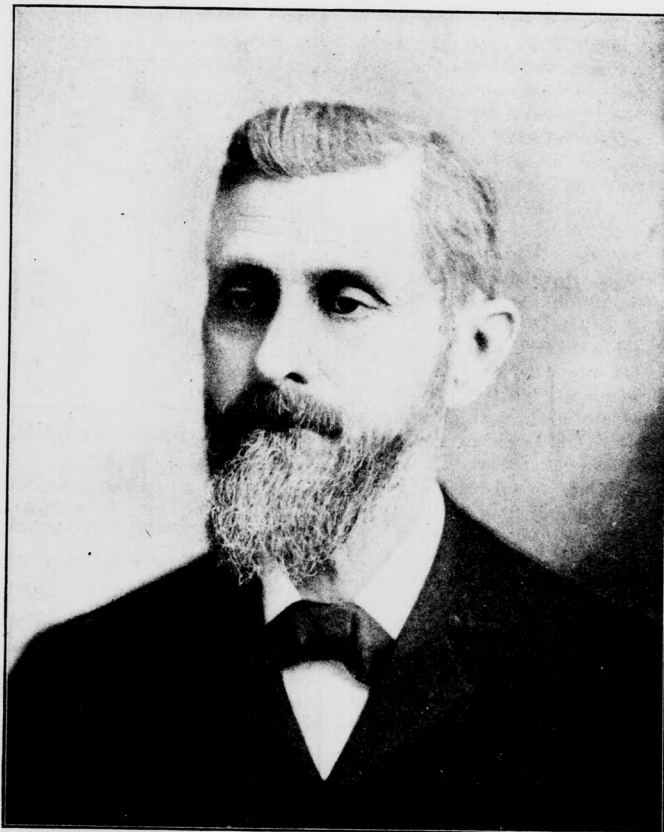
On the removal of the business to Pearl street, the firm name was changed to Rindge, Kalmbach, Logie & Co. Mr. Kalmbach continued in active charge of the factory until after the removal to the new building, retiring in 1901 on account of ill health. He has since that time given the business very little attention, except in an advisory capacity.

Mr. Kalmbach has been married three times and has three sons, George, who has long been connected with the house in the traveling and purchasing departments; Fred, who is house salesman and Alfred, who is a graduate of the State University at Ann Arbor on the engineering course, and is connected with the office of city engineer. Mr. Kalmbach resides at 622 Fairview avenue, where he has lived since 1870. He was formerly a member of the Lutheran church but, on coming to this country, united with the German Methodist church on Second street. He has long been a trustee of the organization.

Mr. Kalmbach has many interests in other institutions, but is not actively identified with any of them. He was for several years Vice-President of the Grand Rapids Paper Box Co. and is now President of the Snyder Furniture Co.

Mr. Kalmbach attributes his success to hard work and understanding his business. He found early that by making good goods he could get better prices than other houses, which took less pains in the selection of stock and in keeping the quality of his output up to a high standard. He pays a high tribute to his business partners. He said they had confidence in each other, working ten or twelve hours a day and longer if necessary. By reason of this team work, the institution with which he was connected was able to make a most remarkable growth.

Mr. Kalmbach is known among all his personal and business friends for his honesty and integrity. He is never given to extravagance and leads a simple life. The rigors of his early struggles and the hard work by which he gained a secure foothold in the world of affairs are now matters of memory doubtless more dreamlike than real, but afford a serenity of later life perhaps compensating for earlier hardships. Because of his established reputation as a successful and honorable business



JOHN GEORGE KALMBACH

od of paying wages in those days. It was next to impossible to get money with which to meet payrolls or other obligations. Wheat and wool were about the only crops grown here that brought money into the country. The employee carried a pass book, in which the employer entered every Saturday night the amount coming to him. He could get orders for hardware, groceries, lumber, clothing and meat, or he could take wild cat scrip, which might be good and might not be good. Mr. Kalmbach pays a high tribute to the integrity and high standing of Perkins & Woodard—both now dead—and he remained with them as their foreman until they dissolved partnership. He subsequently worked for William Reardon and Henry Krekel, who had come here from Detroit and started a shoe shop where Powers Opera House now stands. He then

stores were consolidated under the style of L. J. Rindge & Co. The J. G. Kalmbach store on upper Monroe avenue was given up, the other two stores being continued. Manufacturing was conducted on a small scale at 16 Canal street, it being found that manufactured goods gave much more satisfaction than the goods purchased in the East, which were mostly cheap in price and inferior in quality. At that time no shoes were worn to speak of. Everybody wore boots. The farmer had his stogie boots, with an extra pair of calf boots to wear Sundays and holidays, if he could afford it. Everything was hand work. There was no machinery, but as the business expanded machinery came into use, although many changes had to be made on account of the early machinery not being perfected. The retail store in the Rathbun house corner was given up and

man and his companionable graces generally, Mr. Kalmbach naturally has many friends, and in social, civic and other departments of private life he is recognized as justly entitled to leadership and the respect and confidence of the community at large as well as of his close associates and friends.

Mr. Kalmbach's life and record, like those of others of his successful compatriots, have not only spanned the extremes of penury and notably substantial success, but a wide gulf denoting powers of self help, affording a fine example and an inspiration to the youth beginning life with dependence solely upon his own resources and efforts. Really great achievements of this order have very generally been inspired by this same self-dependence and for the reason that its absence is apt to displace self-reliance and to blunt the keen edge of any ambition with which the young man may have been endowed by nature. Such a record is something fittingly to be proud of and to emulate.

Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, June 10—Kalamazoo Council held its regular meeting last Saturday night, instead of the second Saturday of the month, to initiate two new members who wished to attend the Grand Council meeting in Grand Rapids and to attend to final preparations for what promises to be the largest and best Grand Council meeting ever held in the State. Our Council will leave over the G. R. & I. road at 8 o'clock Friday morning, accompanied by the Battle Creek members, who will arrive on an early car from the Food City. Fisher's band of fifteen pieces will be very much in evidence and will furnish the music for the trip. Stop will be made at Plainwell to take on the members of our Council who live in the "prettiest village in Michigan."

Our Senior Counselor, Frank H. Clay, is confined to his bed threatened with an attack of typhoid fever, but the doctor thinks he has the case well in hand and that Frank will be able to attend the Grand Council meeting with the rest of the boys, unless the fever increases during the week.

Myran A. Crooks expects to be out at his regular duties in a few days. He has been laid up by a fall since the early part of February.

A. S. Van Bochove has severed his connection with the local branch of Lee & Cady and accepted one with Clark, Coggin & Johnson, coffee roasters of Boston, roasters of the brand of coffee known as "Puritanated," made famous by our present Grand Junior Counselor, E. A. Welch. Here's success to you, Art. But Art, beware, when you meet "Pop" Heath again. He will be looking for you.

By the way, it will soon be July and "Pop" Heath will be back again and we will be glad to welcome him. A fairer man to his competitors and a more perfect gentleman in every respect never joined his services with those of the Kalamazoo boys with

whom he worked and no man in the specialty line ever won as many friends in a short time as our dear friend "Pop."

Beginning Friday night, June 27, when the grocery salesmen of Ohio, Indiana, and Michigan have turned in their orders and collections, there will be one wild scramble for the woods and lakes to see who will be the first one in at the "old swimmin' hole" or the first man out on the lake Saturday morning to make a try for the biggest bass ever caught. In these three States for some time past they have been trying to get together on the vacation business and have the salesmen take the same week for a vacation and do away with the immense task of sending out a man to cover the territories of each man while he has his week's outing. This has usually been taken care of by sending out a man from the house and by the time the summer was over, some one had to do double duty all of the time in order to give the salesman his vacation. This custom of having all the salesmen take the same week and sending no one out to cover his week, has been in practice in some of our sister states but this is the first time it has been tried out in Michigan, there always being some one who would not fall in line. It is an easy thing for the merchant to send in his order that week or anticipate his wants the week before and it will make it a whole lot easier for the men inside who have to attend to this work. The salesman who might be out during that week is likely to meet with a very cool reception from the dealers as they have fallen in with the idea very kindly.

The Thursday before Decoration Day it rained. We wanted to go to Hamlin Lake, north of Ludington, to see how things looked up there since the dam had gone out and lowered the lake. We always spend our vacations at Camp Arcadia, on the upper lake, and so thought it would be a good chance to get the lay of the channel so as to know more about "muskie trail" where they get the big muskellunge. We started at an early hour in the afternoon and before going far found that we had some more wet coming. It rained all of way to Muskegon and only took seven hours of slow and careful driving. The worst roads last fall north of Muskegon we found had been converted into State roads, with the exception of the sand from Montague to New Era. Dr. and Mrs. Weinberg and daughter, Barbara together with my wife and daughter made up the party. We are all pretty good sports when it comes to making a trip and going fishing. The fog horn on Point Sable was blowing all of the time, we were there and the fog was drifting continuously over into Hamlin so we did not fish the lower lake. Of course, I got my usual black bass out of season and had to throw them back as also did Mrs. Hopkins. (Ask Fred Richter about the veracity of that—he will ask my wife.) Just as we were returning to camp, I got one that looked sure enough a winner of all bass records and I was

blaming my luck for getting the big ones when I had to put them back. I did not care whether I got it or not, so I did land the fish. He was the biggest specimen yet, could not get him in the landing net so had to wait for a favorable opportunity and land him by putting my hand in his gills. We weighed him and we did not put him back for he weighed sixteen full pounds. He looked like one in the water all right and fought like one all right, but the boys insisted he was a "silver bass—alias sheep-head." Anyway, I have the lucky stones out of his head to prove that I caught him. The weight, you will have to prove by asking Fred and he will ask my wife. Then you can believe it or, better still, phone the Doctor. He says eighteen pounds.

See you Friday and Saturday in Grand Rapids and tell you all about it. So long. R. S. Hopkins.

Jaunty Jottings From Jackson.

Jackson, June 10—E. I. Musliner, Jackson, Louis E. McQuillan, Jackson, and Curtis A. Sackett, Albion, are the newly made members of our Council. After the initiation they each gave a talk, showing that they were well impressed with our organization and they will make good U. C. T's. The meeting was a good one all the way around. Al. Brower, Steve E. Lewis and Dean Fleming gave talks along the line of spending money and Jackson Council was

caught by these orators and is going to do it. More about it will be said later and in these columns, too.

Ex-Mayor D. C. Sauer succeeds the firm of Sauer & Haefner in the grocery business. Mr. Sauer will, undoubtedly, continue to hold the large business which the firm has enjoyed for many years.

Wm. M. Kelly, on Morrell St., is now a Pop Corn King, having purchased an interest with Hart & Howell, proprietors of the Sure Pop brand. They have booked a large business for fall delivery and are now busy distributing the seed to the farmers in the vicinity of Brooklyn. Mr. Kelly has resigned his position on the road.

Olds & Freeman will open an up-to-date grocery store in Ypsilanti on Saturday, June 21. Len Olds knows the business from A to Z, having had experience on both the buying and selling ends. We predict a bright future for the new firm. Spurgeon.

The man who has piled up a fortune never wasted any time wishing he was rich.

Never let your tongue wag on the hinges of malice and untruth.

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

"THE BEST PLACE FOR A DAY'S VACATION" RAMONA REED'S LAKE GRAND RAPIDS L. J. DeLamar, Park Manager

Many New Features this season. Don't fail to visit The Double Whirl, The Pony Liv-
ery, The Indian Village, The Giant Coaster and the numerous other amusement devices.

Ramona Theatre always has a good show at popular prices.

The Dancing Casino is carefully conducted and enjoyable.

And it's just the place for a picnic. Write the Park Manager for information.



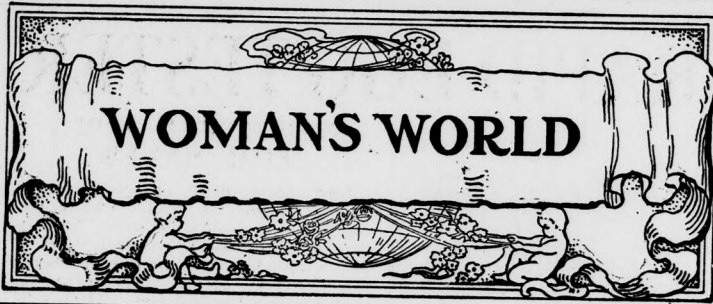
Klingman's Sample Furniture Co.

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



The Pros and Cons of Corporal Punishment.

Written for the Tradesman.

In a recent article a few very common mistakes in the government of children were pointed out. Whenever the subject of family discipline is touched upon, the mooted question of which is better and more efficacious, moral suasion or corporal punishment, naturally arises.

This much is undeniable, that along with the old methods of travel and transportation, of heating, lighting, and what not, the use of rod and ruler, the ancient stand-bys for maintaining parental and pedagogical authority has very largely "gone out," at least theoretically, in sections peopled by the more refined and intelligent classes. Flagellation in all its forms has fallen into a certain disrepute. A humorous-minded editor a short time ago while commenting to the effect that

"Well may the small boys tremble as they view

The tariff bill that sends 'free shingles' through;"

expresses his further hope in this wise:

"Oh for the day when this lambasting medium

No longer may relieve domestic tedium!"

And still many mammas, sorely perplexed and perhaps driven to the very verge of desperation by the incorrigibility of their offspring, occasionally call in Dr. Spankster, feeling that things have gotten to such a pitch that something must be done, and that all other resources of restraint and control have been exhausted; and still boys who are in the "going up fool hill" stage of development are sometimes summoned to the wood-shed or the coal house or the basement and summarily dealt with by stern sires, who use whatever "lambasting medium" comes handy.

But all such happenings are kept very quiet in families that consider themselves progressive and up-to-date, and are referred to only with apology and shamefacedness, like any other temporary reversion to barbarism.

Now are there better ways of dealing with children than by any form of corporal punishment? Should the infliction of physical pain, even the slightest, be classed as a mistake in government? And ought the parent or teacher who makes use of whip or strap for correcting youthful misdemeanors, scourge his own conscience as one who has committed a moral blunder?

These, while by no means new, are

pertinent questions for all who have the management of children to consider.

Never before was the use of brute force so repellant to the instincts of thoughtful and considerate persons as it is now. A father or a mother holding sway over children through superiority in mere physical strength—the idea goes against us. Never before was the use of all forms of corporal punishment by teachers at school so frowned upon by public opinion and hedged in by restrictions as at the present time. That famous word painting of Robert G. Ingersoll's describing the big, angry, red-faced, brutal father chastising the small, weak, cringing boy, wincing under the parental stripes; the suggestion to have a photographer come and take a picture while the very act of administering a whipping is going on; and the keen sarcasm regarding the comfort it would be to look at the picture while visiting the little boy's grave (the little boy having died)—this somewhat melodramatic effort of the great orator probably did not take hold of an audience as keenly when it was uttered some thirty years ago as it would now. The moral suasionists have aroused us thoroughly to a perception of all the ugly features of corporal punishment.

There is, however, another side to the question. The moral suasionists, while they have been successful in convincing us that government by physical force is not right, have neglected to make clear just what means always can successfully be employed in place of physical force. They have destroyed the old faith in the rod; they have failed somewhat in the constructive work of supplying something to take its place.

It might also be said in criticism of the present-day "moral" methods of government, that under them hardly so large a proportion of boys and girls turn out well as under the old less humane regime.

In breaking away from the old methods, often needlessly and cruelly harsh, perhaps it is only natural that for a time we fly to the other extreme and err from excess of gentleness. While the picture of a parent maltreating a puny, helpless child is repulsive in the extreme, the other picture (now, alas! by no means rare) of loving, considerate, conscientious parents pleading and trying to reason with headstrong, disobedient boys and girls who are utterly hardened to parental prayers and tears, is scarcely more pleasing and can bode nothing but ill for the future. In reply to Ingersoll's argument that the

boy may die and then the father will be sorry he ever punished him, it can be said that the boy may live and the father be sorry that he didn't punish him. In fact about the only practical way to get along with healthy, normal children is to deal with them on the supposition that they will live.

There is great difference in the dispositions of children—some can be reached in one way, some in another. In the same family one child may be easily and quickly brought to time by the infliction of some very slight physical pain, while another has to be "nearly killed" before he will yield to superior force; and of the latter it may be true that a little patient reasoning with him would have answered far better than flogging. It is the parent's business to make a study of temperaments, and to deal wisely with individual tendencies and needs.

The practical person looks out for results; he is not so fastidious as to means but that if one thing fails to work he will try something else. It may be well for a parent not to be so tender-hearted nor so irrevocably committed to the theories of moral suasion as to be unable to use corporal punishment should it be necessary to do so in order to curb disobedience and maintain authority. Children are not likely to need punishment at all frequently if they know they are in the hands of a person of resolute will, who will not flinch from taking the means necessary to carry his wishes into effect.

Wherever punishment, corporal or otherwise, is of frequent occurrence, be sure there is something wrong. Ordinarily there should be no feeling of antagonism between parents and children, but instead, mutual confidence and friendliness and love.

Always it should be borne in mind that children are not apt to be made good by punishment. Punishment may be necessary as a restraint, a check against wrongdoing. But the incentive to right action, the inspiration that makes for the upbuilding of character—happy is the parent who can supply these: he or she will have little occasion to use means of correction.

Interest the boy in earning money and starting a savings account; the girl in making her own clothes and keeping her wardrobe in order; incite either the boy or the girl to make a good record at school or to any other worthy youthful ambition, and you do away with the necessity for punishment.

Quillo.

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Wholesale Gas and Electric Supplies

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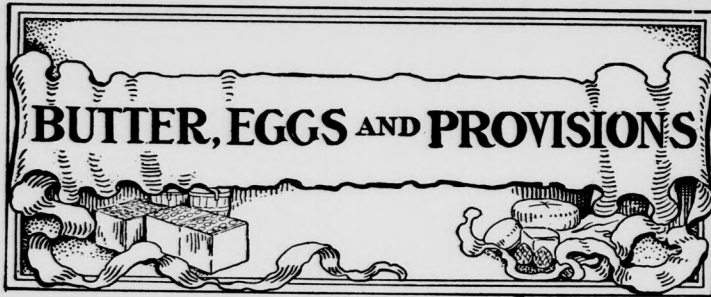
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Wholesale Distributors of

DWINELL-WRIGHT COMPANY PRODUCTS



Michigan Poultry, Butter and Egg Association.

President—B. L. Howes, Detroit.
Vice-President—H. L. Williams, Howell.
Secretary and Treasurer—J. E. Waggoner, Mason.
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Handling the Provision Counter.

Written for the Tradesman.

Every year the provision counter is becoming an increasingly important branch of the retail grocery business. The demand for ready-to-eat materials seems to steadily increase, and good profits are realized by catering to this branch of the trade.

Hence, the provision counter will repay the grocer for a little extra expenditure of time, thought, effort and money.

The first essential is to provide a separate counter. It may be small, but it should serve to keep the provision department separate to a certain extent from the main stock, and particularly from such articles as soap, coal oil and similar lines that have a tendency to impart to things about them a disagreeable odor.

Cleanliness is vital to the success of the provision counter. It is not sufficient that the counter should be clean; it must look clean. The old time wooden counter cannot compare for attractiveness with a modern, marble-topped counter, or even an oil cloth covered counter—though scrubbing may have made and may keep the wooden counter just as clean for all practical purposes. Any fixture that accentuates the impression of whiteness and spotlessness easily pays for itself in the long run.

Providing a separate counter for the provision department serves to emphasize the existence of such a department. The average customer if he wants cooked ham knows that he can purchase it in almost any grocery; but the presence of the provision counter before his eyes is a standing invitation to him to purchase, even where he may have had no such thought when he entered the store.

The equipment, to give the best satisfaction, should include a meat slicer and a computing scale. The refrigerator, with the bulk of the stock, should be conveniently located. A glass case on the counter enables the grocer to display his line of goods free from the attacks of the flies which are the worst bane of this branch of the grocery business. The meat slicer is usually found to be a business getter; in most homes the good carving knife is conspicuous by its absence, and the appliances for cutting prepared meats are very primitive with the result that the meat, torn off rather than sliced, does not

look well on the table. The meat slicer provides the customer with his meat in a pleasing and attractive form.

To keep the cheese free from dust and dirt, and the extremes of drying out and excessive moisture, a glass cover should be provided. With a marble topped counter, such a cover can be hinged to the counter and easily tipped back, and closed again at once after an order is filled. With this handy convenience, the cheese is always on display—an important factor in attracting business.

Experience shows that it pays to handle quality goods at the provision counter. By stocking the very best in cooked and smoked meats, the merchant can be sure that he will please and satisfy his customers. He will, also, minimize the danger of loss through deterioration in his stock. Bargain prices in provisions always carry a certain amount of suspicion with them; and the average buyer prefers purchasing what he is sure is good to purchasing what is merely cheap. The memory of the quality lingers after the price has been paid and forgotten; and it is by leaving pleasant memories with his customers that the dealer in edibles can best ensure a return of their patronage.

Above all, cleanliness is positively demanded. Dirt, flies, odors, meats left uncovered, scraps and odds and ends littering the counter, easily destroy the good impression which modern fixtures create. The counter should be kept clean. So should its entire vicinity. The man who handles this branch of the business should keep himself clean.

In hot weather white netting can be used to cover the meats and will create an impression of care and cleanliness that goes a long way to influence the customer.

William Edward Park

Cold Storage of Fruit Seeds.

The storage of all kinds of fruit seeds, nuts and the stone of stone fruits in cold storage is now quite a business in some places. Under natural conditions these seeds are subjected to a frozen temperature, and, therefore, in cold storage they should be held below the freezing point. The common method of doing this is to freeze them in the cans, and then hold them below the freezing point until wanted when they may be thawed for planting. The temperature at which they are held after freezing is not important as long as it is below the melting point.

Anticipated pleasure seldom pans out right.

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. Can be used wherever electricity is available. Can candle 36 eggs in one minute. Supplied in two sizes.

Three dozen size, \$5.50 complete
One dozen size, 3.50 complete

Transportation charges prepaid. Use the "Tester" 10 days. If not entirely satisfactory, return to us at our expense and we will immediately refund your money.

Distributors: Symons Bros. & Co., Saginaw, Mich.; Gustin, Cook & Buckley, Bay City, Mich.; Clark & McCaren, Bad Axe, Mich.

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

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

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JOBBER AND SHIPPERS OF EVERYTHING IN

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

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Receivers and Shippers of all Kinds of

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GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

Cold Storage Prejudices Exploded.

A bulletin by George K. Holmes, Bureau of Statistics, U. S. Department of Agriculture, entitled "Cold Storage Business Features," presents a thorough study of the cold storage business with reference to production and marketing. In these days, when so much prejudice exists against cold storage, the producer believing that storage is used for the purpose of depressing prices to him, while the consumer thinks it is employed to keep up the selling prices, an impartial investigation of this sort is very helpful. It is impossible within the limits of this paper to reproduce a bulletin covering 86 pages, and only the briefest abstract is given. Suffice to say that the conclusions stated by Mr. Holmes are borne out by numerous tables compiled from reports of warehouses and other sources, which it would be well for the producer as well as the jobber and the retailer to study.

The bulletin also disposes of the prejudice against cold storage foods which is based upon the belief that such foods are kept in storage so long as to permit deterioration, not only of quality, but also of wholesomeness. It is here shown that the average length of storage is entirely too short to bring about any such results, provided that the articles are in good condition when placed in storage.

The trend of the conclusions stated in this publication lends strong support to the views repeatedly expressed in these columns to the effect that cold storage legislation should concern itself less with the time of storage than with the inspection of articles before they enter storage, if, indeed, any legislation at all is necessary. Except for the public clamor that has been caused by a prejudice which has very little foundation in fact, there is perhaps no need at all for such legislation. But at any rate, if legislation is enacted, it should take hold of the problem at the source, which is the point when the food enters the warehouse.

It might perhaps be well for the committee of the Association of Food Officials to revise the draft of a cold storage law which it published a few months ago and pay more attention to this aspect of the case.

Changes of Flavor in Storage Butter.

The great activity of the U. S. Department of Agriculture in the investigation of problems engaging the attention of the butter industry finds fresh illustration in the issuing of Bulletin No. 162 on "Factors Influencing the Change in Flavor in Storage Butter," which goes into the question presented by the title with commendable thoroughness.

It goes without saying that so delicate a problem is not exhausted in a work of this kind, ambitious and extensive though it be.

Flavors in food articles are of the highest importance to the consumer and hence to the producer and dealer. Flavor, contributing perhaps the most essential element of enjoying the food, is an all-important factor in digestibility and consequent benefit to the

human race. In butter, particularly, it is by all odds the chief consideration. Yet it depends upon substances present in such minute quantities and frequently generated in such obscure ways that it is exceedingly difficult to fix the substances by chemical analysis or discover the processes by either chemical or bacteriological examination.

The present work makes no pretension to solving the problem of changes of flavor in storage butter. It does, however, contribute suggestions which may be helpful in that direction, and if this so proves they will go towards the abatement of the one really substantial criticism of storage butter. If it should become possible to preserve the flavor of butter through a long storage period, the consumer will be able to enjoy this delicious relish in its full beauty at all seasons, while the producer and the dealer will save the loss from the decline of flavor which he suffers in present circumstances.

Deer as a Source of Meat-Supply.

There has been advocated the scheme of raising deer as a source of meat supply in this country. It is believed by many experts that deer-farming could be made as profitable as any other live-stock industry. It has been pointed out that the Virginia deer and the Rocky Mountain elk are best suited to this purpose. Elk have been acclimatized in many parts of the world and everywhere they show the same vigor and hardiness. They adapt themselves to almost any environment, and their increase under domestication is equal to that of ordinary cattle.

It is contended that there are large areas of rough land in the United States, like the Ozark and Allegheny regions, where elk could be profitably raised. The Virginia deer is adaptable to almost all parts of this country and thrives on land unsuited to horses.

Kaiser Approves of Oleo.

Kaiser William of Germany is to start an oleo manufactory, according to advices from Berlin, and is to bloom forth as a full-fledged manufacturer in Prussia.

Prussia has no oleomargarine factory, despite the ever-increasing demand for it among the thrifty Germans, and the Kaiser's advisers, ever on the look-out for a "good thing" for their master, have seen the financial possibilities in supplying the want.

Oleomargarine manufacturers are highly elated at this imperial championing of their product, which quite recently the agrarian party in the Reichstag suggested should be dyed in order to disgust purchasers from persisting in consuming so unwholesome a product.

Redeemable Only By Merchants Who Issue Them.

F. G. Nuechterlein, Cashier of the Frankenthuth State Bank, Frankenthuth, recently wrote to the Attorney General's department stating that several merchants of his town have made contracts for trading stamps with the People's Legal Stamp Co., of

Detroit and he wants to know whether the merchants are prohibited from dealing with some other stamp concern. He received the following reply:

Lansing, May 10.—I have your communication relative to a contract between certain merchants of your village and the Legal Stamp Company, of Detroit. You desire to know whether the contract submitted is legal, and whether merchants who signed the contract are thereby prevented from dealing with some other trading stamp concern.

In reply thereto would say that in my opinion this contract probably falls within the prohibition of Act 244 of the Public Acts of 1911, known as the Trading Stamp Law. If the stamps issued by the People's Legal Stamp Company and sold to merchants to be given away with purchases are redeemable by any person or corporation other than the merchant giving them away, unquestionably they would be a gift enterprise within the meaning of the above act and would leave the parties liable to criminal action and punishment. The contract itself under such circumstances would be absolutely void for any purpose and, therefore, could not be enforced by the Trading Stamp Company as against the merchant. On the other hand, if the scheme does not fall within the provisions of the above act, the matter is purely a private contract between this stamp company and the merchants of your village, and I would not be at liberty to advise you with relation to the same. In such a matter your merchants should consult a private counsel.

Grant Fellows, Attorney General.

He's a good man who sleeps all the time.

All Kinds of
Feeds in Carlots
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Wykes & Co., Grand Rapids Mich.
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Michigan People Want Michigan Products

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

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

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Hides, Pelts, Tallow, Furs and Wool
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Established 1862
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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.

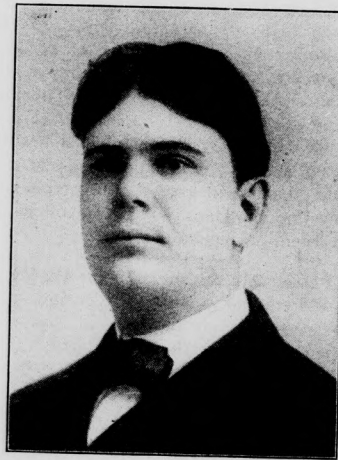
Chairmen of General Convention Committees U. C. T. Grand Council Meeting



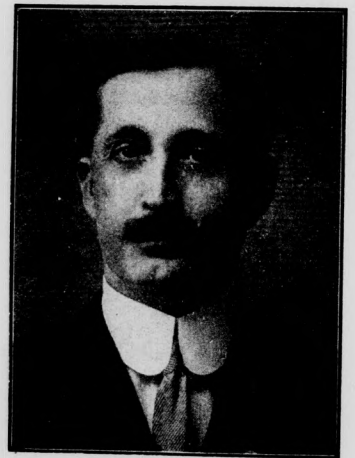
HARRY D. HYDORN, General Chairman



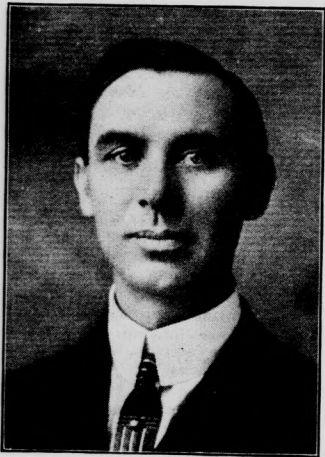
MRS. HARRY D. HYDORN,
Chairman of Ladies' Reception Committee



FRED R. MAY, Convention Secretary



J. HARVEY MANN, Convention Treasurer



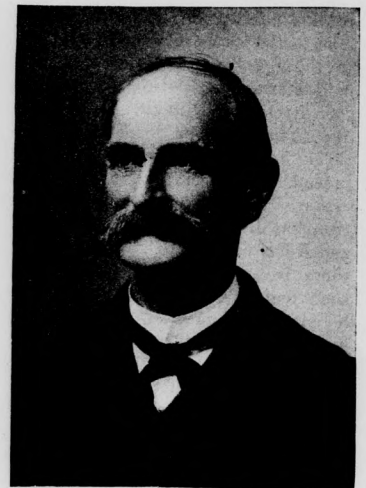
O. W. STARK, Finance



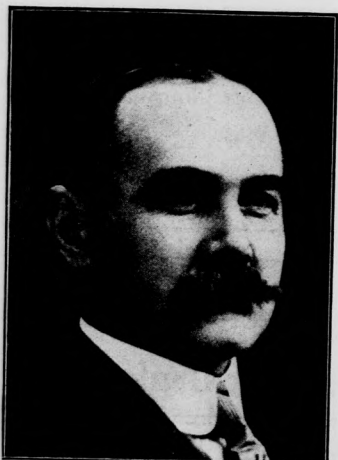
A. N. BORDEN, Sports



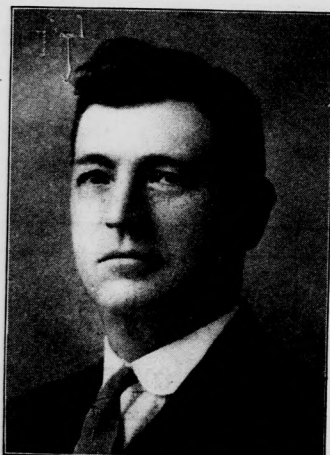
JOHN H. SCHUMACHER, Registration



A. T. DRIGGS, Grand Council Chamber



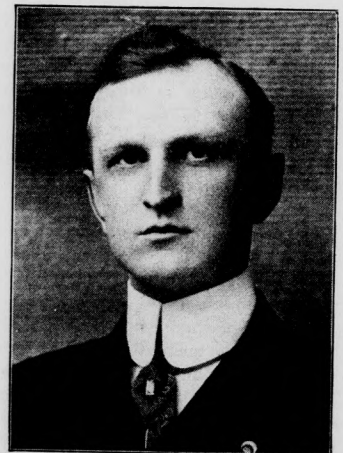
HOMER R. BRADFELD, Press and Adv.



C. A. YOUNG, Decorations

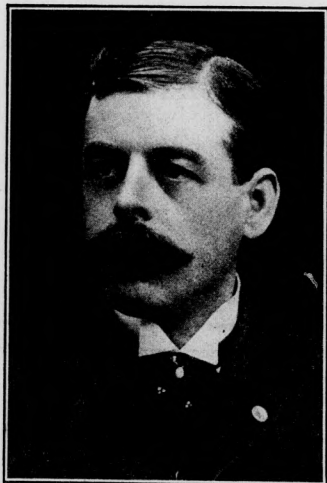


H. F. MCINTYRE, Souvenirs and Badges



R. M. RICHARDS, Hotels

Chairmen of General Convention Committees U. C. T. Grand Council Meeting



H. FRED DeGRAFF, Parade



F. E. SCOTT, Bus and Baggage



H. C. HARPER, Reception



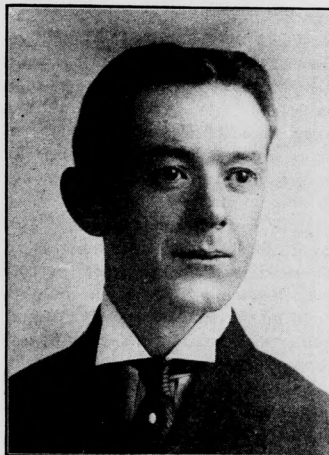
W. S. BURNS, Entertainment



FRED E. BEARDSLEE, Automobile



C. C. HERRICK



E. J. MacMILLAN, Invitation



JOHN D. MARTIN

Twenty New Members Join M. K. of G.

Port Huron, June 10—I am enclosing herewith a report of the Board of Directors meeting held last Saturday. The meeting was very harmonious and every member present was optimistic regarding the future of the Michigan Knights of the Grip. Twenty new members were received in May and up to this date this month five more have been added. Some of our members are hustling for the good of the order, among them John A. Hoffman, of Kalamazoo, Fred Brueck, Jr., Saginaw, F. N. Mosher, Port Huron, H. P. Goppelt, Saginaw, and many others. The Board feels grateful to all who are pushing this good work, for we want to go to the Grand Rapids convention in December with a bigger and better organization than ever before.

W. J. Devereaux, Sec'y.

Meeting of the Board.

The regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at the office of the Secretary-Treasurer, in Port Huron, June 7. The meeting was called to order by President F. L. Day. All officers of the Board were present, except John Q. Adams, of Battle Creek. Letter from the one cent postage association was acknowledged and placed

on file, carried.

Letters from several beneficiaries were read and, on motion, placed on file. President Day stated that he would have a complete report for our next Board meeting.

The Secretary-Treasurer made the following report, which was approved by the Finance Committee:

General Fund.
Balance on hand March 8\$411.08
Receipts from annual dues 37.00
Total\$448.08

Disbursements.
J. D. Martin, expense to Board meeting\$ 11.81
F. L. Day, expense to Board meeting 9.45
J. Q. Adams, expense to Board meeting 10.09
Courtney Bros., printing 38.50
W. J. Devereaux, salary 106.00
W. J. Devereaux, salary 56.15
W. J. Devereaux, expense and telegraph 1.45
Total\$233.45

Balance on hand\$214.63
Promotion Fund.
Balance on hand, March 8\$150.65
Receipts from dues 32.00
Total\$182.65

Death Benefit Fund.
Balance on hand, March 8\$1,896.38
Receipts from all sources 1,141.00
Total receipts\$3,037.38

Disbursements.
Mrs. Inez Weatherwax\$100.00
Mrs. Edith Washburn 4.00
Mrs. B. A. Van Rosmanen 250.00
A. J. Wildanger 250.00
Carrie and Eva Connell 100.00
Total\$704.00
Balance on hand\$2,333.38

The report was received and placed on file.

The Finance Committee reported that it had examined the books of the Secretary-Treasurer and found them correct.

The Finance Committee then reported the following bills:

Courtney Bros., printing\$ 29.00
Secretary-Treasurer, stamps 47.00
Secretary-Treasurer, salary 50.85
Tradesman Company, printing 102.15
F. L. Day, electros and express 1.00
F. L. Day, expenses to Board meeting 9.45
H. P. Goppelt, expenses to Board meeting 6.16
John D. Martin, expenses to Board meeting 11.63

Moved and supported that the bills be allowed as read and the Secretary be instructed to draw warrants on the general fund for the various accounts. Carried.

Moved and supported that \$100 be taken from the Death Benefit fund and returned to the Employment and Relief Fund. Carried.

Moved and supported that the Secretary be instructed to write ex-Treasurer John A. Hoffman, thanking him for his devotion to the association and for the large amount of interest that he secured during his term of office. Carried.

Moved that the following claims for \$100 each be allowed and warrants be drawn on the Death Benefit fund for the amounts. Carried.

W. E. Bryant, beneficiary, Amanda E. Bryant, wife.
Eugene Smith, beneficiary, legal heirs, John M. Fitch, beneficiary, Anna Fitch, wife.

W. A. Peck, beneficiary, Agnes G. Peck, wife.
E. G. Hamblin, beneficiary, Carrie H. Osborne, sister.
H. W. Watson, beneficiary, Agnes E. Watson, wife.
N. H. Roberts, beneficiary, Myrtle R. Derr, daughter.

J. J. Finckler, beneficiary, Mary Finckler, wife.
A. D. Hewett, beneficiary, Minnie A. Hewett, wife.

Moved and supported that the President draw suitable resolutions on the death of Brother John C. Saunders and forward same to the family. Carried.

Adjourned to meet Saturday, September 6.
W. J. Devereaux, Sec'y.

Prepare the raw material for tomorrow with a good night's sleep.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

G. J. Johnson Cigar Co.

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





Looking Ahead to July and August.

Written for the Tradesman.

It is only a few weeks ahead, and almost before you know it the mid-summer season will be here. It is a good idea to think over the whole situation and make your plans now for the next three months.

You sell dry goods, not ice cream and soft drinks, and so you expect trade to be somewhat quiet during the hot weather. But determine to get your full share of what business is to be had during the dull season.

Don't let your place of business take on a drowsy look with the incoming of July, nor allow the public to form the opinion that your store is taking a long summer siesta.

Don't lower your standards of neatness and order as the days become hot. Let things continue to have the smart, up-to-date look which we trust has been maintained all the spring.

Push the sale on your strictly summer lines. You can't sell sheer dress fabrics and fans and bathing caps in November. While your volume of business will not be as large during July and August as during April and May, it is just as important to attend to what there is. As the season advances, on no account fail to make a thorough clean-up on your hot-weather goods. Carrying over any considerable amount of this stock until another year—all that kind of thing belongs to the methods of a past age.

The new fall and winter goods that have already come in or that will be arriving during the next few weeks, should not only be checked with the invoices, but a pin ticket or a string ticket should be placed on each item so that everything will be ready to go on sale at a moment's notice. There is time to do this work during the summer; there may not be along in September and October.

The question very forcibly comes up, shall the selling force be reduced during the quiet season? A big pay roll at the end of a dull week makes a merchant feel pretty blue; still there are drawbacks and disadvantages to laying off one's helpers. As to any salespeople that have been taken on in a temporary way to assist through the busy time of spring and early summer, it undoubtedly is best to let these go as soon as the slackening of business makes their services no longer necessary. An occasional one may have proved himself or herself so desirable and so willing and able to be useful at all times and in any capacity, that retention will be a matter of course; but, generally speaking, the extras should be laid off.

But as to the regular clerking force, dismissing any of them at this time, even if there is no contract nor verbal agreement to the contrary, is somewhat perilous and usually would be a piece of penny wise and pound foolish economy. The man or the woman who is a necessary part of your institution nine or ten months of the year, would certainly seem to be entitled to employment during the summer as well. Trying to save a few weeks' salary is not only hard on your employees, but may prove hard on you. When business begins to pick up about the first of September you may not be able to find another clerk as good as the one you let go, nor one who will bring as much patronage as the dismissed one has taken away if he or she shall have hired out to one of your competitors. Every change in your staff of employees involves some loss. It takes the brightest and most capable person some time to learn where things are and the ways of the store. The new clerk never is so valuable as the old one, if the old one is of the right sort. Especially if extra help is taken on in busy times, a certain number of regulars are needed to train the recruits.

While considering the subject of your workers and your pay roll, it will be a very good idea to get at the matter in a deeper and more fundamental manner than just deciding how many to keep during July and August. Are you getting the full worth of the money that goes into the pay envelopes each Saturday? Not, are your clerks working hard enough—if they are good faithful helpers they do that—but is your business system such and is your store so arranged that they can work to good advantage?

Labor is expensive. If you are employing six people to do the work that scientifically managed could as easily be done by four, then it is high time to make some needed changes. If you are to have clerks that are one hundred per cent efficient, it is you that must make them so.

Do not forget about the vacations. Plan things so that every member of your force will have at least two weeks off. It would be better if it could be made three. If only two weeks are taken, be sure that each one has the full period, is neither delayed a day or two in starting nor hurried back before the time is up.

Whether it shall be a vacation with pay or without pay is a question each proprietor must decide for himself. Where the finances will warrant generosity, there certainly is nothing, not even a gold piece at Christmas, so

Make a Reasonable Profit

On All Merchandise You Sell

6-cord thread has been an unprofitable item until you were offered:

Chadwick's Thread at 40 cents per dozen

and

John J. Clark's Thread at 45 cents per dozen.

Distributed by

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

Ha-Ka-Rac

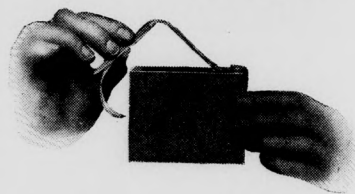
The Standard Line of Gloves and Mittens which you will want to see before you buy.

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.

The Self Threading Bodkin Lingerie Braid Package



A woman's necessity, in a most attractive form, is a dainty box containing 10 yards of best quality, silky Mercerized Braid, together with a gilt bodkin, a bodkin holder and a self-threading device.

Some of the ADVANTAGES are:

The Bodkin is always threaded.

The Bodkin is always at hand when wanted.

The Package is dust proof.

There is no soil, no waste, no tangle.

There is a scale to measure length, required.

A crimp indicates when two yards are left.



36 packages in display cabinet like cut. Assorted colors—white, pink and light blue.

Price per box \$2.25. Retail at 10c. Our salesmen are showing samples.

Grand Rapids Dry Goods Co.
Exclusively Wholesale Grand Rapids, Mich.

well calculated to establish in the heart of a clerk loyalty and good feeling toward his employer, as two weeks off in the summer and his salary going right on.

In making out the vacation list, don't omit the boss. Probably no one in the store needs a fortnight in the woods, or on the hills, or fishing in lake and stream, more than you yourself.

Sometimes you see an item in a newspaper stating that Mr. So-and-So is taking his first vacation after an uninterrupted term of employment for say thirty years. Don't aspire to be the subject of such an item. If we were to read between the lines it would say or should say that Mr. So-and-So has not lived as happy and contented a life during his three decades of toil as an industrious person is entitled to live; that he necessarily has become somewhat of a drudge, for he has lacked the mental pictures of glorious summer days out of doors that make buoyant the spirit of the true vacation-taken through the entire year. Finally it should be said that Mr. So-and-So probably will not last as long as he would had he given his tireless energy regular periods of intermission; nor, in a final analysis, has he done his work as well.

Fabrix.

What Some Michigan Cities are Doing.

Written for the Tradesman.

J. D. A. Johnson has been chosen as chairman of the Transportation Bureau of the Muskegon Chamber of Commerce. The Bureau will confer with the Grand Trunk Railway with a view to securing better passenger service over that road.

Four switch engines by day and two by night are kept busy shunting cars and making up trains in the Buick Motor Co.'s yards at Flint and 15,000 cars were handled there during the past year, exclusive of the thirteen train loads sent West.

The Kalamazoo Commercial Club has appointed a farmer's co-operative committee and matters to be taken up at once include sufficient and convenient hitching facilities and a general waiting or rest room, where families can meet and where parcels may be checked.

The Jackson Rim Co., the newest industry at the Prison city, has started operations and will soon be employing 150 men.

Manistee is working to raise \$29,000, which is its share of the inter-urban bonus fund.

Prisoners in the Kalamazoo jail have been set at work building a half mile of cement road, the first of the kind ever laid in the county. This road will be extended in time to Gull lake.

Three-car train service will be installed on the Detroit-Kalamazoo interurban line about July 1. The limited cars now operating have more business than they can do.

Olivet will install waterworks and sewers.

The Junior Chamber of Commerce of Battle Creek has placed an order for flower boxes which will orna-

ment the street light standards along East Main street.

Dowagiac merchants are raising money for installing ornamental street lights.

The Marquette Commercial Club will adopt the plan of looking into the credentials of peddlers and solicitors. Recently a sweeper device was sold throughout the city, hundreds of machines for \$12 apiece, when the same sweeper was selling at \$3 and \$4 in nearby places.

A creamery will be established at Beulah.

Houghton has plans for a system of playgrounds and swimming pools.

The Fremont Business Men's Association has elected the following officers: President, T. I. Fry; First Vice-President, D. D. Alton; Second Vice President, F. H. Smith; Secretary, A. I. Miller; Treasurer, Angus Stewart. Plans are being made for the annual merchants' picnic, which will be held during the first week in August.

Marshall has a Mayor who appreciates the value of shade trees and when it was proposed recently to trim up the trees, on account of interference with the street lights, he said: "The first man who attempts to trim the trees in front of my place will get out in a hurry. It requires fifty to sixty years to mature a maple or elm tree and a wood butcher can ruin one in ten minutes. Unless this work is done scientifically it should not be done at all. Some of the finest trees in the city have been ruined irreparably by reckless trimming; limbs have been cut off away from the trunk and rot is affecting the stubs left which means death to the trees eventually. I would trust no one on this work but an agricultural college expert."

Muskegon will raise \$400 for a series of band concerts this summer, to be divided between the two bands of the city.

Lansing will engage a landscape architect and gardener to supervise the beautifying of the parks and cemetery.

Alpena will hold a civic holiday June 9, the occasion being the great road bee whereby about 250 miles of trunk highway will be improved in a day between Bay City and Mackinac. Counties and townships along the way have appropriated \$30,000 for the work, which is under direction of the Huron Shore Good Roads Association.

The Bay City Board of Commerce has appropriated \$50 in prizes to be paid for "swatted flies" in that city. Deliveries must be made in boxes containing not less than 1,000 flies.

F. R. Fisher, of Moorepark, has started a factory at Three Rivers for making cement stave silos, cement blocks, etc.

Directors of the Grand Traverse Region Fair Association met at Traverse City and elected Chas. B. Dye as Secretary. Plans are being made for the biggest fair ever held in Northern Michigan.

The Flint Board of Commerce has passed a resolution commending the action taken by the Common Coun-

cil in employing an expert to advise in the construction of pavements, in order that the greatest value for the money may be obtained.

Pontiac has passed an ordinance requiring that barn manure be kept in tight receptacles and removed in wagons with tight boxes or with covering canvas.

Pontiac was not successful in selling its \$50,000 park bonds, so no money will be invested in public park sites this year.

Consolidation of the grape associations in the Berrien district, under the name of the St. Joe-Michigan Fruit Exchange, will be good advertising for St. Joseph.

Saginaw has taken first steps toward establishing a city market, having \$3,350 in the market fund and \$12,000 available after July 1. The market will be established in the eastern taxing district.

Saginaw will entertain the State golfers this summer, the tournament being held July 31 to Aug 2.

Almond Griffen.

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.

ATTENTION, MR. RETAILER

Here is one of the greatest opportunities you have ever had to increase your business—to MAKE MORE MONEY.

THINGS WE DO

We are business builders.
We are converters of merchandise into cash.
We increase cash sales.
We are makers of successful "Cash Selling" Plans.
We show you how to bring the largest number of cash customers to your store.
What we have done for others we can do for you.
Address Manager of Selling Plan Dept.,
Manufacturers & Importers Sales Co.,
402 Free Press Bldg., Detroit, Mich.



A Possible Customer

is often made by having just the particular thing he or she wants.

Mapleine

is a popular flavoring. Be sure and have it in stock.
Order from your jobber or
Louis Hilfer Co.
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

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.

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

Tanglefoot



Gets

50,000,000,000

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

The Sanitary Fly Destroyer—Non-Poisonous.

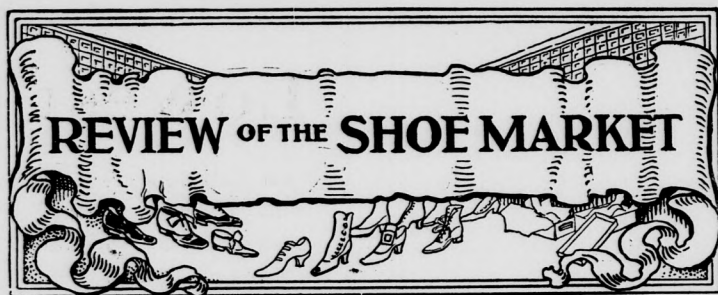
AWNINGS



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.

Campe Ave. u and Louis St. GRAND RAPIDS, MICH



ERA OF BETTER SHOES.

Government Expert's Report on Adulterated Sole Leather.

Written for the Tradesman.

For some time I have had in mind the preparation of an article—or, perhaps, a series of two or three articles—on the general subject of Better Shoes for the Price. But you know how easy it is to let good intentions go by default. So it is doubtful if I had actually gotten around at this time to the task of whipping my materials into shape had it not been for the appearance in recent papers of a sensational story concerning the alleged adulteration of sole leather, as revealed in the report of E. P. Veitch, chief of the leather and paper laboratory of the Department of Agriculture.

According to the statements of the Washington staff correspondent of a certain Cincinnati newspaper, the people of the United States are buying annually about 12,000,000 pounds of Epsom salts and glucose and paying for it as sole leather. It would appear from this writer's account of the matter that the Government expert has uncovered some astonishing facts connected with the preparation of sole leather. For example, that fully 60 per cent. of the sole leather used annually in this country has been loaded; that the loading materials most commonly used are glucose and Epsom salts—which, of course, are injurious rather than beneficial, to the finished product.

Old Story in a New Setting.

That adulterating materials are used in the manufacture of certain kinds of sole leather is an old and familiar story to people who are intimately acquainted with the shoe industry. The published report of Mr. Veitch, the Government's expert, merely gives it a new setting.

While glucose and Epsom salts are not the only adulterants used, they are the principal ones; and it is a well-known fact that these adulterants have a tendency to make sole leather hard and brittle for a time—that is, until they have become dissolved and washed out; after which the leather becomes soft and spongy and more easily penetrated and injured by dirt and water. But that 60 per cent. of the sole leather consumed in the United States is so adulterated appears to be an extreme statement.

The amount of extraneous material—good or bad—that can be introduced into leather depends upon the texture of the leather. As one writer naively puts it: "Some hide is more porous than others and it is to utilize the more open-textured that resort

is had to the method of loading." Suppose one should interject the query at this point, Why use these open-textured hides at all for making sole leather? If the tanner knows, as he certainly must, that the finished product will be less satisfactory where the more porous hides are used, why not use only the more solid-textured? While this question might momentarily embarrass the fanatical advocate of the pure shoe laws, it would give you an opportunity to impart to him a few solid facts with reference to the supply and demand for the raw materials of sole leather. The fact is about 50 per cent. of the hides now being converted into sole leather are really not fit for that purpose. They are too light and porous. But they've got to be used just the same, and that for the simple reason that tanners cannot get the more desirable hides. When one considers the increasing shortage of our annual product of green hides and the multiplying demands for heavy side leathers, it isn't a long jump to the conclusion that our tanners and shoe manufacturers are up against a condition rather than a theory. Open-textured hides are tanned simply for the reason that they are often the only sort the tanner can get hold of. And they are loaded for the reason that the popular demand calls for shoes with firm, solid soles.

It is a mistake to suppose that glucose is put into sole leather to deceive or defraud anybody. It is put there because the shoe manufacturers want it that way; and the shoe manufacturers want it that way because the people who buy shoes want shoe soles to look and feel that way. If Mr. Veitch can suggest a better filler for soft and spongy hides—something that will fill up the interstices of the leather—something that will not dissolve in water nor act up injuriously—I am sure both tanners and shoe manufacturers will thank him for his suggestion. Of course it must be understood that this hypothetical material to be suggested by Mr. Veitch must not be so high priced as to make its use prohibitive. It must not add materially to the cost of producing sole leather, for in that event the new improvement would be stoutly resisted by the public, which wants to get its shoes just as cheaply as possible.

Word About Bleaching Solutions.

"Another fraud practiced on the public," says the writer from whom I have already quoted, "consists in the bleaching of sole leather, which is sometimes irregular in coloring after tanning. Leather with clear, even



A Repeater

No. 493 is a Rouge Rex Shoe that sells season after season to the same customers, because of its easy-fitting, service-giving qualities.

It is an eight inch outing shoe, made of Kangaroo Calf stock, with full bellows tongue and bark tanned sole.

No. 444 is the same style shoe, but made of Black Elk leather, and with indestructible Chrome leather outsole.

Write for samples and prices.

HIRTH-KRAUSE CO.

Tanners and Shoe Manufacturers

Grand Rapids, Mich.



Mr. Retailer,

Isn't it pleasant to have a customer say: "I want a pair of shoes just like the ones I have on."

You will have this pleasant experience many times if you sell our Goodyear Welt and Standard Screw work shoes. We make them in all heights, weights and leathers.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

color is preferred by manufacturer and wearer. although it probably is no better, and the tanner consequently resorts to bleaching, in which process solutions of soda and sulphuric acid are used. This is detrimental to the leather, because the sulphuric acid is rarely completely neutralized, and the rotting of the leather is thus hastened.

Now, while there is an element of truth in all this, it is extremely unfortunate for the great shoe interests of our country that the matter should be left in this incomplete manner by our newspaper scribes. In the first place all sole leather is not bleached; and in the second place of the sole leather that is bleached, it is probable that only an inconsiderable percentage of it is actually injured by the bleaching process. The custom of inking the soles of shoes seems to be growing in favor with shoe manufacturers, and this of course covers up any irregularities in the tanning, and consequently makes bleaching unnecessary.

Relation of Price to Shoe Value.

In discussions of this kind that frequently appear in the public prints it is unfortunate that so much is omitted that ought to be said. The avowed aim of the newspaper writer is to serve his readers with a daily diet of news, and the more graphic and picturesque it comes the better the public is supposed to like it. And this accounts for such startling headlines as "How Shoes Are Made With Epsom Salts and Glucose." And it also accounts for the fact that many vital things are rigorously eliminated that ought to be told, if the reader is to have anything like a full and complete understanding of the situation.

For instance, not a word was said about the relation of price to shoe value; nor was it intimated in any way that this process of "adulteration" increases inversely with the price of footwear. The cheaper the shoe, the cheaper the materials out of which the shoe is made; consequently the less wear and general satisfaction. Glucose, Epsom salts and other adulterants are used most in cheap shoes. Of course there are lots of people who can buy only the cheaper grades of shoes. But, in spite of alleged adulterations, they are actually getting very fair shoe values for the prices they pay. But the newspaper man didn't discuss that phase of the matter, for that isn't news.

It would be better for the shoe business if some people who have a penchant for writing on shoe topics were compelled to submit their screeds to somebody that knows shoes and shoemaking before their productions are given out to the public.

Charles L. Garrison.

Keeping Your Finger on the Pulse.

Written for the Tradesman.

Hundreds of merchants lock the door and go home at night with no more knowledge of the day's business done than can be guessed from the totals footed up by the cash register.

Certain lines may be showing up,

but no hint of this comes from the cash register.

Certain lines may be running low, but there's no evidence of this in the cash register's figure.

Merchants of this type depend on customers to locate empty bins and goods out of "stock." "Want books" are checked only when a patron's enquiry compels a clerk to say, "We're out of that."

Business is done by guess work, and it is, therefore, little wonder that several thousand retailers "go to the wall" each year. "Incompetence" is the cause mercantile agencies give for 30 per cent. of the failures each year, but one of their officials has taken the trouble to explain that this "incompetence" is based on a lack of familiarity with one's own business.

Before a merchant buys goods he should know not only what he wants, but why he wants it; not only what he should pay, but what quantities he needs. A store run on any other scheme is bound to stagger. It never knows when it is sick or when it is well.

How much have I on hand in bins and counters?

How soon should I buy more of this line?

How fast is it going. Faster than last month or slower?

What is my gross profit on this line? My net?

If you can not answer such questions as these, storekeeping with you is a blind groping in the dark. A stumble is merely a matter of time.

Don't think you're too small to have a store system capable of giving you a view of what's going on.

Every merchant, big or little, should have a means of keeping his fingers on the pulse of his business, so that proper measures may be taken at the right time to cure the unhealthy conditions that arise in every establishment.

Pick out, Mr. Merchant, a department at random, and ask yourself the following questions about it:

How many items sold in this department to-day?

How much did I spend in advertising, housing, delivering and superintending this line to-day.

Quick answers to such questions as the ones enumerated are necessary to successful retailing. We know a retailer whose entire store is only forty feet square and yet this man knows the exact condition of the health of his business an hour after his doors close in the evening.

One of the biggest merchants in a town of 20,000 came to us with a tale of woe, saying that his net profit of 10 per cent. failed to show up at the end of his business year. He had figures and total expenses, but, like the cash register totals, these big figures gave no hint as to "goings-on" in particular departments.

This merchant could not tell whether his handkerchiefs moved faster than his gloves or whether enameled ware was more profitable than dry goods. He didn't know how much he spent advertising house wares or notions or ready-made dresses.

He merely knew he was losing

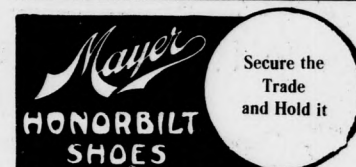
money, but was powerless to find the hole.

He knew he was losing money, but was powerless to find the hole.

There's a cure for condition like this: Lines can be tagged, daily expenses can be checked; the proportion of overhead expense each line bears can be determined.

Anderson Pace.

Make it easier for the consumer to get what he wants when he wants it.



Get the White Business.
It's here—and you CAN get it

The Delightful Shoe for Women

White Nubucks more popular
this year than ever



No. 5120—Nubuck Button Boot,
Goodyear Welt. B-C-D at \$2.85

Less 10% in 10 days.



No. 6121—Nubuck Button Oxford Good-
year Welt, C and D at \$2.25

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

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 num-
bers anywhere.

Mail orders solicited.
Complete catalogue on
request.

They wear like iron.

**HEROLD-BERTSCH
SHOE CO.**

Grand Rapids, Mich.



Some Show Windows Appropriate for June.

Gayer, much gayer than the flowers of spring are the new and gorgeous ribbons of the season. The Bulgarians are responsible for some extremely unusual color combinations not only in ribbons, but in trimmings of all sorts, either for dresses or furnishings. This is a boon for the window dresser, who is able to lavish his delight on gorgeous color and to be right in the movement at the same time. For it is undeniable that this is a ribbon season. Hats are trimmed with big bows of ribbon, sashes are made of long streamers and many loops, dresses are trimmed with ribbon, and ribbon is used on countless other decorative possibilities. Therefore it is up to the merchant to suggest the illimitable variety in the uses of ribbon.

Ribbons are effective when draped, crisped, twisted and twined into perky folds showing all the glistening textures. A whole window can be decorated with a ribbon motive, as is suggested in the illustration. The Bulgarian pattern is so full and so brilliant that there is not the least doubt that it will fill the eye, and the window together. The ribbon can be draped over a center bar with loops at the top; and long ends sweeping out gracefully, twining in large simple twists, all leading into the center foreground.

Take another end, bend it into crisp folds, letting it lead down the center between the two long ends. The contrast between large simple folds, and the small crisped up wrinkles will be very good. At each side place bolts of ribbon standing upright with ends leading out in graceful curves. This effect can be varied in many ways. Sometimes big bows are used upon the tall handled baskets of artificial flowers. This makes a charming centerpiece, while around it may be grouped sweetly simple summer draperies, hung over supporting bars in introducing curves.

The picnic season is on again, and the popular picnic suggestion in windows is sure to give rise to thoughts of sandwiches, pickles and paper napkins, with other summer delights. The illustration emphasizes an outing for children. It has a distant glorious Fourth suggestion, since all of the dolls are holding little red, white and blue parasols. This red, white and blue combination should be pretty with most of the surroundings in white. White paper napkins, with red and blue borders. There are stacked at each side children's shovels and children's brooms, with little

toy pails. There are piles of paper plates, paper napkins, and, in the center, a pretty little set of toy dishes, with cookies or crackers, boxes of sardines, fruit or candy. Some toy animals at either side—the inseparable companions of childhood.

Of course the grown-up picnic is equally timely, for always in the spring time city people's fancy early turns to thoughts of picnics, to getting out on the green grass and reveling in the joys of nature. An adaptation of the picnic idea is easily made to fit grown-up people, by spreading a picnic cloth upon imitation grass, setting it with paper napkins, wooden plates, tin spoons, and, if possible, a few realistic bugs and beetles. Then surround it with piles and walls of canned goods, cheeses, pickles, eggs, cakes and all the paraphernalia supposed to belong to the "al fresco" luncheon. It is true that it may be made most attractive by taking care that every detail is spotless, sparkling and brilliant.

Quite appropriate to the season is the window of games. Baseball, of course, will hold the place of honor, and the merchant may make it interesting by showing his different priced base ball uniforms for amateur nines, by piling up bargain bats, or gloves or balls. And Young America will come, study the items with fascinated eyes, and begin to calculate how long it will take him to save up enough to buy one of the precious mitts, or bats, or balls as the case may be. Then there are tennis racquets and tennis balls, wire masks, croquet sets, hammocks, tents, swings lawn mowers, wire fencing, and a dozen other utilities and amusements belonging to the summer season. The arrangement indicated in the drawing will be effective for a window with a few articles.

The window of sporting goods is usually too crowded. It is crammed from top to bottom and from end to end with a medley of articles so close that they interfere with each other. It is, however, possible to put many articles into a window and make it telling. For instance, a pile of many base balls spread behind the central group that consists of uniform, mitt, and crossed bats, would not injure the simplicity of effect, nor detract from the oneness of the idea. Rather would it intensify the notion that here was a merchant who understood the "game" and could supply all needs, even to the hundreds.

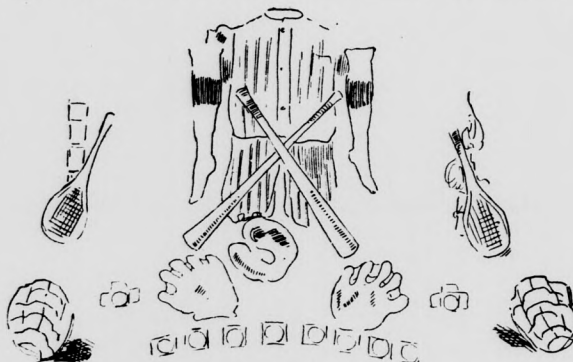
In connection with the base ball idea it would be possible for the merchant to launch some sensational and trade-booming plan, that will draw to



Window of Bulgarian Ribbons.

himself the attention as well as the trade of all the base ball enthusiasts. For example, he can offer prizes to the local team of boys winning a game at a certain time and place. The prize may be balls, bats, mitts or uniforms, according to the merchant's convenience, but it should be large enough, and important enough to attract attention and to make the game "worth the candle," for the boys. A wise merchant will see that he has always some attraction of this sort to stir things up and keep his store

felt that the farmers of the outlying country do not come into town often enough; and if they do not come to town, they do not spend any money, necessarily. So the storekeepers put their heads together and hatch up a plan of attraction designed to draw the farmers from their fields and woods and flocks. It is, of course, difficult to think of a puller that will not cost too much and will reach the farmers. A Fourth of July celebration is good and so is a circus, but neither can be repeated often enough.



Simple Arrangement of Games.

in the public eye. This can be well advertised in the merchant's own window. The prizes can be exhibited from time to time to whet the desires of competing youngsters.

But if it is possible for the storekeeper to lay traps for base ball players, it is quite possible for the storekeeper to lay traps for any other class of customers. Some merchants lie awake nights trying to think of novelties to draw trade. Sometimes the merchants of a little town combine to get up a scheme. Sometimes it is

A street carnival is excellent for once in a way, but is too elaborate. A balloon ascension would be excellent, but somewhat difficult to compass. A simpler thing would be to offer prizes for certain commodities that are raised or prepared by the bulk of farmers in the neighborhood.

Have the prizes—which may be offered jointly by the merchants—on exhibition for some time in one of the windows, and let the contest be set for a single day or series of days. The result will be worth all the trouble



Dolls, Toys and Children's Picnic

and all the expense for the harvest will be great. It is true that when the farmer and his family comes to town to spend the day, it is made the occasion of numerous purchases that have been postponed from time to time. Besides, Susie's dress, mother's bonnet, the new piece of goods, never seem so important, until they think of the momentous trip, and the facing of city standards. The needs of our modern civilization, our very pressing needs, are not felt until we see others already possessing them. The advantage of the merchant is in being able to show the people from the country the things made necessary by custom. And this advantage is given to him by his convenient show window.

It is not too early at the present time to consider the crowds of sweet girl graduates that will soon be trooping forth from schools of high or low degree. But long before this, the insistent young creature will be demanding gowns, gloves, ribbons, muslins and all the multitudinous "fixins" and billows of lingerie her fertile fancy can suggest. The merchant may now prepare for a season of dress making, of special significance outside the regular calicoes, lawns and gingham of the early summer. It will demand novelties in

white goods of the sheerest, filmiest textures, of laces and other materials, to fit.

Then to give a fillip to the merchant's imagination, as well as the imagination of the girl and her friends, are the graduation presents that have grown to be such a necessity at this period. There is really no limit to the charming knick-knacks and fanciful gewgaws that may be exposed in the show window, labelled plainly "graduation presents."

Expert Gunner.

The late Judge Garey, of Baltimore, who, in his younger days, was a member of the state legislature, was noted for his quickness at repartee. On one occasion he had introduced a bill that proved very obnoxious to several members of the opposing faction. After adjournment one of the discontented came rushing up to him in a great state of excitement.

"Looke here, Garey," he exclaimed, "I'd rather blow my brains out than advocate such a measure."

"My dear sir," replied Garey, with a twinkle in his eye, "you flatter yourself on your marksmanship."

A chicken expends more energy to flap its way across the yard than any eagle does to soar twenty miles.

Sell Advertised Goods to Increase Selling Speed

ANYTHING that will shorten the process of waiting upon customers will give your sales clerks more time to wait upon *more* customers. The accepted answer to this selling problem is—advertised goods.

Advertised goods remove the necessity for argument. The purchaser *knows* advertised goods, knows N. B. C. goods, has confidence in them and buys them. Advertised goods eliminate argument and so save lost time.

By one move—the selling of advertised goods—your clerks can sell to three or four people in the time it formerly required to sell to one. Prove it yourself—sell N. B. C. products—they are nationally known—their quality is automatically repeated in every package or pound. Stock a good assortment of the well-known In-er-seal Trade-Mark packages and the familiar glass-front cans.


**NATIONAL BISCUIT
COMPANY**

Don't Be Deceived on Salt

SEVERAL grocers have recently told us that they have bought another brand of salt, under the impression that they were getting Diamond Crystal Salt put up under another name.

In this they were fooled. No Diamond Crystal is sold under any name but Shaker or Diamond Crystal. All *Diamond Crystal* salt has our name as manufacturers on the original package or container.

Diamond Crystal Salt Co.
St. Clair, 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. 

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



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

Improved Farming Increases Retailer's Prosperity

Whether or not you ever lived on a farm, ever intend to live on a farm or have a considerable number of farmers among your customers, the welfare of the farmer is of interest to you. His prosperity or lack of it affects you in two ways; he supplies articles that you buy and buys articles that you sell.

Naturally in order to buy the goods that you have to sell, the farmer must have money; he must be prosperous—and when the farmer is prosperous he buys hardware as well as automobiles and player pianos. When he is prosperous he wants better tools, finer looking wire fences and more luxuries such as furnaces and lighting systems. Having more of the wherewithal to satisfy his wants he finds he has more wants than he ever thought he had before.

Now, the farmer can become prosperous in one of two ways. When a crop is scarce and the price is high any farmer who has a plentiful supply of this high priced article is prosperous—for that year at least. On the other hand if the farmer raises big crops at a small cost, he is prosperous even if the price is low.

The latter state of affairs is far better for every one concerned. The consumer gets his farm produce at a small figure. The farmer's income is much more stable—it is easier to raise an abundant crop by good farming year after year than it is to raise a little more than the other fellow—by haphazard methods—in the years when the crop is scarce. To raise a good crop year after year means that the farmer must use brains as well as muscle. The days when the land was so productive that a pretty good crop could be raised no matter how it was cultivated, have passed away. No longer can the farmer sell from his farm the fertility that the ages had stored up for him. No longer can the Illinois or Iowa corn raiser turn out large crops year after year simply because he is blessed with almost untouched soil in one of the richest agricultural districts in the world. It has been some time since the exodus from New England started on account of the diminishing yield of the farms and now the Middle West farmer is finding that the field which has been planted to corn for twenty-five years cannot turn out bumper crops forever.

To meet this new trend of farming affairs the up-to-date crop raiser is turning his attention to intensive farming. He is making two men work where only one worked before and consequently three corn stalks grow where only one grew before. He is working his farm more carefully, selecting his seed corn more carefully, making a better seed bed, keeping the weeds down in better style and harvesting and marketing with less waste.

Then to ensure the continued fertility of his land he is rotating his crops. He no longer raises corn year after year, but sows corn, oats, clover, then turns it under—or any one of the similar crop series.

But the farmer has not arrived at this far-sighted policy unaided. Prophets had been crying in the cultivated lands for years unheeded, but when profits were seriously affected, he listened. The "book taught farmer"—who generally was born and raised and lived on a farm—has come to his own. The Government experiment stations, the State agricultural colleges, the seed corn trains, the harvester company's educational bureau, the farmers' institutes and associations—all have helped to make a business man and a scientist out of the day-laboring, agricultural workman of previous years.

Recently the International Harvester Company engaged Professor Perry G. Holden—with the exception of "Uncle Henry" Wallace and Professor Babcock, probably the most famous agricultural expert in the country—to carry on a campaign of education.

From the "Lone Star" State comes the report of the Texas Industrial Congress with its map and list of prizes. They report that 11,000 farms in 215 counties will compete for their 1913 prizes amounting to \$10,000. Probably the most interesting fact to the layman in connection with these prizes is the interest taken in the boys and girls. For the largest yield of corn grown on one acre, cost of production considered, in the boys' and girls' class \$2,500 is offered in prizes, a similar amount for the cotton raisers and an added prize of \$500 if a contestant takes the first prize in each of these two classes.

There have been great changes in in the social life of the country dweller—the modern furnaces, lighting systems, automobiles, the use of school houses as social centers and many other things are making the life of the farmer pleasanter and more comfortable, but there has also been and will be equally great changes in the farmer's business and producing

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.

Delivery Wagons

WE SELL

Light—Delivery Wagons for
Medium—Delivery Wagons for
Heavy—Delivery Wagons for

ARE YOU BUYING WAGONS FROM US?

Sherwood Hall Co., Ltd.

GRAND RAPIDS, MICH.

General Merchants
Grocers
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Bakers
Laundries
Cleaners
Florists
Hardware Dealers
Plumbers
Gas Fitters
Undertakers
Carpenters
Expressmen
Milk Dealers
Market Gardeners
Berry Men
Fruit Growers
Farmers

methods, and these changes in every case have a great importance to the retail merchant in rural communities, for according to the manner in which he adapts himself to, or even takes the lead in the movement, will also be his opportunities for greater prosperity.

The retail hardware merchant can well afford to give careful attention to and take active part in every endeavor to improve farming methods, for his profits will be sure to increase with the greater wants which the new conditions will create.—American Artisan.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

June.

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.
Catholic Church Federation, Grand Rapids, 25-26.

July.

National Amateur Press Association, Grand Rapids, 3-4-5.
Michigan Billposter Association, Detroit.
Lutheran Bund, Grand Rapids.
The Michigan State Retail Jewelers Association, Saginaw, 16-17.
Association of Probate Judges of Michigan, Grand Rapids, 22-23-24.
Grand Circuit Races, Grand Rapids, 28-31.
Swedish-Finish Temperance Association of America, Dollar Bay, 31, Aug. 2.
State Golf League, Saginaw, July 31, Aug. 2.

August.

Michigan Association of Commercial Secretaries, Ludington.
Michigan Abstractors' Association, Grand Rapids.
Michigan State Funeral Directors and Embalmers' Association, Grand Rapids, 5-6-7-8.
Michigan State Rural Letter Carriers' Association, Grand Rapids, 5-6-7.
Michigan Association of the National Association of Stationery Engineers, Grand Rapids, 6-7-8.
International Brotherhood of Electrical Workers, Saginaw, 9.
Central States Exhibitors' Association, Grand Rapids, 6-7-8.
Blue Ribbon Races, Detroit, 11-16.
Grand Chapter Royal Arch Masons, Ann Arbor, 18-22.
Michigan Christian Endeavor Union, Grand Rapids, 28-29-30-31.
Social Order of Moose, Detroit.

September.

Central German Conference, Grand Rapids.
Mid-West Association of Deaf Mutes, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.
Grand Council Order Star of Bethlehem, Detroit, 2.
State Encampment Knights of Pythias, Kalamazoo, 2-3-4.
Grand Circuit Races, Kalamazoo, 4-8.
Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.
Michigan Federation of Labor, Kalamazoo, 16-19.
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.
Annual Conference on Vocational Guidance, Grand Rapids, 19-20.
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.
Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.
Michigan State Teachers' Association, Ann Arbor, 30-31.

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.

Life is a grind, but it at least sharpens a man's wits.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, June 2.—In the matter of Lewis H. Westphal, Frank C. Westphal and Cyril J. Westphal, doing business as L. H. Westphal & Sons, hardware dealers at Brighton. Voluntary petition and schedules filed. Order of adjudication entered by the District Judge and case referred to Referee Joslyn for administration. The first meeting of creditors for the filing and allowance of claims, examination of the bankrupts, determination of the time and manner of the sale of the bankrupts' property and election of a trustee will be held at the office of the referee, Detroit, June 17, the attorney for the bankrupts having filed a certificate setting forth that Detroit would be a more convenient place for all parties in interest to hold the said meeting. The bankrupts' schedule partnership creditors as follows:

American Lin. Oil Co.	\$ 23.56
Atlantic Manufacturing Co.	25.00
American Fork & Hose Co., Cleveland	19.36
American Oil Co., Jackson	8.80
American Phone Co., Detroit	44.06
American Paint & Glass Co.	18.40
Allen, W. D. Mfg. Co., Chicago	12.95
Atlas Oil Co., Cleveland	12.04
Aurora Door Specialty Co., Aurora	12.93
Anderson Mfg. Co., Detroit	13.00
Asphalt Roofing Co., Saginaw	9.40
Boydell Bros., Detroit	211.81
Burton & Co., W. J.	297.33
Brooks Novelty Co., Brooks, Ind.	12.05
Choje Stevens Paper Co., Detroit	30.00
Coomley Manufacturing Co.	39.87
Carpenter-Morton Co., Boston	19.08
Cribben-Sexton Co., Chicago	12.38
Detroit Vapor Stove Co., Detroit	17.85
Dust & Co., Wm. T.	3.61
Dudley Paper Co., Lansing	11.50
Excelsior Store & Mfg. Co., Quincy, Ill.	76.87
Edwards-Camberlain Co., Kalamazoo	21.57
Eppstein Rosenberg & Klein, Toledo	91.75
Grinnell Bros., Detroit	3.68
Greenslade Oil Co.	35.00
Gem City Stove Co., Dayton	190.49
Hass Bros., Benton Harbor	25.19
Heller-Allen Co., Napoleon	37.24
R. M. Hollingshead Co., Camden	8.95
Jarvis & Co., W. B., Grand Rapids	2.51
Knapp Company, E. J., Belding	15.14
Lyons Hdl. Co., Lyons	10.15
F. E. Meyers & Bro., Ashland, O.	25.00
The Merrill Co., Toledo	15.00
Midland Roofing Co., Chicago	18.50
Ney Mfg. Co., Canton, O.	7.62
Northwestern Barb Wire Co.	11.25
Osborne Calendar Co., N. Y. City	34.50
Omega Soap Co., Lansing	4.20
James Ohlin & Sons, Columbus	19.05
Parr Lumber Co., St. Johns	13.59
Sheffield Mfg. Co., Burr Oak	10.00
Shining Light Co., Buffalo	6.00
Sturgis & Burns Co., Chicago	31.30
Schroeder-Rutka Hdw. Co., Howell	19.99
A. G. Spaulding & Bro., Detroit	23.76
Toledo Plow Co., Toledo	2.10
Toledo Stove & Mfg. Co.	70.92
Toledo Rex Spray Co.	28.75
Toledo Metal Wheel Co.	17.48
Toledo Pl. & Win. Glass Co.	15.14
U. S. Phone Co.	22.97
Wagner Mfg. Co., Sidney	6.18
Western Hdw. Co., Milwaukee	15.50
Westphal, Annie L.	1,400.00
Wilcox Co., M. L., Toledo	25.59
Woodbury Wip Co., Westfield, Mass.	49.35
White Cloud Washer Co., Ripon, Wis.	12.50

Notes.

Baldwin Stove Co., Cleveland	\$ 22.61
G. J. Buetteke & Co., Brighton	750.00
Detroit Vapor Stove Co., Detroit	60.00
Midland Roofing Co., Chicago	40.00
Mason & Co., F. C., St. Johns	39.48
Omega Sepa Co., Lansing	460.00
St. Johns Foundry Co., St. Johns	24.00
Schroeder-Rutka Hdw. Co., Howell	35.00
Warren Axe & Tool Co., Warren	52.50
Mrs. F. G. Westphal, Brighton	100.00
Total	\$4,945.75

No partnership real estate is scheduled, but the following personal property is set forth:
Promissory notes \$ 20.82
Stock in trade 2,353.94
Fixtures 440.25
Book accounts 632.08
Deposits of money 2.49

Total \$3,431.25
June 3.—In the matter of Motor Wagon Company, bankrupt. First meeting of creditors called. Verbal report made by the receiver, Union Trust Company, and Security Trust Company nominated for trustee. Forty-five claims, aggregating \$12,522.22, were voted in favor of Security Trust Company and four claims in favor of Union Trust Company. There being no choice, hearing continued to June 6.

In the matter of Newton Annis, Detroit. Hearing on petition to discharge trustees and closing estate. Order made directing that the trustees be discharged and the estate closed.

June 4.—In the matter of Stier Brothers, bankrupts, Lapeer. First meeting of creditors held at Lapeer. Present, Fred A. Stier and Lewis W. Stier, the bankrupts, and H. W. Smith, their attorney, Ewen McLennan, custodian, and B. F. Reed, attorney, also D. P. Sullivan and his attorney, John Loughnane. Bankrupts sworn and examined by Referee Joslyn. Ewen McLennan elected trustee with bond of \$500.

In the matter of Clarence E. Cole, bankrupt, general dealer at Lapeer. Order of confirmation of composition and order for distribution of same entered by Judge Tuttle. Funds will be distributed within the next few days as soon as the claims are duly examined and allowed.

In the matter of Motor Wagon Company, bankrupt. Adjourned meeting of creditors to elect trustee. Substantially same appearances as at former meeting. Upon a new vote being taken, neither nominee received a majority of the votes in both number and amount and the Union Trust Company was appointed trustee by Referee Joslyn and its bond fixed at \$5,000. No order of sale has as yet been made excepting that the trustee has been authorized for a period of thirty days to proceed in its efforts to dispose of the assets of said bankrupt at private sale, either as a whole or in parcels, for the best cash price obtainable, provided that no sale for less than 75 per cent. of the appraised value of the article sold or of the aggregate appraised value of any number or parcel of articles sold, be consummated without the approval of the court having been first obtained.

June 7.—In the matter of Morris Levy, bankrupt, Detroit. Final meeting of creditors called to be held at the office of Referee Joslyn, June 17th, 2:30 p. m. The final account shows a balance on hand of \$118.

In the matter of National Voting Machine Co., bankrupt. Hearing on trustee's petition praying for an order for an assessment on certain unpaid capital stock has been set for June 17th 2 p. m. at which time the stockholders of said corporation are required to show cause why the prayer of said petition should not be granted.

In the matter of Kastner Coal and Cartage Co., bankrupt, Detroit. The first

meeting has been called to be held at the office of Referee Joslyn, Detroit, June 17, at which time the creditors may attend, prove their claims, examine the bankrupt, elect a trustee and determine in what manner and at what time the property shall be sold.

In the matter of David L. Shenker, bankrupt. Final report of trustee filed showing funds on hand for distribution to creditors. A final meeting of creditors has been called to be held at the office of Referee Joslyn, Detroit, June 17, to pass upon the trustee's account, attorneys' fees and administration expenses, and to close the estate.

Some men who drop nickels into the contribution basket at church carry away more religion than some others who drop dollars.

S. G. MAFFIT SALES CO.

118 Bostwick Ave., Grand Rapids

Michigan Distributors

CADILLAC-OHIO

Electric Vacuum Cleaners

Wholesale and Retail

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

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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

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Toledo

Columbus
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Dayton

And NEW YORK CITY

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H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.

H. Eikenhout & Sons Jobbers of Roofing Material

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Rubber Roofing, Sand Coat Roofing, Mica Surfaced Roofing and Gravel Surfaced Roofing.

YOUR STORE FRONT IS SUPERIOR WHEN INSTALLED WITH

Zouri 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.



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

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

Michigan Division, T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. F. Hadden, A. E. Allport, D. G. McLaren, J. W. Putnam.

We Greet You, My Brothers and Sisters.

Grand Rapids, June 10—The hottest hot time you ever had on a hot day is in store for you when you eat your breakfast Friday morning. At this time we will be out in full bloom and you will know full well that you made no mistake in coming to the Valley City as guests of the United Commercial Travelers of this city. Have you stopped to realize that you are going to be entertained by the largest and liveliest Council in the State of Michigan?

The city's motto is "Grand Rapids Knows How" and if you do not believe this when you leave our beautiful city, we will make you a present of the county jail. You understand, of course, that some of the members will arrive Thursday evening, but we kick the bucket early Friday morning, although we will be out to meet you strong Thursday night.

There is only one thing that you have to do, and that is that you register. You must do this to receive badges that will entitle you to all the good shows we have for you. The parade will start at 10 o'clock. This will start on standard time or railroad time and we move at 10 bells, not 10:15.

Watch for the Blue Goose!

Grand Rapids Council held their regular meeting last Saturday night with about eighty members present and we had one glorious time. Ten candidates were initiated and all was well up to the last minute—and that was midnight. There was something doing every minute and what we

know about this convention would fill a book, therefore we are printing the convention news in the Michigan Tradesman, the monthly U. C. T. bulletin, the Grand Rapids News and the Evening Press, also the Herald. The merchants are so anxious for the boys to arrive that some of the Monroe avenue merchants have already started to decorate. The General Chairman, Harry D. Hydorn, announced at the meeting that every little detail had been ironed out and there was "nothing to do until tomorrow!" Some Committee?

The ball will be something great. The parade will be pulled off without a hitch of any kind. The plans are so laid that no matter what happens we are prepared for it. The Blue Goose is laying her eggs and they will be hatched some time during the evening of June 13. The eggs, no doubt, will be pink.

Our ball team have returned from their training quarters and are in shape to trim anything. During the training trip the boys have cleaned up most of the teams they have come in contact with, and are naturally in the best of condition. Manager Borden has worked faithfully and we fear nothing.

Uniforms for the local boys arrived some time ago, and for the benefit of the members who do not know that they have arrived, we will state that they consist of a white hat, white trousers, black four in hand tie, white shirt, black belt and black shoes. Most of this outfit, with the exception of the shoes, can be secured at Grombacher & Major, 331 Monroe avenue. The members of Grand Rapids Council are requested to report at the Council Chamber at 9 o'clock, June 14, Herald hall. This will enable you to change your clothing if you see fit and will enable the members to fall in line all together. The Elk's band will escort the boys from Herald hall to the corner of Bridge and Turner, where the parade will start sharply at 10 o'clock.

The boys see nothing but a good time in store for you all. We look for you all with pleasure and trust you will go away happy and will come again.

Brother O. W. Stark who has been laid up nearly a year from an auto accident on July 6, 1912, will start to work June 16. His trade will be pleased to him back and we know that Rastus will be more pleased than anyone. Mrs. Stark's arm is feeling better right along and in a short time, no doubt, she will be among us once more.

We know of two brothers who are

looking for positions. If you know of anything open, communicate with the writer.

The Decorating Committee are offering prizes to the merchants of this city for the best decorated window during the U. C. T. convention. The prizes are as follows: First prize, \$25; second prize, \$15; third prize, \$10. For particulars, communicate with C. A. Young, 411 Lyon street.

The Bulletin received twenty new subscriptions at the meeting Saturday night. Business was good, thank you. J. A. Keane.

Wafted Down From Grand Traverse Bay.

Traverse City, June 9—Everything seems to be ready for the convention at Grand Rapids next Friday and Saturday. We hope to see a goodly number of our members in line in the parade and the best way to recognize Traverse City is by the flag which we are so justly entitled to for the membership gain which we attained the past year. When you see the silk flag, you will know that that is Traverse City Council.

The home of our Secretary, Harry Hurley, was ransacked by looters last Sunday afternoon while the family was attending a fire. It seems strange that one would be molested in our city.

Wm. Bowman, a member of our Council, was held up and robbed in Manistee and separated from his pocket book containing \$80. Mr. Bowman was attacked on one of the main streets of the above city. Bowman was rendered unconscious by the blow and was discovered by a passerby. He has the sympathy of all his friends and the party who dealt the blow should suffer the severest punishment that the laws of our country mete out.

We sure have some ball team which the following score will indicate, U. C. T., 9, and Eagles, 2, and only three errors charged up to each team.

Six miles is an awful long distance to walk, but Will. E. Smith, a member of our Council, but who now makes his home at Buckley, says it is still further when your horse leaves you and you are obliged to walk home from a fish stream with no fish. Bill, you should either tie the fish or horse hereafter.

Herman Bottje, of the Musselman Grocer Co., was married this week. We extend congratulations. Any old kind of cigar will do.

All trains will change time Sunday, June 22. Look for the new schedules.

Remember assessment No. 117 expires June 24. Get busy.

We received the sad message from Secretary Tooley, of Lansing, last week that brother John C. Saunders, a member of Auto City Council and also a member of our Grand Executive Committee, has passed to the "Eternal City Council." Brother Saunders was one of our most conscientious workers and will be greatly missed.

The more comfortable the hotel accommodations provided for the commercial traveler, the more it increases

his efficiency. It makes a great difference to the commercial traveler going after business whether he is fresh from a hotel that has pleased him. If the latter he goes to his work with a smile and confidence of one who is at peace with himself and the world.—Hotel Monthly.

What a grouch some of the boys must have stopping in Reed City, after "receiving" hotel accommodations there!

Good night, we're off for Grand Rapids. Will see you later.

Fred C. Richter.

To the Traveling Public.

St. Ignace, June 10—We wish to deny a report that has become current that the Dunham House, St. Ignace, Mich., is hereafter to be closed during the winter and conducted as a summer hotel only. After a few months in dry dock for much needed repairs, we are back on the job and intend to stay if the sheriff doesn't crowd us out. When we make up our minds to run the Dunham as a summer hotel, we will let the public know about it.

We are back on the job and are going to stay, if we can keep the sheriff away. Now, if you will come and stay for awhile or even a day, you can help to keep the sheriff away.

Yours to please,

My Wife and I,
 Proprietors Dunham House.
 A. V.

Complete and Interesting Compendium.

Benton Harbor, June 10—Your journal reaches me each week and it is certainly the most complete and interesting compendium of commercial facts I know of and you deserve congratulations for such a success for yourself, as well as your city and State, whose interests it is ably supports.

I also note its authentic reports and many interesting editorials, all instructive and necessary to the successful merchant in these days of strenuous strife, struggle and competition. Roman I. Jarvis.

Modesty is a very desirable virtue in society, but it isn't well to be too modest in business. Blow your own horn all you can under proper conditions.



CHICAGO BOATS

Graham & Morton
 Line

Every Night

News and Gossip of the Grand Rapids Boys.

Grand Rapids, June 10.—Last Saturday was meeting night for the U. C. T. It was a hummer. Our lucky number "13" was with us. We added that many to our list. The following were initiated in regular form: James Byron Hagle, with the Brown Seed Co., Grand Rapids. Arnold Oostdyk, with the Worden Grocer Co., Grand Rapids; Ivan Ernest McGee, with the Voigt Milling Co., Grand Rapids; Lloyd Herold Lunt, with the Grand Rapids Oil Co., Grand Rapids; Alfred F. Jannausch, with the Otto Weber Co., Grand Rapids; Edward Stanton Conrad, with the Grand Rapids Band Instrument Co., Grand Rapids; Edward L. Lashey, with the Goodyear Tire & Rubber Co., Akron, Ohio; Ferdinand D. Lake, with the Empire Cream Separator Co., Bloomfield, N. Y.; Arthur J. Gibson, with the Martin Manufacturing Co., West Newton, Mass.; M. H. Crosbie, with the Port Huron Engine & Thresher Co., Port Huron.

Geo. A. Hudson, with the Lautz Bros. Co., Buffalo, was reinstated. S. W. Johnson, with Foster, Stevens & Co., was transferred from Battle Creek Council; Lee Barnhart, with the National Biscuit Co., was transferred from Traverse City Council.

The general chairman, Harry D. Hydorn, gave instructions to all members present and informed them that everything was in readiness for the biggest convention ever.

The P. M. officials have come to the conclusion that passengers and freight don't mix very well. The train out of Holland for Allegan in the morning now carries passengers only. We appreciate the change and, no doubt, the boys will go to Allegan via the P. M. route.

No. 131 wishes to thank the Masons for the use of Ramona ball park next Saturday, June 14. The Council invites the Masons and their wives to attend the games to be played by the travelers, free of charge.

"On what grounds did she base her suit for divorce?"

"Cruelty. Her husband forced her to use a 1910 model auto."

We were sorry to be informed that Brother Harper is laid up at Butterworth Hospital. He was operated on last week and is doing nicely. Call and see him, members of No. 131.

Watch for the Blue Goose!
And you who are not June bridegrooms,

Nor yet June brides.
Remembering always that men should marry when they will

And maidens when they can.
You should worry.

Grombacher & Major have about twenty-five extra suits for the parade. Be a sport. Spend \$2 for a suit and show them that you belong to a good live bunch. Wm. D. Bosman.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, June 10.—The traveling men who live in Marquette and in tributary territory will regret to hear that Charles F. Wright, the courteous and affable ticket agent at the South

Shore depot, has resigned for reasons of health and will soon move to Wisconsin to take up farming. We believe we voice the sentiments of all traveling men in expressing our appreciation of Mr. Wright's uniformly courteous treatment and we will miss his many acts of accommodation and kindness. We sincerely wish him every success in his future undertakings.

Our baseball team, for the second time, defeated the Longyear and Hodge team at the Longyear field on Saturday afternoon, after an exceedingly swift and exciting game. The U. C. T. lineup was as follows: Nault, catcher; Glynn, pitcher; Smith, short stop; Webb, first base; Sears, second base; Murphy third; Friedlund, Edlund and Krafft in the field. The opposing team was Murray, catcher; Morrison, pitcher; Seigel, first; Scholtis, second; Lindquist, third; Campbell, short stop; Carr, Bjorkman and Beckman, fielders. Smith, for the U. C. T., made as fine a hit as ever was struck in that field. Glynn also did praiseworthy work. Manager Webb is entitled to commendation for his tact in placing his men. Our team is in receipt of a challenge from the Hancock U. C. T. team to be fought out on our home grounds on June 21. A great deal of interest is being centered on this game. We realize that our boys will have to "go some", but we will be there with the goods.

Our mind is so absorbed with the coming convention at Grand Rapids that we find ourselves to-day quite short on copy, for which we ask forbearance of our readers. When we return and sober up, we will then carry on our stunts in pencil pushing with renewed vigor.

Mr. and Mrs. Chas. A. Wheeler expect to arrive in Grand Rapids from Detroit Thursday afternoon.

Mr and Mrs. C. C. Carlisle will arrive from Kalkaska on Thursday morning.

Mr. and Mrs. James E. Burtless will leave Marquette Wednesday afternoon, arriving Thursday morning.

Mr. and Mrs. Goodman, Mr. Martin Melvin, Messrs. John E. Krafft and Thomas F. Follis do not expect to arrive before Friday morning.

We expect that Col. C. W. Mott, Secretary and Manager of the Upper Peninsula Development Bureau and the main Cloverland booster, will join us at Grand Rapids. He has, of late, been talking a great deal to our farming community about erecting silos, but if he isn't very careful, the U. C. T. boys will convert him into a capacious root house.

Ura Donald Laird.

Further Particulars Regarding Death of L. W. Atkins.

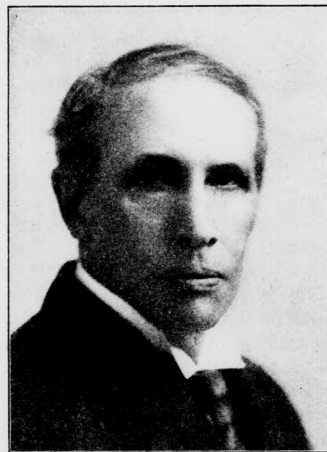
Marquette, June 9—No death which has occurred for a long time has shocked Marquette as much as the passing of Lawrence W. Atkins, which was chronicled in the Tradesman last week.

Death was due to a second stroke of paralysis which Mr. Atkins suffered Sunday. The first stroke, suffered last September while he was attend-

ing to business in Munising, left Mr. Atkins feeble and ailing and while he recovered from its effects, to some extent, his health showed but slow improvement. He had, however, been up and about his home until Sunday, and not infrequently he had gone down town.

Cataracts impaired his sight following the first stroke and made it impossible for him to attend to business. He retained his interest in the firm of Ormsbee & Atkins, however, and his loss will be acutely felt by his partner, S. S. Ormsbee.

Mr. Atkins was not quite 64 years of age and up to last fall had been an active and energetic businessman. For several years prior to his buying an interest in the Ormsbee & Atkins



The Late L. W. Atkins

store, he was associated with J. L. Bradford, of Ishpeming, under the firm name of L. W. Atkins & Co. He came to Marquette from Detroit.

Mr. Atkins leaves his wife and one daughter, Mrs. George Hodgkins, and is survived by one sister, Miss Edith Atkins, who lives in Ann Arbor. The funeral services were in charge of the Marquette blue lodge of Masons, with the Knights Templar as an escort. Rev. Bates G. Burt, pastor of St. Paul's Episcopal church, officiated and interment was in Park cemetery. Mr. Atkins was a Mason in high standing, having belonged to DeMolai Commandery of Detroit and the Michigan Sovereign Consistory, of Detroit. He was also a member of the blue lodge of Marquette.

Mr. Atkins read a great deal, was well informed and took a lively interest in the political and economic questions of the day. He was an ardent Republican.

While never neglecting business, he was an out door man, delighting to climb the hills and to take long tramps through the woods.

He was of revolutionary descent, several of his ancestors having served as officers in the war for independence. His great-grandfather, Timothy Atkins, was one of the minute men, and, fighting under Lafayette, conducted himself with distinguished bravery during the entire war. John Paul Jones was a collateral ancestor.

His father, W. L. Atkins, was a public spirited citizen, whose death was mourned as a loss to the com-

munity in which he lived. He was born at the time of Lafayette's last visit to the United States and was named after the distinguished General with whom the family had so many associations of patriotism and friendship.

In the midst of their sorrow, those who mourn for him are comforted by the thought of the all-wise, all-loving Heavenly Father, in whose care and keeping their loved one is safe forever more.

Appreciation of the Deceased.

Marquette, June 10—L. W. Atkins, a prominent business man and a public spirited citizen, died last Monday after a lingering sickness extending over a period of nine months. My acquaintance with Mr. Atkins began in the summer of 1881, when I was introduced to him by William Logie, at Traverse City. It is hard to realize that thirty-two years have passed. During this time and up to his last illness I had the pleasure of meeting Mr. Atkins frequently. He was a man of retiring disposition, modest and unassuming, treating all men with fairness and consideration of other people's feelings. I never heard him speak ill of any one. He was always free to talk of the good qualities of others and, if they had any shortcomings, he passed them over. Mr. Atkins was a true gentleman in every sense of the word, honest and fair-minded, and had unbounded faith in mankind. That was because he was true and honorable himself.

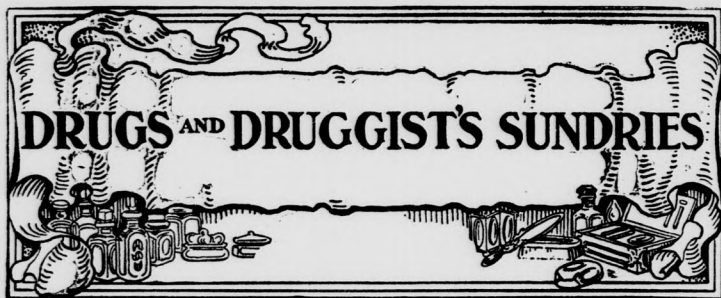
As a traveling salesman Mr. Atkins was of a superior type and his immediate associates, who were mostly commercial travelers, were of the same class. His most intimate friends on the road thirty years ago were such men as Logie, Stanton, Sears, Carhartt, et al., who have since made themselves distinguished in the business world.

Mr. Atkins' methods as a salesman were typical of his character and when he once secured a customer he never lost him. His advice to merchants in buying clothing, if followed, always meant success to them in that particular line. He never sold a merchant goods which he did not have faith in himself and he was always more inclined to cut a man's order rather than to swell it.

Some years ago he bought the interest of Frank H. Gooding, of Gooding & Ormsbee, Marquette. He then retired from the road and devoted his entire time to building up the large retail clothing business of Ormsbee & Atkins in this city. For several years before his death his eyes became affected and it was not always possible for him to distinguish his friends and acquaintances. This gave him considerable worry and embarrassment. During his last sickness he was patient and never complained. Although he had been off the road for a number of years many of his old customers still remembered him and there was a constant correspondence between him and his old trade.

John D. Mangum.

If ignorance is bliss, this ought to be a happy old world.



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

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

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

Grand Rapids Drug Club.

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

How to Mix Ice and Salt Properly.

There are many small dealers who are using old fashioned freezers and do not yet know the theory of mixing ice and salt. Many of these men are losing money by wasting ice or salt because they do not know how to mix the freezing ingredients. Dairy Technology, a new book by Profs. C. Larsen and William White, has something to say about ice and salt, and it is written in a way that every small manufacturer can understand. In the main the matter is good and the proportion advised is believed to suit most conditions. The advice runs as follows:

A freezing mixture is made of ice and salt. The chief cause of the freezing is the attraction of salt for water. This causes the ice to melt rapidly and absorb heat. Whenever a frozen solid is reduced to a liquid, heat is absorbed, and when one pound of ice melts to water at 32 deg. F., it absorbs 144 British thermal units (one B. T. U. being the heat given up by one pound of water in cooling 1 deg. F.) This heat is absorbed, to a great extent, from the cream mixture in the freezing can, and finally the temperature is reduced below the freezing point.

Cream may be frozen by packing the mixture of ice and salt directly around the freezing can, or by making a brine in a separate receptacle and circulating the brine around the freezing can.

On a small scale the tub freezer is commonly employed, and the ice to be used should be finely crushed in order to expose to the salt the greatest possible amount of surface, and ensure rapid freezing. When large chunks are put into the freezer, they do not pack close, large air spaces are

formed, and the ice can not so well perform its function of extracting the heat from the cream. Furthermore, large pieces of ice are likely to jam and dent the freezing can. It is almost impossible to pound out a dent and make the surface smooth as it was originally.

Ground rock salt is used in preference to the fine salt, because the former can be mixed more uniformly through the crushed ice, and does not dissolve too rapidly. Fine salt dissolves almost immediately, causes the pieces of ice to freeze together into chunks, and does not form so uniform a freezing mixture as does the crushed rock salt.

One part of salt mixed with about twelve parts of ice will freeze the cream in about the proper length of time, and give general satisfaction, but the amount must be varied to suit conditions. The maker needs to use his judgment in this respect.

Ice and salt are sometimes mixed on the floor in a manner similar to that of mixing feed, but this practice has two objectionable features; first, a great deal of the ice will melt before it can be used, thus causing a needless waste of ice; and secondly, just as great a quantity of salt will be put into the bottom of the tub, as on top thus causing a needless waste of salt.

There is little or no necessity for putting salt into the bottom of the tub, because the salt above is being washed down by the melted ice. No salt need be added until the freezing tub has been half filled with ice. At this point a portion of the salt should be added, and then relatively greater portions added as the tub is filled. Crushed ice, free from salt, may be first added, then the mixture of crushed ice and salt, may be mixed together in a box or on the floor.

The chief objection to the use of too much salt, aside from the needless expense, is that an excess of salt causes the cream to freeze too rapidly. This rapid freezing is likely to cause a grainy texture and a low overrun. A lack of sufficient salt causes smeary ice cream. Lumps of butter are also likely to form.

Now They Don't Speak.

Maud—So Jack compared me with something sweet, did he? The dear fellow! What was it?

Marie—I don't think I should tell you.

Maud—Oh, do. I insist!

Marie—Well, he referred to you as "the human marshmallow." You certainly had laid the powder on thick, dear.

Some Special Plans in Drug Advertising.

There are many progressive druggists who have not only used a great majority of the ordinary forms of newspaper, circular and general forms of advertising and continue to use them regularly, but they are also ready and eager to find new ways and methods of keeping their business constantly before the eye of the public.

Their motive in doing this is a worthy one, and it might be well for us to consider some of the more unusual forms of advertising, which will help to develop a drug business and keep alive the interest of the public. But, in doing this, we must not forget that every plan, no matter whether it be new or old, needs extreme care in its preparation and careful attention to the details of planning, and to the work of preparing the advertising announcement which the plan is to carry with it. The safest rule for the modern dealer in any line is to make no move, nor undertake any campaign without a well-defined plan of what the purpose of that campaign may be, and what is intended to be accomplished thereby. A complete knowledge of the stock you are carrying, and a regular system of offering different items at different times, is a wise plan which will show its effect best on the right side of your ledger at the end of the year.

To illustrate, I went into a drug store not so many weeks ago and found things very, very quiet. Enquiring about business I received the answer that things were slow, with the assurance that it was a very slow season—there being nothing just at that time in particular demand.

"Are you sure of that?" I asked.

The proprietor felt quite positive, until I picked out of his stock five articles and laid them on the counter.

"Have you advertised these?" I enquired again.

"No," he answered; "in fact, I think I never advertised any of them."

The result of the suggestion brought about a change in his advertisement, which had been running unchanged for several issues in the local paper, and he not only sold the complete stock which he had on hand of those five articles, but he was compelled to order several dozen more.

The next time I met this dealer he was more fully convinced than ever that advertising could be made very profitable, if properly managed, and he was operating his campaigns on a systematic basis.

This brings us to the consideration of the post card as an advertising medium, and before we attempt the discussion of this idea, I should be glad if you would count up all the druggists you know who have used the post card as an advertising medium. Very few, aren't they?

Well, it is one of the best yet, provided you use it for the kind of advertising to which it is especially adapted, and there are three or four methods which will pay.

First, it may be simply a card with one side printed; that is, simply a good catchy advertisement of some

line of your business printed on a card about 3x5 inches; preferably a white card, as the printing will be more effective. On the reverse side, you may write the address and any personal message you may desire providing it does not occupy more than one-half of the address side of the card, using the other half for the address—thus the card serves for correspondence purposes even though it has no printing at all on the address side. But by leaving the one side blank, the cards may also be given out with packages over the counter, and enclosed with bills or statements, thus serving as a tasty advertising card. They do not need to be folded and are very convenient to handle. The cost, printed one side, will not exceed \$2.50 to \$3 per thousand.

For such a card, I would recommend some such copy as the following:

"Dear Friend—We have just received a fine stock of Toilet Preparations, and take this opportunity to invite you to call and inspect them at any time. You will find among the specialties many of the extensively advertised products which you have often wanted, but which you have never been able to purchase here before. Among the latter, we may mention the following, which may be had at the prices quoted:"

Or you may use a direct advertising form somewhat as follows:

We Just Want to Tell You about

Our Three Leading Specialties.

Witch Hazel Jelly, a preparation which is ideal in every household. The best preparation for the skin. Price, per tube, 25c.

Murray's Charcoal Tablets, especially prepared for home use and as an aid to digestion as well as a general tonic and help to the entire system. Prepaid, only 25c a box.

Prescriptions. This, our third specialty, is the most important of all. Extreme care given to the proper compounding of all prescriptions.

Your custom is earnestly solicited.

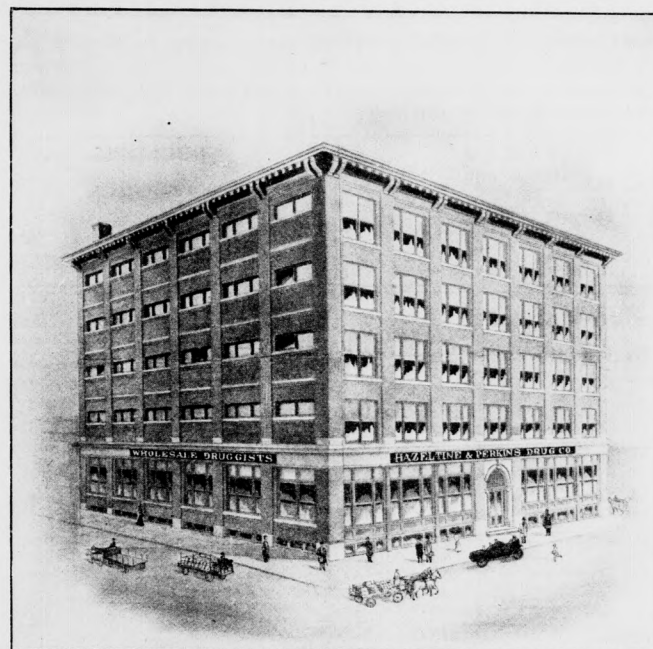
The first of the above forms will no doubt produce better results if printed from imitation typewriter type, and have the regular post-card form on the address side. This will cost a trifle more per thousand, and will be more effective, only when you intend to mail all of the cards directly after they are printed. The latter form is better to use if you intend to keep them on hand and send or give out occasionally.

The regular souvenir post-card with local views of your town and your general advertisement neatly printed in block form down in one corner is fine; people will keep the card, and very frequently use it when writing to friends, so that it will form a double purpose in advertising. If you can get colored cards cheap it will be all the better—in fact, many dealers use the assorted designs of comic and other cards which they sell, and take a thousand to the printer, having their advertisement put on and then distribute them free. W. W. Moore.

People who are rolling in wealth should be able to find a better use for it.

WHOLESALE DRUG PRICE CURRENT

Acids			Cubeb	@4	50	Digitalis	@	60		
Acetic	6 @	8	Erigeron	.....	@2	50	Gentian	.....	@	60
Boric	10 @	15	Eucalyptus	.....	75 @	85	Ginger	.....	@	95
Carbolic	23 @	27	Hemlock, pure	.....	@1	00	Gualac	.....	@1	05
Citric	50 @	55	Juniper Berries	.....	@1	25	Gualac Ammon.	.....	@	80
Muriatic	1 1/4 @	5	Juniper Wood	.....	40 @	50	Iodine	.....	@1	25
Nitric	5 1/4 @	10	Lard, extra	.....	85 @	1 00	Iodine, Colorless	.....	@1	25
Oxalic	13 @	16	Lard, No. 1	.....	75 @	90	Ipecac	.....	@	75
Sulphuric	1 1/4 @	5	Lavender Flowers	.....	@4	00	Iron, clo.	.....	@	60
Tartaric	38 @	42	Lavender, Garden	.....	85 @	1 00	Kino	.....	@	80
Ammonia			Lemon	.....	25 @	4 50	Myrrh	.....	@1	05
Water, 26 deg.	6 1/2 @	10	Linseed, boiled bbl	.....	@	50	Nux Vomica	.....	@	70
Water, 18 deg.	4 1/2 @	8	Linseed, bld. less	.....	55 @	60	Opium	.....	@2	00
Water 14 deg.	3 1/2 @	6	Linseed, raw bbls	.....	@	49	Opium Camph.	.....	@	65
Carbonate	13 @	16	Linseed, raw less	.....	54 @	59	Opium, Deodor'd	.....	@2	25
Chloride	12 @	15	Mustard, true	.....	4 50 @	6 00	Rhubarb	.....	@	70
Balsams			Mustard, artif'l	2 75 @	3 00	Paints				
Copaiba	.....	75 @	Neatsfoot	.....	80 @	85	Lead, red dry	.....	7 @	10
Fir (Canada)	1 75 @	2 00	Olive, pure	.....	2 50 @	3 50	Lead, white dry	.....	7 @	10
Fir (Oregon)	40 @	50	Olive, Malaga,	.....	1 60 @	1 75	Lead, white oil	.....	7 @	10
Peru	2 25 @	2 50	green	.....	1 50 @	1 65	Ochre, yellow bbl.	.....	1 @	1 1/4
Tolu	1 25 @	1 40	Orange, sweet	.....	1 50 @	1 75	Ochre, yellow less	.....	2 @	5
Berries			Organum, pure	.....	1 25 @	1 50	Putty	.....	2 1/2 @	5
Cubeb	65 @	75	Organum, com'l	.....	50 @	75	Red Venetian bbl.	.....	1 @	1 1/2
Fish	15 @	20	Pennyroyal	.....	2 25 @	2 50	Red Venet'n, less	.....	2 @	5
Juniper	6 @	10	Peppermint	.....	@3	75	Shaker, Prepared	1 40 @	1 50	
Prickley Ash	.....	@	Rose, pure	.....	16 00 @	18 00	Ver Venet'n, Eng.	90 @	1 00	
Barks			Rosemary Flowers	.....	90 @	1 00	Vermillion, mer.	15 @	20	
Cassia (ordinary)	25		Sandalwood, E. I.	6 25 @	6 50		Whiting, bbl.	1 @	1 1/2	
Cassia (Saigon)	65 @	75	Sassafras, true	.....	80 @	90	Whiting	.....	2 @	5
Elm (powd. 25c)	25 @	30	Sassafras, artif'l	.....	45 @	50	Insecticides			
Sassafras (pow. 30c)	@	25	Spearment	.....	6 00 @	6 50	Arsenic	.....	6 @	10
Soap (powd. 25c)	@	15	Sperm	.....	90 @	1 00	Blue Vitrol, bbl.	.....	@	6 1/4
Extracts			Tansy	.....	4 75 @	5 00	Blue Vitrol less	.....	7 @	10
Licorice	24 @	28	Tar, USP	.....	25 @	35	Bordeaux Mix Pst	.....	8 @	15
Licorice powdered	25 @	30	Turpentine, bbls.	.....	@49	1/2	Hellebore, White	.....	15 @	20
Flowers			Turpentine, less	.....	55 @	60	Insect Powder	.....	20 @	35
Arnica	18 @	25	Wintergreen, true	.....	@5	00	Lead Arsenate	.....	8 @	16
Chamomile (Ger.)	25 @	35	Wintergreen, sweet	.....	2 00 @	2 25	Lime & Sulphur	.....	15 @	25
Chamomile (Rom.)	40 @	50	Wintergreen, art'l	.....	50 @	60	Solution, gal.	.....	15 @	25
Gums			Wormseed	.....	@6	00	Paris Green	.....	15 @	20
Acacia, 1st	40 @	50	Wormwood	.....	@8	00	Miscellaneous			
Acacia, 2nd	35 @	40	Potassium				Acetanilid	.....	30 @	35
Acacia, 3d	30 @	35	Bicarbonate	.....	15 @	18	Alum	.....	3 @	5
Acacia, Sorts	.....	@	Bichromate	.....	13 @	16	Alum, powdered and	.....	5 @	7
Acacia Powdered	35 @	40	Bromide	.....	45 @	55	Bismuth, Sublim.	.....	2 10 @	2 25
Aloes (Barb. Pow)	22 @	25	Carbonate	.....	12 @	15	trate	.....	2 10 @	2 25
Aloes (Cape Pow)	20 @	25	Chlorate, xtal and	.....	12 @	16	Borax xtal or	.....	6 @	12
Aloes (Soc. Powd.)	40 @	50	powdered	.....	16 @	20	powdered	.....	1 30 @	1 50
Asafoetida	1 00 @	1 25	Chlorate, granular	.....	16 @	20	Cantharadics po.	1 30 @	1 50	
Asafoetida, Powd.	.....	@	Cyanide	.....	30 @	40	Calomel	.....	1 20 @	1 30
Pure			Iodide	.....	2 85 @	2 90	Capsicum	.....	20 @	25
U. S. P. Powd.	@1	00	Permanganate	.....	15 @	30	Carmine	.....	@3	50
Camphor	55 @	60	Prussiate yellow	.....	30 @	35	Cassia Buds	.....	@	40
Gualac	35 @	40	Prussiate, red	.....	50 @	60	Cloves	.....	30 @	35
Gualac, Powdered	40 @	50	Sulphate	.....	15 @	20	Chalk Prepared	.....	6 @	8 1/2
Kino	.....	@	Roots				Chalk Precipitated	.....	7 @	10
Kino, Powdered	.....	@	Alkanet	.....	15 @	20	Chloroform	.....	38 @	48
Myrrh	.....	@	Blood, powdered	.....	20 @	25	Chloral Hydrate	1 00 @	1 15	
Myrrh, Powdered	.....	@	Calamus	.....	35 @	40	Cocaine	.....	3 70 @	3 90
Opium	7 75 @	8 00	Elecampane, powd.	.....	15 @	20	Cocoa Butter	.....	50 @	60
Opium, Powd.	9 40 @	9 60	Gentian, powd.	.....	12 @	16	Corks, list, less 70%	.....	@	85
Opium, Gran.	9 50 @	9 70	Ginger, African,	.....	15 @	20	Copperas, bbls, cwt	.....	2 @	5
Shellac	25 @	30	powdered	.....	22 @	28	Copperas, less	.....	2 @	5
Shellac, Bleached	30 @	35	Goldenseal, powd.	.....	@6	00	Copperas, Powd.	.....	4 @	6
Tragacanth No. 1	25 @	30	Ipecac, powd.	.....	2 75 @	3 00	Corrosive Sublim.	1 20 @	1 30	
Tragacanth, Pow	60 @	75	Licorice	.....	14 @	16	Cream Tartar	.....	28 @	35
Turpentine	10 @	15	Licorice, powd.	.....	12 @	15	Cuttlebone	.....	25 @	35
Leaves			Orris, powdered	.....	25 @	30	Dextrine	.....	7 @	10
Buchu	1 85 @	2 00	Poke, powdered	.....	20 @	25	Dover's Powder	2 00 @	2 25	
Buchu, Powd.	2 00 @	2 25	Rhubarb	.....	75 @	1 00	Emery, all Nos.	.....	6 @	10
Sage, bulk	18 @	25	Rhubarb, powd.	.....	75 @	1 25	Emery, powdered	.....	5 @	8
Sage, 1/2s Loose	20 @	25	Rosinweed, powd.	.....	25 @	30	Epsom Salts, bbls	.....	@	1 1/2
Sage, Powdered	25 @	30	Sarsaparilla, Hond.	.....	@	50	Epsom Salts, less 2 1/2 @	.....	3	
Senna, Alex	25 @	30	ground	.....	@	50	Ergot	.....	1 50 @	1 75
Senna, Tinn.	15 @	20	Sarsaparilla Mexican,	.....	25 @	30	Ergot, powdered	1 80 @	2 00	
Senna, Tinn, Pow.	20 @	25	ground	.....	25 @	30	Flake White	.....	12 @	15
Uva Ursi	10 @	15	Squills	.....	20 @	35	Formaldehyde lb.	.....	10 @	15
Oils			Tumeric, powd.	.....	12 @	15	Gambier	.....	6 @	10
Almonds, Bitter,	.....	6 00 @	Valerian, powd.	.....	25 @	30	Gelatine	.....	35 @	45
Almonds, Bitter,	.....	@1	Seeds				Glassware, full cases	.....	80 %	
Almonds, Sweet,	.....	90 @	Anise	.....	15 @	20	Glassware, less 70 & 10%	.....	@	1
Almonds, Sweet,	.....	40 @	Anise, powdered	.....	22 @	25	Glauber Salts bbl.	.....	2 @	5
Almond, Bitter,	.....	25 @	Bird, ls	.....	7 @	8	Glauber Salts less	.....	11 @	15
Almond, Bitter,	.....	2 25 @	Canary	.....	7 @	10	Glue, brown	.....	10 @	15
Almond, Sweet,	.....	@8	Caraway	.....	12 @	18	Glue, white	.....	15 @	25
Almond, Sweet,	.....	75 @	Cardamon	.....	1 75 @	2 00	Glue, white grd	.....	15 @	20
Almond, Sweet,	.....	1 50 @	Celery	.....	55 @	60	Glycerine	.....	23 @	30
Almond, Sweet,	.....	12 1/2 @	Coriander	.....	18 @	20	Hops	.....	50 @	80
Almond, Sweet,	.....	@	Dill	.....	@	30	Indigo	.....	85 @	1 00
Almond, Sweet,	.....	40 @	Fennell	.....	4 @	8	Iodine	.....	3 75 @	4 00
Almond, Sweet,	.....	25 @	Flax	.....	4 @	8	Iodoform	.....	4 80 @	5 00
Almond, Sweet,	.....	2 25 @	Flax, ground	.....	4 @	8	Lead Acetate	.....	12 @	18
Almond, Sweet,	.....	@8	Foenugreek, pow.	.....	6 @	10	Lycopodium	.....	60 @	75
Almond, Sweet,	.....	75 @	Hemp	.....	5 @	7	Mace	.....	80 @	90
Almond, Sweet,	.....	1 50 @	Lobelia	.....	@	50	Mace, powdered	.....	90 @	1 00
Almond, Sweet,	.....	12 1/2 @	Mustard, yellow	.....	9 @	12	Menthol	.....	10 00 @	11 00
Almond, Sweet,	.....	@	Mustard, black	.....	20 @	25	Mercurey	.....	85 @	90
Almond, Sweet,	.....	70 @	Mustard, powd.	.....	20 @	25	Morphine, all brd	4 55 @	4 80	
Almond, Sweet,	.....	@1	Poppy	.....	15 @	20	Nux Vomica	.....	@	10
Almond, Sweet,	.....	70 @	Quince	.....	@1	00	Nux Vomica pow	.....	20 @	25
Almond, Sweet,	.....	@1	Rape	.....	6 @	10	Pepper, black pow	.....	20 @	25
Almond, Sweet,	.....	70 @	Sabadilla	.....	25 @	30	Pepper, white	.....	25 @	35
Almond, Sweet,	.....	@1	Sabadilla, powd.	.....	35 @	45	Pitch, Burgundy	.....	10 @	15
Almond, Sweet,	.....	90 @	Sunflower	.....	6 @	8	Quassia	.....	10 @	15
Almond, Sweet,	.....	40 @	Worm American	.....	15 @	20	Quinine, all brds	23 @	25	
Almond, Sweet,	.....	25 @	Worm Levant	.....	40 @	50	Rochelle Salts	.....	20 @	25
Almond, Sweet,	.....	25 @	Tinctures				Saccharine	.....	2 00 @	2 25
Almond, Sweet,	.....	25 @	Aconite	.....	@	75	Salt Peter	.....	7 1/2 @	12
Almond, Sweet,	.....	25 @	Aloes	.....	@	65	Seidlitz Mixture	.....	20 @	25
Almond, Sweet,	.....	25 @	Arnica	.....	@	60	Soap, green	.....	15 @	20
Almond, Sweet,	.....	25 @	Asafoetida	.....	@1	00	Soap, mott castile	.....	10 @	15
Almond, Sweet,	.....	25 @	Bellaonna	.....	@	60	Soap, white castile	.....	@6	25
Almond, Sweet,	.....	25 @	Benzoil	.....	@	60	Soap, white castile	.....	@	68
Almond, Sweet,	.....	25 @	Benzoil Compound	.....	@	90	less, per bar	.....	@	5
Almond, Sweet,	.....	25 @	Buchu	.....	@1	00	Soda Ash	.....	1 1/2 @	5
Almond, Sweet,	.....	25 @	Cantharadics	.....	@1	00	Soda Bicarbonate	.....	1 1/2 @	5
Almond, Sweet,	.....	25 @	Capsicum	.....	@	90	Soda, Sal	.....	1 @	4
Almond, Sweet,	.....	25 @	Cardamon	.....	@	95	Spirits Camphor	.....	@	75
Almond, Sweet,	.....	25 @	Cardamon, Comp.	.....	@	65	Sulphur roll	.....	2 1/2 @	5
Almond, Sweet,	.....	25 @	Catechu	.....	@	60	Sulphur Subl.	.....	2 1/2 @	5
Almond, Sweet,	.....	25 @	Cinchona	.....	@	60	Tamarinds	.....	10 @	15
Almond, Sweet,	.....	25 @	Colchicum	.....	@	60	Tartar Emetic	.....	40 @	50
Almond, Sweet,	.....	25 @	Cubeb	.....	@1	20	Turpentine Venice	.....	40 @	50
Almond, Sweet,	.....	25 @					Vanilla Ext. pure	1 00 @	1 00	
Almond, Sweet,	.....	25 @					Witch Hazel	.....	65 @	1 00
Almond, Sweet,	.....	25 @					Zinc Sulphate	.....	7 @	10



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.

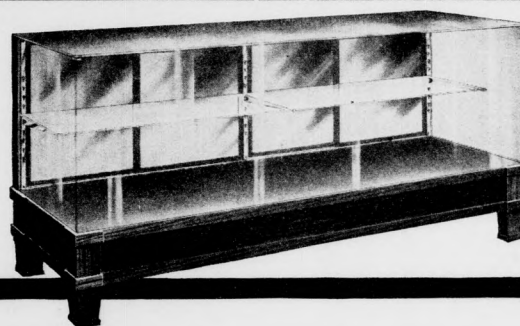
Grand Rapids.

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

GROCERY PRICE CURRENT

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

ADVANCED

Boiled Hams
Opium
Pork—Barreled

DECLINED

Flour—Wingold

Index to Markets

By Columns

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

3		4		5	
CHEESE		Mocha		Shelled	
Acme	@15	Short Bean	25@27	Spanish Peanuts	10@10 1/2
Floomingdale	@15 1/2	Long Bean	24@25	Peanut Halves	@65
Carson City	@15 1/2	H. L. O. G.	26@28	Walnut Halves	@35
Hopkins	@15	Bogota		Filbert Meats	@30
Brick	@16 1/2	Fair	24	Alicante Almonds	@45
Leiden	@15	Fancy	26	Jordan Almonds	@50
Limburger	@17	Exchange Market, Steady		Peanuts	
Pineapple	40 @60	Spot Market, Strong		Fancy H P Suns	7 1/4 @ 7 1/2
Edam	@85	Package		Roasted	@ 7 1/2
Sap Sago	@22	New York Basis		Choice, raw, H P Jum-	bo @ 7 1/2
Swiss, domestic	@20	Arbuckle	22 50	CRACKED WHEAT	
CHEWING GUM		Lion	23 50	Bulk	3 1/2
Adams Black Jack	55	McLaughlin's XXXX		24 2lb. pkgs.	2 50
Adams Sappota	55	McLaughlin's XXXX sold		CRACKERS	
Beeman's Pepsin	55	to retailers only. Mail all		National Biscuit Company	
Beechnut	60	orders direct to W. F.		Brands	
Chiclets	1 25	McLaughlin & Co., Chic-		Butter	
Colgan Violet Chips	60	ago.		Excelsior Butters	8
Colgan Mint Chips	60	Extract		NBC Square Butters	6 1/2
Dentyne	1 10	Holland, 1/2 gro boxes	95	Seymour Round	6 1/2
Flag Spruce	55	Felix, 1/2 gross	1 15	Soda	
Juicy Fruit	55	Hummel's foil, 1/2 gro.	85	NBC Sodas	6 1/2
Red Robin	55	Hummel's tin, 1/2 gro.	1 43	Premium Sodas	7 1/2
Sen Sen (Jars 80 pkgs,		CONFECTIONERY		Select Sodas	8 1/2
\$2.20)		Stick Candy		Saratoga Flakes	13
Spearmint, Wrigleys	55	Horshound	8	Saltines	13
Spearmint, 5 box jars	2 75	Standard	8	Oyster	
Spearmint, 3 box jars	1 65	Standard, small	8 1/2	NBC Picnic Oysters	6 1/2
Trunk Spruce	55	Twist, small	9	Gem Oysters	6 1/2
Yucatan	55	Cases		Shell	8
Zeno	55	Jumbo	8	Sweet Goods	
CHICORY		Jumbo, small	8 1/2	Cans and boxes	
Bulk	5	Big Stick	8 1/2	Animals	10
Red	7	Boston Cream	13	Atlantics Also Asstd.	12
Eagle	5	Mixed Candy		Avena Fruit Cakes	12
Frank's	7	Broken	8	Bonnie Doon Cookies	10
Scheuer's	6	Cameo	12	Bonnie Lassies	10
Red Standards	1 60	Cut Loaf	9	Brittle Fingers	10
White	1 60	Fancy	10 1/2	Cameo Biscuit Choc.	
CHOCOLATE		French Cream	9	(cans)	25
Walter Baker & Co.		Grocers	6 1/2	Cameo Biscuit Asstd.	
German's Sweet	22	Kindergarten	11	(cans)	25
Premium	32	Leader	8 1/2	Cartwheels Asstd.	8 1/2
Caracas	23	Majestic	9	Cecelia Biscuit	16
Hershey's Almond 5c	85	Monarch	8 1/2	Chocolate Bar (cans)	18
Hershey's Milk, 5c	85	Novelty	10	Chocolate Drops	17
Walter M. Lowmyer Co.		Paris Creams	10	Chocolate Drop Cen-	
Premium, 1/2 s	29	Premio Creams	14	ters	16
Premium, 1/4 s	29	Royal	7 1/2	Choc. Honey Fingers	16
CLOTHES LINE		Special	8 1/2	Choc. Rosettes (cans)	20
No. 40 Twisted Cotton	95	Valley Creams	12	Cracknels	18
No. 50 Twisted Cotton	1 70	X L O	7	Cocoa Nut Taffy Bar	13
No. 60 Twisted Cotton	2 00	Specialties		Cocoanut Drops	12
No. 80 Twisted Cotton	2 00	Auto Kisses (baskets)	13	Cocoanut Macaroons	18
No. 50 Braided Cotton	1 00	Bonnie Butter Bites	16	Cocnut Honey Fingers	12
No. 60 Braided Cotton	1 25	Butter Cream Corn	16	Cocnt Honey Jumbles	12
No. 80 Braided Cotton	2 25	Candy Crackers (bskt)	15	Coffee Cakes Iced	12
No. 50 Sash Cord	1 75	Caramel Dice	13	Eventide Fingers	16
No. 60 Sash Cord	2 00	Cocoa Nut	14	Family Cookies	8 1/2
No. 60 Jute	80	Cocoanut Waffles	14	Fig Cakes Asstd.	12
No. 72 Jute	1 00	Coco Macaroons	16	Frosted Creams	8 1/2
No. 60 Sisal	85	Coffy Toffy	14	Frosted Ginger Cookies	8 1/2
Galvanized Wire		Cream, Marshmallows	13	Fruit Lunch Iced	10
No. 20, each 100ft. long	1 90	Dainty Mints 7 lb. tin	15	Ginger Gems Plain	8 1/2
No. 19, each 100ft. long	2 10	Empire Fudge	14	Ginger Gems Iced	8 1/2
COCOA		Fudge, Pineapple	13	Graham Crackers	8 1/2
Baker's	37	Fudge, Walnut	13	Ginger Snaps Family	8 1/2
Cleveland	41	Fudge, Fibert	13	Ginger Snaps NBC	
Colonial, 1/4 s	35	Fudge, Choco. Peanut	12	Round	8
Colonial, 1/2 s	33	Fudge, Honey Moon	13	Household Cookies	8
Epps	42	Fudge, Toasted Cocoa-	13	Household Cks. Iced	9
Hershey's	30	nut	13	Hippodrome Bar	12
Hershey's, 1/2 s	28	Fudge, Cocoa Nut	14	Honey Jumbles	12
Huyler	36	Honeycomb Candy	15	Imperial's	8 1/2
Lowmyer, 1/4 s	33	Kokays	14	Jubilee Meringue	13
Lowmyer, 1/2 s	33	Iced Maroons	14	Lady Fingers Sponge	13
Lowmyer, 5 lb. cans	33	Iced Gems	15	Leap Year Jumbles	18
Van Houten, 1/4 s	18	Iced Orange Jellies	13	Lemon Biscuit Square	8 1/2
Van Houten, 1/2 s	18	Italian Bon Bons	13	Lemon Wafers	17
Van Houten, 1s	65	Molasses Kisses	10	Lemona	8 1/2
Wan-Eta	36	lb. box	13	Mace Cakes	8
Webb	33	Nut Butter Puffs	13	Mary Ann	8 1/2
Wilber, 1/2 s	32	Salted Peanuts	12	Marshmallow	13
Wilber, 1/4 s	32	Chocolates		Marshmallow Walnuts	18
COCOANUT		Pails		Medora	8
Dunham's	per lb.	Assorted Choc.	15	Mottled Squares	10
1/4 s, 5lb. case	30	Amazon Caramels	15	NBC Honey Cakes	12
1/4 s, 5lb. case	29	Champion	11	Oatmeal Crackers	8
1/4 s, 15lb. case	29	Choc. Chips, Eureka	13	Orange Gems	8 1/2
1/2 s, 15lb. case	28	Climax	13	Penny Assorted	8 1/2
1/4 s & 1/2 s 15lb.	28	Eclipse, Assorted	15	Peanut Gems	8 1/2
Scalloped Gems	10	Eureka Chocolates	16	Pineapple Cakes	16
1/4 s & 1/2 s pails	16	Favorite	16	Raisin Gems	11
Bulk, pails	13 1/2	Ideal Chocolates	13	Reveres Asstd.	15
Bulk, barrels	12 1/2	Klondike Chococates	18	Spiced Ginger Cakes	9
COFFEES, ROASTED		Nabobs	17	Spiced Ginger Cakes	
Rio		Nibble Sticks	17	Iced	10
Common	19	Nut Wafers	17	Sugar Fingers	12
Fair	19 1/2	Ocoro Choc. Caramels	17	Sugar Crimp	12
Choice	20	Peanut Clusters	20	Sultana Raisin Biscuit	9
Fancy	21	Pyramids	14	Triumph Cakes	16
Peaberry	23	Quintette	16	Vanilla Wafers	17
Santos		Regina	16	Waverley	10
Common	20	Star Chococates	13	In-er-Seal Trade Mark	
Fair	20 1/2	Superior Choc (light)	18	Goods	
Choice	21	Pop Corn		per doz	
Fancy	23	Cracker Jack	3 25	Baronet Biscuit	\$1 00
Peaberry	23	Giggles, 5c pkg. cs.	3 50	Bremmers Btr Wafs.	1 00
Maracaibo		Oh My 100s	3 50	Cameo Biscuit	1 00
Fair	24	Cough Drops		Cheese Sandwich	1 00
Choice	25	Putnam Menthal	1 00	Chocolate Wafers	1 00
Fancy	26	Smith Bros	1 25	Excelsior Butters	1 00
Guatemala		NUTS-Whole		Fig Tartlets	1 00
Fair	25	Almonds, Tarragona	18	Fig O'Clock Tea Bscot.	1 00
Choice	26	Almonds, Drake	17	Ginger Snaps NBC	1 00
Fancy	28	Almonds, California		per doz	
Fair	25	soft shell	@12	Baronet Biscuit	\$1 00
Fancy	28	Brazils	@15	Bremmers Btr Wafs.	1 00
Java		Filberts	@15	Cameo Biscuit	1 00
Private Growth	26@30	Cal. No. 1	@18	Cheese Sandwich	1 00
Mandling	31@35	Walnuts sft shell	@16	Chocolate Wafers	1 00
Aukola	30@32	Table nuts, fancy	@16	Excelsior Butters	1 00
		Pecans, medium	@15	Fig Tartlets	1 00
		Pecans, ex. large	@16	Fig O'Clock Tea Bscot.	1 00
		Hickory Nuts, per bu.	2 00	Ginger Snaps NBC	1 00
		Ohio			
		Cocanuts			
		State per bu. York			

6	7	8	9	10	11
Graham Crackers Red Label 10c size 1 00 Lemon Snaps 50 Oysterettes 50 Premium Sodas 1 00 Royal Toast 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 S. S. Butter Crackers 1 50 Unedea Biscuit 50 Unedea Ginger Wafer 1 00 Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 Other Package Goods Barnum's Animals 50 Chocolate Tokens 2 50 Butter Crackers NBC 2 50 Family Package 2 50 Soda Crackers NBC 2 50 Family Package 2 50 Fruit Cake 3 00 In Special Tin Packages per doz. Festino 2 50 Nabisco 25c 2 50 Nabisco 10c 1 00 In bulk per tin Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 40 CREAM TARTAR Barrels or drums 33 Boxes 34 Square Cans 36 Fancy caddies 41 DRIED FRUITS Apples Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2 Apricots California 12@14 Citron Corsican 15 Currants Imported 1 lb pkg 8 1/2 Imported, bulk 8 1/2 Peaches Muir's—Choice, 25lb. 9 Muir's—Fancy, 25lb. 10 Fancy, peeled, 25lb. 18 Peel Lemon, American 12 1/2 Orange, American 12 1/2 Raisins Cluster, 20 cartons 2 25 Loose Muscatels 3 Cr 5 1/2 Loose Muscatels 4 Cr 6 L. M. Seeded, 1 lb. 7@7 1/2 California Prunes 90-100 25lb. boxes. @ 4 80-90 25lb. boxes. @ 6 70-80 25lb. boxes. @ 6 1/2 60-70 25lb. boxes. @ 7 50-60 25lb. boxes. @ 8 1/2 40-50 25lb. boxes. @ 9 1/2 FARINACEOUS GOODS Beans California Lima 7 1/2 Michigan Lima 6 Med. Hand Picked 2 40 Brown Holland 1 65 Farina 25 1 lb packages 1 50 Bulk, per 100 lbs. 4 00 Original Holland Rusk Packed 12 rolls to container 3 containers (40) rolls 3 20 Hominy Pearl, 100 lb. sack 2 00 Macaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Chester 2 60 Empire Peas Green, Wisconsin, bu. 2 00 Green, Scotch, bu. 2 00 Split, lb. 5 Sago East India 4 1/2 German, sacks 4 1/2 German, broken pkg. Tapoca Flake, 100 lb. sacks 4 1/2 Pearl, 130 lb. sacks 4 1/2 Pearl, 36 pkgs. 2 25 Minute, 36 pkgs 2 75 FISHING TACKLE 1/4 to 1 in. 6 1 1/4 to 2 in. 7 1 1/2 to 2 in. 9 1 3/4 to 2 in. 11 2 in. 15 3 in. 20 Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 11 No. 5, 15 feet 12 No. 6, 15 feet 15 No. 7, 15 feet 18 No. 8, 15 feet 20 No. 9, 15 feet 20 Linen Lines Small 20 Medium 26 Large 34 Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80	FLAVORING EXTRACTS Jennings D C Brand Terpeness Extract Lemon No. 1 F Box, per doz. 75 No. 2 F Box, per doz. 90 No. 4 F Box, per doz. 1 75 No. 3 Taper, per doz. 1 75 2 oz. Flat, F M per dz. 1 50 Jennings D C Brand Extract Mexican Vanilla No. 1 F Box, per doz. 90 No. 2 F Box, per doz. 1 25 No. 4 F Box, per doz. 2 25 No. 3 Taper, per doz. 2 00 2 oz. Flat F M per dz. 2 00 FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 5 40 Seal of Minnesota 4 85 Sunburst 4 85 Wizard Flour 5 10 Wizard Graham 5 10 Wizard Grain Meal 4 00 Wizard Buckwheat 6 00 Rye 4 40 Valley City Milling Co. Lily White 5 60 Light Loaf 5 10 Graham 2 30 Granena Health 2 40 Gran. Meal 1 70 Bolted Med. 1 60 Voigt Milling Co. Graham 4 60 Voigt's Crescent 5 40 Voigt's Flourloft 5 40 Voigt's Hygienic 4 60 Voigt's Royal 5 80 Watson-Higgins Milling Co. Perfection Flour 5 40 Tip Top Flour 5 00 Golden Sheaf Flour 4 60 Marshall's Best Flour 4 85 Worden Grocer Co. Quaker, paper 5 30 Quaker, cloth 5 40 Quaker Buckwheat bbl 5 50 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 5 35 American Eagle, 1/4s 5 25 American Eagle, 1/4s 5 15 Spring Wheat Roy Baker Golden Horn, family 5 00 Golden Horn, bakers 4 95 Wisconsin Rye 3 80 Judson Grocer Co. Ceresota, 1/4s 5 60 Ceresota, 1/4s 5 70 Ceresota, 1/4s 5 80 Worden Grocer Co. Wingold, 1/4s cloth 5 75 Wingold, 1/4s cloth 5 65 Wingold, 1/4s cloth 5 55 Wingold, 1/4s paper 5 60 Wingold, 1/4s paper 5 55 Bakers' Patent 5 40 Wykes & Co. Sleepy Eye, 1/4s cloth 5 40 Sleepy Eye, 1/4s cloth 5 30 Sleepy Eye, 1/4s cloth 5 20 Sleepy Eye, 1/4s paper 5 20 Sleepy Eye, 1/4s paper 5 20 Meal Bolted 3 80@4 00 Golden Granul'd 3 80@4 00 Wheat Red 1 07 White 1 07 Oats Michigan carlots 36 Less than carlots 40 Corn Carlots 63 Less than carlots 67 Hay Carlots 11 00 Less than carlots 13 00 Feed Street Car Feed 33 No. 1 Corn & Oat Feed 33 Cracked corn 32 Coarse corn meal 32 FRUIT JARS Mason, pts., per gro. 4 55 Mason, qts., per gro. 4 95 Mason, 1/2 gal. per gro. 30 Mason, can tops, gro. 1 65 GELATINE Cox's, 1 doz. large 1 45 Cox's, 1 doz. small 90 Knox's Sparkling, doz. 1 25 Knox's Sparkling gr. 14 00 Knox's Acidu'd, doz. 1 25 Knox's 1 50 Oxford 75 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90 GRAIN BAGS Broad Gauge 18 Amoskeag 19 Herbs Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25	HIDES AND PELTS Hides Green, No. 1 11 1/2 Green, No. 2 10 1/2 Cured, No. 1 13 Cured, No. 2 12 Calfskin, green, No. 1 15 Calfskin, green, No. 2 13 1/2 Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14 1/2 Pelts Old Wool 60@1 25 Lamb's 10@25 Shearings 10@20 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 18 Unwashed, fine @ 13 HORSE RADISH Per doz. 90 Jelly 5lb pails, per doz. 2 20 15 1/2 pails, per pail 48 30lb pail, per pail 90 JELLY GLASSES 1/4 pt. in bbls., per doz. 15 1/2 pt. in bbls., per doz. 16 8 oz. capped in bbls. 18 per doz. 18 MAPLEINE 2 oz. bottles, per doz. 3 00 MINCE MEAT Per case 2 85 MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra Red Hen, No. 2 1/2 1 75 Red Hen, No. 5 1 75 Red Hen, No. 10 1 65 MUSTARD 1/4 lb 6 lb. box 16 OLIVES Bulk, 1 gal. kegs 15@1 25 Bulk, 2 gal. kegs 10@1 20 Bulk, 5 gal. kegs 1 00@1 15 Stuffed, 8 oz. 90 Stuffed, 5 oz. 1 25 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 2 25 14 oz. 2 25 Manzanilla, 8 oz. 1 35 Lunch, 10 oz. 2 25 Queen, Mammoth, 19 oz. 4 25 Queen, Mammoth, 28 oz. 5 75 Olive Chow, 2 doz. cs. 2 25 per doz. 2 25 PICKLES Medium Barrels, 1,200 count 7 75 Half bbls., 600 count 4 38 5 gallon kegs 2 00 Small Barrels 9 50 Half Barrels 5 25 5 gallon kegs 3 00 Gherkins Barrels 14 50 Half barrels 7 75 5 gallon kegs 3 25 Sweet Small Barrels 14 50 Half barrels 8 00 5 gallon kegs 3 25 PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob 90 PLAYING CARDS No. 90, Steamboat 75 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd. 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808, Bicycle 2 00 No. 632, Tour'n't whist 2 25 POTASH Babbitt's, 2 doz. 1 75 PROVISIONS Barreled Pork Clear Back 22 00@23 00 Short Cut Clear 20 50@21 00 Bean 18 00@18 50 Brisket, Clear 22 50@23 00 Pig 23 00 Clear Family 26 00 Dry Salt Meats S P Bellies 14 1/2@15 Lard Pure in tierces, 11 1/2@12 Compound Lard, 8 1/2@9 80 lb. tubs advance 1/4 60 lb. tubs advance 1/4 50 lb. tins advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 5 lb. pails advance 1/4 8 lb. pails advance 1	Smoked Meats Hams, 12 lb av. 17 @17 1/2 Hams, 16 & av. 16 1/2 @17 Hams, 18 1/2 av. 16 @16 1/2 Skinned Hams 18 @18 1/2 Ham, dried beef sets 21 @22 California Hams 11 1/2 @12 Picnic Boiled Hams @15 Boiled Hams 26 1/2 @27 Minced Ham 13 @13 1/2 Bacon 17 1/2 @25 Sausages Bologna 10 @10 1/2 Liver 7 1/2 @8 Frankfort 11 @11 1/2 Pork 13 @14 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 20 00@20 50 Rump, new 21 00@22 00 Pig's Feet 1/4 bbls. 1 05 1/2 bbls., 40 lbs. 2 10 3/4 bbls. 4 25 1 bbl. 8 50 Tripe Kits, 15 lbs. 90 1/4 bbls., 40 lbs. 1 60 3/4 bbls., 80 lbs. 3 00 Casings Hogs, per 1/4 35 Beef, rounds, set 18@20 Beef, middles, set 30@35 Sheep, per bundle 80 Uncolored Butterine Solid Dairy 12 @16 Country Rolls 12 1/2 @18 Canned Meats Corned beef, 2 lb 4 20 Corned beef, 1 lb 2 20 Roast beef, 2 lb 4 20 Roast beef, 1 lb 2 20 Potted Ham, 1/4s 50 Potted Ham, 1/2s 50 Deviled Ham, 1/4s 50 Deviled Ham, 1/2s 50 Potted Tongue, 1/4s 50 Potted Tongue, 1/2s 50 RICE Fancy 6 @6 1/2 Japan Style 5 @5 1/2 Broken 4 @4 1/2 ROLLED OATS Rolled Avena, bbls. 4 50 Steel Cut, 100 lb. sks. 2 25 Monarch, bbls. 4 25 Monarch, 90 lb. sacks 2 00 Quaker, 13 Regular 1 45 Quaker, 20 Family 4 00 SALAD DRESSING Columbia, 1/2 pt. 2 25 Columbia, 1 pint 4 00 Durkee's, large 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 00 Wyandotte, 100 1/4s 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1 25 SALT Common Grades 100 3 lb sacks 2 60 70 4 lb. sacks 2 40 60 5 lb. sacks 2 40 28 10 lb. sacks 2 25 56 lb. sacks 40 28 lb. sacks 20 Warsaw 56 & dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 25 Common Granulated, Fine 1 05 Medium, Fine 1 10 SALT FISH Cod Large, whole @ 7 1/2 Small, whole @ 7 Strips or bricks 7 1/2 @10 1/2 Pollock @ 4 1/2 Halibut Strips 15 Chunks 15 Holland Herring Y. M. wh. hoop bbls. 12 00 Y. M. wh. hoop 1/2 bbl. 6 50 Y. M. wh. hoop kegs 72 Y. M. wh. hoop Milchers 73 Queens, bbls. 11 00 Queens, 1/2 bbls. 5 75 Queen kegs 62 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 2 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75	Mackerel Mess, 100 lbs. 16 50 Mess, 40 lbs. 7 00 Mess, 10 lbs. 1 85 Mess, 8 lbs. 1 50 No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 6 60 No. 1, 10 lbs. 1 25 Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 1 12 8 lbs. 92 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65 SEEDS Anise 14 Canary, Smyrna 6 Caraway 10 Cardamom, Malabar 1 20 Celery 50 Hemp, Russian 5 Mixed Bird 5 Mustard, white 8 Poppy 11 Rape 5 1/2 SHOE BLACKING Handy Box, large 3 dz. 3 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rattle in jars 43 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27 Cassia, Canton 14 Cassia, 5c pkgs. doz. 25 Ginger, African 9 1/2 Ginger, Cochin 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 45 Mixed, 5c pkgs. doz. 45 Nutmegs, 70-80 30 Nutmegs, 105-110 22 Pepper, Black 13 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 30 Cassia, Canton 12 Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 15 Pepper, White 35 Pepper, Cayenne 24 Paprika, Hungarian 45 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/2 Muzzy, 40 1lb. pkgs. 5 Gloss Kingsford Silver Gloss, 40 1lb. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 1lb. packages 5 16 3lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 3 1/2 SYRUPS Corn Barrels 26 Half barrels 23 Blue Karo, No. 2 1 80 Blue Karo, No. 2 1/2 2 06 Blue Karo, No. 5 2 10 Blue Karo, No. 10 2 00 Red Karo, No. 2 1 91 Red Karo, No. 2 1/2 2 40 Red Karo, No. 5 2 25 Red Karo, No. 10 2 25 Pure Cane Fair 16 Good 20 Choice 25 TABLE SAUCES Halford, large 3 75 Halford, small 2 25 TEA Japan Sundried, medium 24@26 Sundried, choice 30@33 Sundried, fancy 36@40 Basket-fired, medium 30 Basket-fired, choice 35@37 Basket-fired, fancy 40@43 Nibs 30@32 Siftings 10@12 Fannings 14@15 Gunpowder Moyune, medium 35 Moyune, choice 33 Moyune, fancy 50@60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50@55 Scrap All Red, 5c 5 76 Am. Union Scrap 5 40 Bag Pipe, 5c 5 88 Cutlars, 2 1/2 oz. 26 Globe Scrap, 2 oz. 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c 5 76 Old Times, 1/2 doz. 5 50 Polar Bear, 5c, 1/2 gro. 5 76 Red Band, 5c 1/4 gro. 5 76 Red Man Scrap 5c 1 42	Young Hyson Choice 30 Fancy 40@50 Oolong Formosa, Fancy 50@60 Formosa, Medium 28 Formosa, Choice 35 English Breakfast Medium 25 Choice 30@35 Fancy 40@60 India Ceylon, choice 30@35 Fancy 45@50 TOBACCO Fine Cut Blot 1 45 Bugle, 16 oz. 3 84 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz. 32 Dan Patch, 4 oz. 11 52 Dan Patch, 2 oz. 5 76 Fast Mail, 16 oz. 7 80 Hiawatha, 16 oz. 60 Hiawatha, 5c 40 May Flowe, 16 oz. 36 No Limit, 8 oz. 1 80 No Limit, 16 oz. 3 60 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11 10 Ojibwa, 5c 1 85 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 3 96 Peach and Honey 3 96 Red Bell, 16 oz. 5 76 Red Bell, 8 foil 1 98 Sterling, L & D 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c 5 76 Sweet Cuba, 10c 95 Sweet Cuba, 1 lb. bbl. 4 50 Sweet Cuba, 1/2 lb. foil 2 50 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. 2 45 Sweet Burley, 16 oz. 4 90 Sweet Mist, 1/2 gro. 5 70 Sweet Mist, 8 oz. 11 10 Sweet Mist, 8 oz. 5 76 Telegram, 5c 6 00 Tiger, 5c 6 00 Tiger, 25c cans 2 35 Uncle Daniel, 1 lb 60 Uncle Daniel, 1 oz. 5 22 Plug Am. Navy, 16 oz. 32 Apple, 10 lb. butt 38 Drummond Nat. Leaf, 2 and 5 lb. 60 Drummond Nat. Leaf, per doz. 96 Battle Ax 32 Big Boy, 6 and 12 lb. 32 Big Four, 6 and 12 lb. 32 Boot Jack, 2 lb. 90 Boot Jack, per doz. 90 Bullion, 16 oz. 46 Climax, Golden Twins 48 Climax, 14 1/2 oz. 46 Climax, 7 oz. 41 Days' Work, 7 & 14 lb. 37 Crema de Menthe, lb. 62 Derby, 5 lb. boxes 28 5 Bros., 4 lb. 65 Four Roses, 10c 90 Gilt Edge, 2 lb 58 Gold Rope, 6 & 12 lb. 58 G. O. P., 12 & 24 lb. 40 Granger Twist, 6 lb. 47 G. T. W., 10lb & 21 lb 36 Honey Shoe, 6 & 12 lb. 43 Honey Dip Twist, 5&10 45 Jolly Tar, 5 & 8lb 40 J. T., 5 1/2 & 11 lb. 35 Kentucky Navy, 12lb. 32 Keystone Twist, 6lb. 45 Kismet, 6 lb. 45 Maple Dip, 20 oz. 28 Merry Widow, 12lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. 35 Patterson's Nat. Leaf 93 Peachee, 6-12 & 24 lb. 35 Piedmont, 5 & 12 lb. 45 Piper Heidsieck, per doz. 69 Piper Heidsieck, per doz. 96 Polo, 3 doz., per doz. 48 Redicut, 1 1/2 oz. 38 Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. 44 Spear Head, 14 oz. 44 Spear Head, 7 oz. 47 Sq. Deal, 7, 14 and 28lb 30 Star, 6, 12 & 24 lb. 43 Standard Navy, 7 1/2, 15 & 30 lb. 34 Ten Penny, 6 & 12 lb. 35 Town Talk, 14 oz. 30 Yankee Girl, 6, 12 & 24 30

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
 Sure Shot, 5c 1-6 gro. 5 76
 Yankee Girl Scrap, 2 oz 5 76
 Pan Handle Scrap 1/4 gr. 5 76
 Peachy Scrap, 5c 1 90
 Union Workman, 2 3/4 6 00

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76

Banner, 8 oz. 1 60
 Banner, 16 oz. 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 76
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 7 20
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 5 95

Brotherhood, 5c 5 95
 Brotherhood, 10c 11 00
 Brotherhood, 16 oz. 39
 Carnival, 5c 5 70
 Carnival, 1/4 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip Johnson 30
 Cigar Clip Seymour 30
 Identity, 3 & 16 oz. 40
 Darby Cigar Cuttings 40
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 20
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 79
 Dills Best, 16 oz. 48
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 02
 F. F. A. 7 oz. 11 52
 Fashion, 5c 5 28
 Fashion, 16 oz. 5 76
 Five Bros., 5c 10 53
 Five Bros., 10c 10 53
 Five cent cut Plug 29
 F O B 10c 11 50
 Four Roses, 10c 92
 Full Dress, 1 1/2 oz. 76
 Glad Hand, 5c 11 88
 Gold Block, 10c 11 88
 Gold Star, 5c pail 4 70
 Gail & AX Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85

Giant, 5c 5 76
 Giant, 16 oz. 33
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 1 1/2 oz. 50
 Hunting, 5c 6 10
 I X L, 5c 32
 I X L, in pails 6 00
 Just Suits, 5c 11 88
 Just Suits, 10c 2 45
 Kiln Dried, 25c 2 45
 King Bird, 7 oz. 2 16
 King Bird, 10c 11 52
 King Bird, 5c 5 76
 La Turka, 5c 5 76
 Little Giant, 1 lb. 28
 Lucky Strike, 1 1/2 oz. 94
 Lucky Strike, 1 1/2 oz. 96
 Le Redo, 3 oz. 10 80
 Le Redo, 8 & 16 oz. 28
 Myrtle Navy, 10c 11 52
 Myrtle Navy, 5c 5 76
 Maryland Club, 5c 50
 Mayflower, 5c 5 76
 Mayflower, 10c 96
 Mayflower, 20c 1 92
 Nigger Hair, 5c 6 00
 Nigger Hair, 10c 10 70
 Nigger Head, 5c 5 40
 Nigger Head, 10c 10 56
 Noon Hour, 5c 1 44
 Old Colony, 1-12 gro. 11 52
 Old Mill, 5c 5 76
 Old English Curve 1 1/2 oz 96
 Old Crop, 5c 5 76
 Old Crop, 25c 20
 P. S., 8 oz. 30 lb. cs. 19
 P. S., 3 oz., per gro. 5 70
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5 00
 Peerless, 5c 5 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 00
 Plow Boy, 14 oz. 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

Pilot, 7 oz. doz. 1 05
 Pilot, 14 oz. doz. 2 10
 Prince Albert, 5c 48
 Prince Albert, 10c 96
 Prince Albert, 8 oz. 3 84
 Prince Albert, 16 oz. 7 44
 Queen Quality, 5c 48
 Rob Roy, 5c foil 5 76
 Rob Roy, 10c gross 10 52
 Rob Roy, 25c doz. 2 10
 Roy Roy, 50c doz. 4 10
 S. & M., 5c gross 5 76
 S. & M., 14 oz. doz. 3 20
 Soldier Boy, 5c gross 5 76
 Soldier Boy, 10c 10 50
 Soldier Boy, 1 lb. 4 75
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per doz. 4 35
 Sweet Rose, 2 1/2 oz. 30
 Sweet Top, 5c 1 00
 Sweet Top, 10c 1 00
 Sweet Tips, 1/4 gro. 10 08
 Sun Cured, 10c 98
 Summer Time, 5c 5 76
 Summer Time, 7 oz. 1 65
 Summer Time, 14 oz. 3 50
 Standard, 5c foil 5 76
 Standard, 5c paper 8 64
 Standard, 10c paper 8 64
 Seal N. C. 1 1/2 cut plug 70
 Seal N. C. 1 1/2 Gran. 63
 Three Feathers, 1 oz. 48
 Three Feathers, 10c 11 52
 Three Feathers and

Pipe combination 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. 1 80
 Tom & Jerry, 3 oz. 76
 Trout Line, 5c 5 95
 Trout Line, 10c 10 00
 Turkish, Patrol, 2-9 5 76
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 20c 1 90
 Tuxedo, 80c tins 7 43
 Twin Oaks, 10c 96
 Union Leader, 50c 5 06
 Union Leader, 25c 2 25
 Union Leader, 10c 11 60
 Union Leader, 5c 5 95
 Union Workman, 1 1/2 5 76
 Uncle Sam, 10c 10 80
 Uncle Sam, 8 oz. 2 20
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 48
 Velvet, 5c pouch 96
 Velvet, 10c tin 3 84
 Velvet, 8 oz. tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs. 5 75
 War Path, 5c 5 95
 War Path, 8 oz. 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 5 75
 Way up, 2 1/2 oz. 31
 Way up, 16 oz. pails 5 76
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb. doz. 4 80

14

4 1/2 inch, 5 gross 65
 Cartons, 20 2 1/2 doz bxs 70
 Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20
 No. 1 complete 40
 No. 2 complete 28
 Case No. 2, fillers, 15
 sets 1 35
 Case, medium, 12 sets 1 15

Faucets
 Cork lined, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90

Mop Sticks
 Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 35
 12lb. cotton mop heads 1 45

Pails
 2-hoop Standard 2 00
 2-hoop Standard 2 25
 3-wire Cable 2 10
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Eureka 2 25
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10

Toothpicks
 Birch, 100 packages 2 00
 Ideal 85

Traps
 Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75

Tubs
 20-in. Standard, No. 1 7 50
 18-in. Standard, No. 2 6 50
 16-in. Standard, No. 3 5 50
 20-in. Cable, No. 1 8 00
 18-in. Cable, No. 2 7 00
 16-in. Cable, No. 3 6 00
 No. 1 Fibre 10 25
 No. 2 Fibre 9 25
 No. 3 Fibre 8 25
 Large Galvanized 5 75
 Medium Galvanized 5 00
 Small Galvanized 4 25

Washboards
 Bronze Globe 2 50
 Devery 1 75
 Double Acme 3 75
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 25
 Double Duplex 3 00
 Good Luck 2 75
 Universal 3 15

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

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

WRAPPING PAPER
 Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short cut 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE
 Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 1 50
 Yeast Foam, 3 doz. 1 15
 Yeast Foam, 3 doz. 1 00
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE
 Mica Axle Grease
 1 lb. boxes, per gross 9 00
 3 lb. boxes, per gross 24 00

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

Churns
 Barrel, 5 gal., each 2 40
 Barrel, 10 gal., each 2 55

Clothes Pins
 Round Head

15

CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. Brand
 Ben Hur
 Perfection 35
 Perfection Extras 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35

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



Old Master 6 33
 San Marto —
 Pilot

TEA
 Royal Garden, 1/2, 1/4
 and 1 lb. 40
 THE BOUR CO.,
 TOLEDO, O.

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

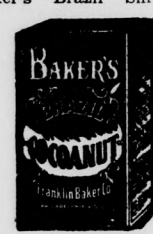


White House, 1 lb.
 White House, 2lb
 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend

16

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

COCOANUT
 Baker's Brazil Shredded



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



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

SAFES



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

17

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



The only
 5c
 Cleanser
 Guaranteed to
 equal the
 best 10c kinds

80 - CANS - \$2.80

SOAP

Lautz Bros. & Co.
 Acme, 30 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 4 00
 Acme, 25 bars, 70 lbs. 3 80
 Acme, 100 cakes 3 00
 Big Master, 100 blocks 4 00
 German Mottled 3 15
 German Mottled, 5 bx. 3 15
 German Mottled 10 bx. 3 10
 German Mottled 25 bx 3 05
 Marselles, 100 cakes 6 00
 Marselles, 100 cks. 5c 4 00
 Marselles, 100 ck toll 4 00
 Marselles 1/2 box toll 2 10

Proctor & Gamble Co.
 Lenox 3 00
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 35

Tradesman Co.'s Brand
 Black Hawk, one box 2 50
 Black Hawk, five bxs 2 40
 Black Hawk, ten bxs 2 25

A. B. Wrisley
 Good Cheer 4 00
 Old Country 2 40

Soap Powders

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

Soap Compounds

Johnson's Fine 5 10
 Johnson's XXX 4 25
 Rub-No-More 2 85
 Nine O'clock 3 30

Scouring

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



We Manufacture

Public Seating

Exclusively



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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Bring Your Business To Owosso—Why not? I have a store for rent, lease or sale, 100 x 22 feet, three floors and basement, large cold storage, privilege of efficient and cheap delivery system and, with all, centrally located. Rent reasonable. Owosso has 10,000 population, manufacturing town. Wages good. Center of wealthy farming section. Three steam and one electric road connections. A beautiful town populated by happy prosperous people. If you are dissatisfied in your present location, investigate Owosso's desirableness as a location for your business. Geo. W. Detwiler, 418 E. Exchange St., Owosso, Mich. 194

Bargain For Cash—Bazaar and dry goods stock, invoice about \$4,000. Population 10,000. Poor health. Address No. 195, care Tradesman. 195

Drug store for sale at less than invoice. Would sell half interest to druggist who would take management of store. The Sun Drug Co., Colorado Springs, Colo. 192

For Sale—Nice clean stock of dry goods, ladies' shoes and ready-to-wear. Located in one of the best towns in Montana. Might consider Minneapolis property or good automobile in trade for part. Address L. T. Moon, Livingston, Mont. 191

For Sale—Up-to-date grocery, fine fixtures, in heart of business district of Kalamazoo. Fine trade. Reason, going into wholesale business. Address A. W. Walsh, Kalamazoo, Mich. 190

For Sale—Grocery and meat market, centrally located in Grand Rapids. Well established. Estimated at \$3,000. Must sell on account of health. Bargain for quick sale. Address No. 189, care Michigan Tradesman. 189

Wanted—To purchase interest in dry goods business or general store in good town. H. W. W., Muskegon, Mich. 188

Wanted—Grocery stock in Southern Michigan or Northern Ohio, Northern Indiana. About \$1,500 stock. Must be a live business. C. F. Armstead, Holland, Mich. 187

For Exchange—Ten room residence, finely located, Frankfort, Mich. Bath, electric light, city water. Exchange for merchandise. Address B, care Tradesman. 186

For Sale—Confectionery store, \$600 cash. P. O. Box 847, Glen Ellyn, Ill. 185

For Sale—1912 Rambler Cross-Country, driven 3,500 miles, completely equipped. Tires first-class condition. Will sacrifice \$700 for quick sale. Address Edw. F. Kruse, 210 Pearl St., Grand Rapids, Mich. 184

Shoe shop for sale, only shoe shop here; \$325; building, tools, stock; third on time. Hyde, Lawton, Mich. 182

For Sale—Good country store and dwelling in excellent farming country. Good location. D. M. Putnam, St. Johns, Mich. 181

Want to buy a good second-hand or new automobile. Have a new Hobart M. Cable piano I wish to exchange. If there is a difference, will pay it in cash. M. J. Gillett, Marshall, Mich. 180

For Sale—Drug store doing good business in the best city in Michigan. Splendid chance for young man. Address Kazoo, care Tradesman. 179

Stock of general merchandise or shoes wanted for cash. Must be cheap and well located. Immediate deal. Give full particulars first letter. F. W. Clement, Battle Creek, Mich. 196

For Sale—Basement stock of crockery, china, shelf hardware, etc. A few hundred dollars will buy a good paying mercantile business with a well established trade. Best location in the city. Free rent to the right party. For particulars write Hawley Dry Goods Co., Alpena, Mich. 173

For Sale—Wholesale and retail bakery in lively manufacturing town 11,000 population. Horse, wagon, machinery and store fixtures. Rent \$30, including store, barn and eight living rooms, with modern conveniences. Good reason for selling. Must be seen to be appreciated. Address No. 171, care Tradesman. 171

For Sale Or Trade—For small farm or city improved, a nice clean stock of general merchandise, bazaar goods and fixtures, \$2,500 to \$3,000. Adamson & McBain, Saranac, Mich. 170

For Sale Or Exchange—For stock of merchandise, half section land, near good town in Southeastern Saskatchewan; no waste land, level and free from stones; fair buildings; about 240 acres in crop, mostly all summer fallowed last year; one-third of crop delivered in town without expense, goes with land at \$35 per acre. Incumbrance \$3,200. S. E. Ostrason, White Rock, S. D. 169

For Sale—Good 10 syrup fountain, white onyx front, one new 10 gallon steel tank, one 10 gallon, copper. Very cheap and good. Address Roxo, care Tradesman. 168

Hotel For Sale—Centrally located, up-to-date commercial hotel; 40 rooms, with cafe, completely furnished, with modern equipment; caters to first-class patronage and is making handsome profit; going West, cause of selling; price \$5,500; \$3,000 cash, balance easy terms. Address Hotel Mason, Birmingham, Ala. 166

For Sale—Clean stock shoes and gent's furnishings. Write for particulars. J. L. Hopkins, Hebron, Ill. 164

For Sale—Only hotel and hack line in town of 1,200. Three depots. A money-maker. Have had this 13 years. Illness the reason for selling. Mrs. Martha Purkiss, Homer, Mich. 162

For Sale—At a bargain, office railing and desks complete, with cashier's and book-keeper's window. Size of enclosure, 20 feet long by 7 feet wide. Enquire Grand Rapids Dry Goods Co. 175

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—Lease, stock and fixtures, either collectively or separately. Room, 35x100; fifty feet more can be added if wanted. Located on principal street in South Bend. Suitable for low price dry goods, furnishings, cloaks and millinery. Low rent. Lease expires 1922. Present occupied as a cloak store only. Address S. Grossman, South Bend, Ind. 176

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

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—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

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

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. \$8,500 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, 1250 First National Bank Bldg., Chicago. 139

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

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. 80

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

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—Book, stationery and art store. Good all the year round trade; no competition; business doubled in the last three years; big summer business; have other interests that demand my attention; strictest investigation invited. Address Chas. Umsted, South Haven, Michigan. 177

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

For Sale—Drug stock in good live Central Michigan town, population 350. Excellent business. Reason for selling, poor health. Address No. 117, care Tradesman. 117

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

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

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

For Sale—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

To trade Arkansas, Oklahoma, Texas farms for merchandise or city property. Box 67, Hatfield, Ark. 106

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

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

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

A \$15,000 stock of clothing, boots and shoes (all Hart, Schaffner Marx clothing and Walk-Over shoes). An A1 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—Double brick block. The clothing and furnishing store is stocked with about \$8,000. The dry goods store is ready for stock. Shelvings, fixtures, everything needed. Business established 27 years. Always prosperous. Reason for selling, wish to retire. Address A. J. Wilhelm, Traverse City, Mich. 130

HELP WANTED.

Wanted—Honest young man with experience to clerk in hardware store, take lead in tin shop and some experience in hot air and hot water furnaces. State salary wanted in first letter. Norton & Rosencrans, Rowley, Iowa. 183

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—Pharmacist with small capital to take interest in one of best paying drug stores in Grand Rapids. Address Park Pharmacy, Cor. Valley and Bridge. 193

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

AUCTIONEERS.

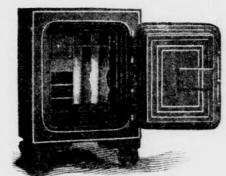
Auction Sale—Expert services guaranteed closing out or reducing stocks of merchandise. For dates and information write to Henry Noring, Auctioneer, Reedsburg, Wis. 115

FOR SALE

Practically new No. 4 Underwood typewriter. Perfect condition. Extra card index roll. Price \$70. Retail price \$102.50. Address No. 150, care Tradesman.



Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building

Parcels Post Zone Maps

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

500	\$11.00
1000	13.00
1500	15.00
2000	17.00

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

Tradesman Company
Grand Rapids, Mich.

TRADE ETHICS.

Holding Customers By Making Unfair Exchanges.

Written for the Tradesman.

Store ethics were under discussion.

One man told of his various experiences with different customers, averring that it was quite out of the possible to treat everybody alike.

"I believe in the good old saw, 'Do unto others as others do unto you,'" he declared. "That's my doctrine and I mean to live up to it."

Everybody present realized that the speaker was not making good in the mercantile business. He had many enemies and was much talked about. One old man sat at one side taking no part in the conversation, although he could not help hearing every word that was said.

"What are store ethics anyhow?" queried a young man, a drummer from Milwaukee. "I've heard a lot of loose talk about such things. One man tells me it is to buy all the butter you can get at one price even though some of it isn't fit to feed the hogs. My idea would be to pay according to quality."

"That is certainly the fair way," assented Tom Walker, the store man from Orpington, "but you see, the man who followed it would soon find himself in the dump heap. Plenty of women think they make good butter when the truth is, it is rank. Turn one of these down and see what you get—"

"Ostracism and cut in trade," suddenly put in the silver-haired gentleman who up to this time had said not a word. All now turned to him, his benevolent countenance betokening a thorough gentleman of the old school. "I have had some experience in trade, since I have been in business in one town for forty years. No doubt some of you have heard of Holdensmith & Co. of Great Rapids?"

No doubt they all had. Holdensmith & Co. were known throughout the State as one of the largest department store proprietors.

"During my business career," pursued Holdensmith, "I have made it a point to never quarrel with my bread and butter. The moment you begin to argue the question with a customer that moment you put yourself in a way to lose trade. Never but once in all my career did I attempt anything like that and the lesson I learned put me most thoroughly wise."

Everybody waited patiently for the old merchant to proceed. They all knew the reputation of the man as that of the strictest integrity, consequently what he might say would be worthy of consideration.

"It is a fact patent to everyone," said the old merchant, "that we are dependent on the public for whatever degree of success we attain. I once turned down a woman who fetched a pair of shoes to our store, claiming that they were worthless, she demanding the return of her money or a new pair. Knowing as I did that the shoes were purchased elsewhere, I turned her down. Consequence was

she went away in wrath and spread to the four winds her wrongs."

"You had not wronged her, so where was her claim on you?" questioned one.

"That was the way I felt about it. Somehow though she got the idea into her head that the shoes, bought by a neighbor, came from our store. From that day I made it a point to humor every claim made upon the firm. I have instructed my clerks to treat everybody with suavity, showing absolutely no favoritism. I think we have proved this policy to be the best for the firm."

"No doubt, since you have certainly made a success of the business."

"I call to mind a circumstance that might have roiled a person who is a stickler for absolute right. A woman came to the store with a pair of shoes, claiming they were worthless, and saying she wished to exchange for a pair worth something. The clerk, on examining the shoes, discovered that one of them had been too near a fire; had in fact been scorched, doubtless in her own home.

"Ah madam," said he, "these shoes were sound when they left the store; you have had this one too near the fire—" The woman snatched the shoe. "No such thing," she cried. "You advertise to exchange goods if unsatisfactory and now you want to crawl out of it." She was turning indignantly away when I stepped up, took the shoes from her hand, telling the clerk to supply the woman with another pair. At the same time I smilingly told her that mistakes would sometimes occur and, do doubt, she was in the right about the shoes. I sent her on her way rejoicing.

"Naturally, I was in for a series of remarks from the clerk in question. He said he knew I had instructed him to rectify all mistakes, to deal absolutely square with the public, but this was too rank. 'Why,' he declared, 'that woman burned that shoe herself, then comes here asking us to make good for her own carelessness. Now that is what I call outrageous.' It was in a way, but what would I have gained by disputing the customer's word? Absolutely nothing. A single woman with a tongue—and all have them—would do more harm than a mine charged with dynamite. Instead of saving the price of a pair of shoes I would have knocked out a hundred dollars' worth of trade."

The listeners to the old merchant's reasoning could well understand that he was correct in his argument.

"A customer once returned with a suit of clothes the trousers of which had a poor spot in them. I ordered one of the clerks to exchange a full suit of warranted clothes for that returned. Of course, I might have given another pair of trousers only, that would have been exactly fair, but by giving a full suit we made a friend and permanent customer of the man; that was ten years ago and he is still a customer of ours. Wasn't it worth one suit of clothes to secure a customer for life?"

Those present gave Mr. Holdensmith a vote of thanks for his con-

tribution to the discussion, each one feeling that he had learned something with regard to trade ethics that would stand by him for all time.

Old Timer.

Why Holding Companies Are Strong With Investors.

With cumulative effect the benefits bestowed upon the people by public utility holding companies are justly attracting the favorable attention of the public.

The trend of the market during the last six months of uncertainty and stock depression has demonstrated that the investing public has confidence in this class of securities on account of their stability.

Even the shadow of possible Congressional investigation of holding companies, in keeping with the general attitude of the Administration, has failed to cause apprehension upon the part of investors in public utility securities, for the reason that as natural monopolies they are not subject to criticism of the restraint of trade and other evils claimed by the Government to be objectionable in so many industrial and railroad enterprises.

Public service corporations are in most instances subject to regulation by state commissions. Thirty-two States in which public utilities commissions have been established have declared in favor of monopoly and regulation. These States are Arizona, California, Colorado, Connecticut, Georgia, Idaho, Indiana, Kansas, Maine, Maryland, Massachusetts, Michigan, Missouri, Montana, Nebraska, New Jersey, Nevada, New Hampshire, New York, New Mexico, North Carolina, Oklahoma, Ohio, Oregon, Rhode Island, South Carolina, Vermont, Virginia, Wisconsin, and the District of Columbia.

The publicity as to the operation, earnings, securities, etc., of public service corporations thus obtained, has been and is enlightening the people. The consequence is that the stability of the business has attracted not only the large investor, but also the man with a moderate surplus to invest. This has benefited the public service corporations in two ways. It has broadened the market, scattered its securities and created among the people a more widespread financial interest. This, added to the daily demonstration that a public utility company, operated as a monopoly under regulation, can provide the community with better service and cheaper light, heat and power than if there was a competitive company in the field, has entrenched public service corporations in the estimation of the people.

This, together with the fact that individual administration charges and general operating costs are reduced through being shared by other corporations operated by holding companies, robs of its force any criticism as to the public utility being a monopoly.

The fact that public service holding companies have not only no objection to sane state regulation, but have approved of the same, and have co-

operated in making such regulation effective, has done away with much blind prejudice.

A continuance of this policy of frankness and honesty with the people will entirely eliminate public antagonism, while a wider distribution among small stockholders of the securities is bringing the people in closer touch with holding companies in a general way.

Joseph H. Brewer

For Increasing Sales.

A method adopted by a department store in Rhode Island for increasing the interest of its salespeople will doubtless prove of interest to many of our readers.

This concern gives a banner each week, representing first, second and third prize, and this banner is hung in the departments making the best percentage of gain for the week over the sales of the previous year. At the end of four months, cash prizes are given to the departments which have made the best percentage of gain for the four months.

The prize is not based on the number of times the department has had the blue, or first banner, but on the gain in percentage. The first prize is \$25 to each salesperson in the prize-winning department. The manager of the prize-winning department also receives a similar amount. The second prize is \$15, and the third prize is \$5. Where two salespeople come very close together in the gain in their sales, two second prizes are usually made. That is, two departments get a second prize and a fourth department gets a third prize.

In addition to this, at times prizes are given to the section manager in the prize winning department.

After a trial of four months, the concern has taken it up again for another four months, and expresses the opinion that the interest is now so great that the efforts of the salespeople and department heads will be

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

Buffalo, June 11.—Creamery butter, fresh, 25¢@27¢; dairy, 23¢@26¢. poor to good, all kinds, 18¢@22¢.

Cheese—Fancy, old 17¢; choice, 15¢@16¢; new choice 14¢@14½¢; poor to common, 10¢@15¢.

Eggs—Choice, fresh candled, 21¢; at mark 20¢@20½¢.

Poultry (live)—Turkeys, 14¢@15¢; cox, 12¢@13¢; fowls, 17¢@18¢; springs, 30¢@33¢. ducks, 18¢@20¢.

Beans—Red kidney, \$2@2.25; white kidney, new \$3@3.25; medium, \$2.35@2.40; narrow, new \$3@3.40; pea, new \$2.35@2.40.

Potatoes—65¢@70¢ per bu.

Rea & Witzig.

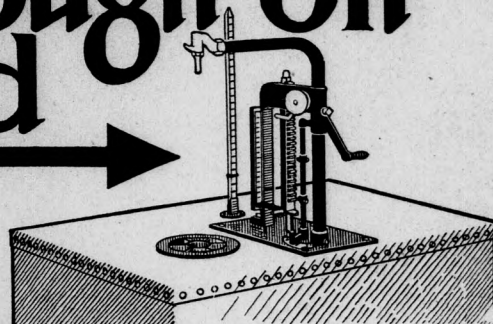
Many a man who is sure he is right hasn't energy enough to go ahead.

BUSINESS CHANCES.

For Sale—Royal meat chopper, ¼ horse power motor, used only a few months; came to us through a mortgage foreclosure; will sell with guarantee. Write us at once. Address Rhinelander Creamery & Produce Co., Rhinelander, Wis.



Got enough oil on hand



The grocer who has a

BOWSER SELF-MEASURING OIL TANK

can tell 20 feet from the tank by a glance at the float gauge how much oil he has on hand. When the tank is filled the gauge shows him how much oil he has received and he cannot be overcharged. As he *sells* the oil to his customers, the computer shows him how much to charge, just as does your computing scales, and the automatic cut-off stops the flow of oil as soon as pumping ceases, so there is no dripping of oil to waste profits and damage other goods. Get a BOWSER OUTFIT, cut out the guess-work, and **MAKE A PROFIT ON EVERY OIL SALE**. Send a postal card asking for our **FREE BOOK** and full particulars. Ask us any question you want about handling oil.

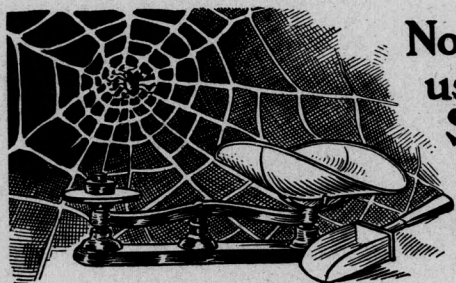
S. F. BOWSER & CO., Inc.

Home Plant and General Offices, Box 2089, Ft. Wayne, Ind., U. S. A.

Sales Offices in all Centers and Representatives Everywhere

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885



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"

SUMMER TIME IS TEA TIME TETLEY'S INDIA CEYLON TEAS

Are good for that tired feeling



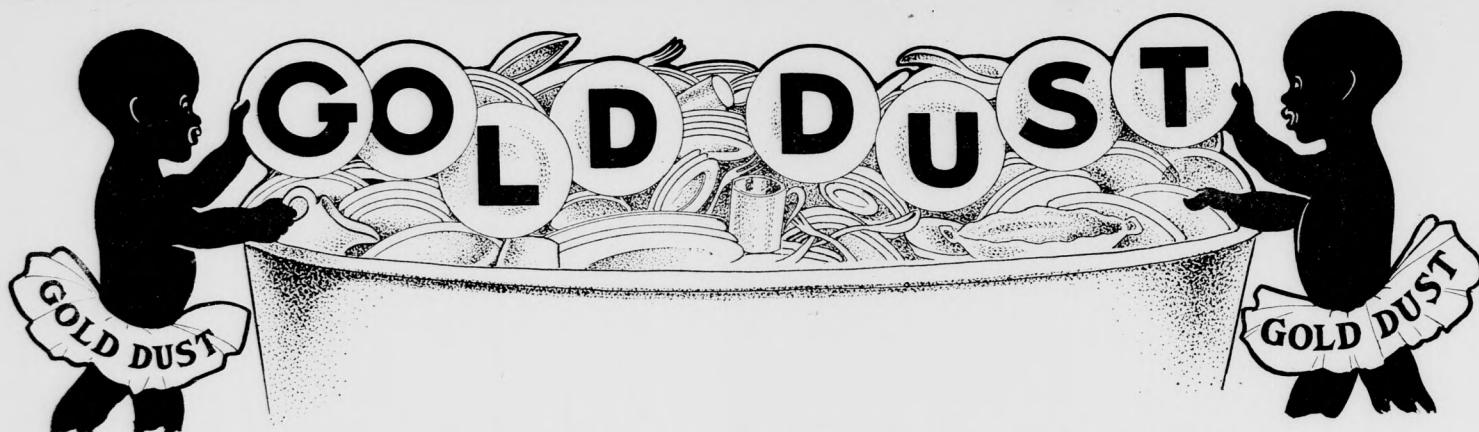
Fragrant
Delicious
Invigorating

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



All your customers know the "Gold Dust Twins." Why shouldn't they know the best-working and steadiest servants they ever had?

GOLD DUST does its work so well that word-of-mouth recommendation of woman to woman has been added to our extensive advertising magazines, billboards, street cars and newspapers.

GOLD DUST has done as much for the grocer as it has for the housewife, for its wonderful reputation causes a wonderful sale and a steady stream of profits for him.

"Recommend GOLD DUST—Every sale means another"



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