

# MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 18, 1913

Number 1552

## *Bright Thoughts by the World's Brightest*

He who has a superlative for everything wants a measure for the great or small.—Lavater.

A word is short and quick, but works a long result; therefore, look well to words.—Shakespeare.

The choice of words requires the greatest faculty of the human mind—selection.—Alexander Hamilton.

A man is known by his company, so a man's company may be known by his manner of expressing himself.—Swift.

It is an invariable maxim that words which add nothing to the sense or clearness must diminish the force of the expression.—Campbell.

I have often observed that the more proudly a mansion has been tenanted in the day of its prosperity, the humbler are its inhabitants in the day of its decline, and that the palace of a king commonly ends in being the nestling place of a beggar.—Washington Irving.

The man or woman who does work worth doing is the man or woman who lives, breathes and sleeps that work; with whom it is ever present in his or her soul; whose ambition is to do it well and feel rewarded by the thought of having done it well. That man, that woman, puts the whole country under an obligation.—John Ruskin.

You will find it less easy to uproot faults than to choke them by gaining virtues. Do not think of your faults; still less of others' faults. In every person who comes near you look for what is good and strong; honor that; rejoice in it; as you can, try to imitate it, and your faults will drop off like dead leaves when their time comes.—Ruskin.

Let us, then, be of good cheer. From the great law of progress we may derive at once our duties and our encouragements. Humanity has ever advanced, urged by the instincts and necessities implanted by God, thwarted sometimes by articles which have caused it for a time—a moment only in the immensity of ages—to deviate from its true lines or to seem to retreat, but still ever onward.—Charles Sumner.

Let us learn to be content with what we have, let us get rid of our false estimates, set up all the higher ideals,—a quiet home; vines of our own planting; a few books full of the inspiration of a genius; a few friends worthy of being loved and able to love us in return; a hundred innocent pleasures that bring no pain or remorse; a devotion to the right that will never swerve; a simple religion empty from all bigotry, full of trust and love and hope—and to such a philosophy this world will give up all the empty joy it has.—David Swing.

**WORDEN GROCER COMPANY**

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo

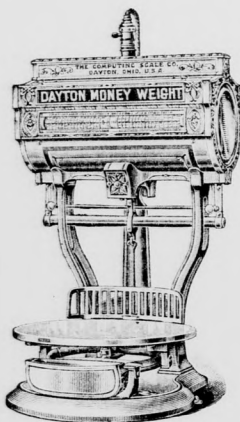
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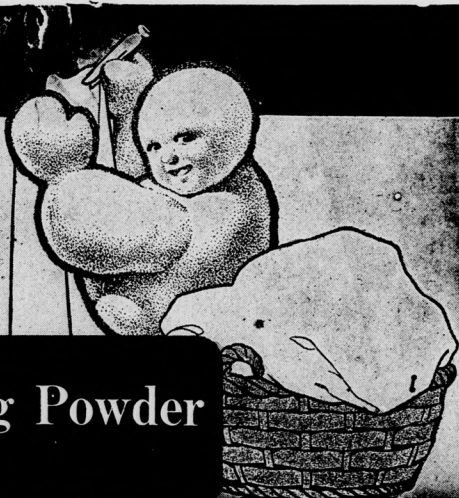
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*Lautz Bros. & Co. Buffalo, N. Y.*





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## SPECIAL FEATURES.

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## THE FAVORITE SANDWICH.

With picnic lunches always being extemporized at this season there is an abundance of room for the enterprising merchant to work up a trade in this department. Neatness in preparation, good quality of material, and dispatch in serving are the three essentials; for to secure confidence, one must first establish a reputation for dependableness in every detail.

Make it a business to keep on hand at all times a stock of fresh bread and buns, the kind that will be light and substantial, and not crumbly. Have all the facilities for quickly converting it into the finished sandwich, but give the customer a chance to do the work himself if he prefers. Picnic napkins and plates with the other accessories such as pickles and olives, will also be appreciated. Specialize along all lines associated with the quick lunch and patrons will gladly avail themselves of the chance to buy all at once, and to be reminded of some of the relishes which might otherwise escape the mind.

While ham sandwiches seem to be universal favorites, there are others which find favor for variety. Look over your canned beef and other meat products, and be able to state just what superiority each possesses. Some of the canned meats are very highly seasoned and will appeal to certain tastes. Cheese is another important filling. And while you may always keep a large cheese of some standard brand cut, be able also to recommend some of the soft cheeses which are especially designed for the sandwich filling. Peanut butter finds favor with many, and some will be glad to have you give them the tip that by warming a little butter and mixing with the peanut product, the latter will be greatly improved in the sandwich. Take pride in serving things promptly and daintily, remembering that the man with something to eat seldom lacks customers.

## A CENTURY AGO.

If any one is inclined to growl at the times and conditions of the present, a train now bound across Pennsylvania should serve to convert him

into optimistic views at once; for surely the modern tradesman, with his quick transportation facilities and various means of getting before the public would be quite downcast to be set back into the older days of the last century.

There is now on the road from Wilmington, Del., an old wagon, a replica of the train of wagons accompanied by a squad of American cavalry which passed from Wilmington through Philadelphia, Lancaster, and York to Pittsburg, and then over the old Forbes Road wended their way up the valley through which Washington had gone many years before on his famous mission to Presque Isle. People whispered, as the train passed along, "It's powder, for Perry's men." And early in July an old wagon with powder sent by descendants of the Frenchman who supplied the ammunition for the famous battle on Lake Erie will reach Erie and be transferred to the old original battleship Niagara, which is then to start up the Lake on the centenary trip.

But a few months ago the Niagara was raised from the waters of Mistry Bay, where it has rested for so many years after coming back from the great victory. From the woods of an adjoining slope its timbers were hewn during the spring and early summer of that memorable year, Perry himself having come from Buffalo to Erie in a cutter in March of that year. Its launching came near being a tragedy; its part in the battle was romantic; and now the old hull, so long hermetically sealed in mud, is again made navigable. The trail of the powder wagon is scarcely less interesting, and we wonder how many goods some of the modern merchants would sell if the customers were to be served by a trip of a month across poor roads and through a wilderness beset with various dangers.

It was once thought that tinplate could not be made in this country. There were only a few mills at that time and practically all of them failed. One of those that had been shut down stood in a lonely spot in Indiana. Then, driving by at one time, a young Indiana banker saw the mill. He looked into its failure and decided in his own mind that the fault lay in too light machinery. So he got together capital and bought the mill. Six years later this same man—Daniel G. Reid—owned thirty other mills and was known as "the tinplate millionaire."

The man who uses a rubber stamp rarely forgets how to sign his name, but as far as people who read it are concerned he might just as well.

## BLUE LAWS UNNECESSARY.

In a certain large and otherwise reputable business office there is a rule which reads, "Employees are forbidden to use the telephone for personal business."

It is not difficult to imagine the condition of affairs which one day culminated in this rule. It was, no doubt, framed to put a stop to an overworked habit of visiting by telephone. But the rule is too drastic. The manager who made it probably thought he would have to "treat them all alike." In so doing he made the many suffer for the faults of the few—and thereby impaired the loyalty of every one of his employees.

An occasional use of a telephone for personal calls is often a matter of vital importance to the individual.

Men who make drastic rules should realize that people have their lives to live as well as their work to do.

It was relief to find that another large firm had solved the same problem with this sensible rule:

"The use of the telephones for long and unnecessary personal conversation by employees is forbidden. We readily grant the privilege of using the telephone for personal matters when it seems necessary, but insist that the privilege be not abused."

Assistant Attorney-General McKercher is quoted as saying that the Eastman Kodak Company, in its answer to the Government's suit, will grant the demand "that the company abandon its terms of sale whereby dealers handling its goods are not allowed to handle any other," and also the demand that the dealer may "resell at any price he wishes instead of at a price fixed by the manufacturers." The latter of these seems a necessary consequence of the recent Supreme Court decision in the sanotogen case; the former has relation to a practice which has been one of the most oppressive of those resorted to by monopolistic corporations and combinations to strangle competition. If the "rule of reason" that was made so much of in the Standard Oil and Tobacco decisions should have the effect of gradually stamping practices of this nature, and others akin to them in purpose, as illegal, and consequently criminal, the hopes of those who looked upon those decisions as infusing into the Anti-Trust act a vitality which it had theretofore lacked will be realized.

A Department of Agriculture report calls attention to the fact that the middleman's margin of profit is not larger to-day than it was twenty years ago, so that he cannot apparently be blamed for the rising prices of com-

modities. This is in direct contradiction to the views expressed by the Department in previous utterances which have repeatedly stated that the middleman is the means of absorbing the bulk of the farmer's returns, or what should have gone to him as a consequence of the increasing prices of what he grows. The belief that the middleman exerts this injurious influence upon the producer is, in fact, the basis of the Department's work in organizing a division of markets which is to aid primarily in the elimination of the middleman. If the Department is arousing itself to the fact that the middleman is a necessary element, in the process of distributing goods as that producer is now organized, and if it can gain its own consent to lay aside the vague nonsense that has heretofore appeared in many of its publications much will have been gained.

Theodore Roosevelt announces his intentions of going to Argentina in the fall to deliver a series of lectures. After teaching the Kaiser how to maintain the balance of power in Europe, teaching France how to combat the decline of her population and teaching England how to rule India and Egypt, it ought to be a simple matter for him to trace out for the Argentinians the lines of their future development in a short course of lectures with stereoptican views. One lecture on how to turn Buenos Ayres into a city beautiful; one lecture on widening the channel of the La Plata; one lecture on the development of the natural resources of Patagonia; and the place of Argentina among the nations will be assured. Perhaps there will be a lecture on how to run the Trusts, with moving pictures of the Beef Trust, which it is understood, is already comfortably domiciled in Argentina.

To have deepened life for one's own self, to have pierced beneath trivialities and superfluities to the heart of living, is reward enough for any man. But to have shown in the simplest life of faithful doing what the earth may mean to the poorest child of the Eternal is to have gained the victor's wreath. We may not treat as a failure or calamity any life that has been spent in such a way as, by its achievement or its ending, to have caught the imagination of even one or two and given them a glimpse of the eternal verities and beauties that underlie our folly and our fears.

Nothing is permanent but change; nothing can stand still; unless progress is being made, retrogression is in process.

## DOUBLE CROSSED.

## Follis' Joke on Tradesman Reacts on Himself.

One of the features of the Grand Council meeting last week that was not down on the bills was a double barreled joke perpetrated on the editor of the Tradesman and the perpetrator himself early Thursday afternoon. T. F. Follis, the Marquette correspondent for the Tradesman, had written that he would arrive Friday morning, so the Tradesman force was not looking for him until the next day. Thursday afternoon an automobile drove up to the Tradesman office loaded with ladies and gentlemen—at least, they all looked like ladies, but one of the ladies was a bogus, being none other than the versatile Marquette correspondent of the Tradesman very adroitly disguised as a lady. The editor of the Tradesman was called out to meet and greet the city's guests and at the same time automobile policeman Wilson stepped up and announced that the driver of the automobile was under arrest for fast driving and that the entire party must proceed to police headquarters.

The editor of the Tradesman expostulated with the officer, calling his attention to the fact that the people in the automobile were guests of the city and that the reputation of the town was at stake; that if he would permit the driver to appear at police headquarters the next day Mr. Stowe would be responsible for his appearance. The policeman turned a deaf ear to Mr. Stowe's entreaties, whereupon the latter volunteered to get \$100 in currency from his book-keeper and place it in the hands of the automobile policeman as security for his appearance the next day. The policeman was still obdurate and insisted upon an immediate trip to police headquarters, in which the editor of the Tradesman joined. On arriving at headquarters the Tradesman man sought the Superintendent of Police and undertook to show the acting chief how serious it would be to drag the city's guests into court on a matter of this kind. Greatly to the dismay of the editor, the officer turned on his heel, causing the Tradesman man to wonder if the influence he once thought he enjoyed in official circles in Grand Rapids was nil. The case was then transferred to police court, where the auto driver was arraigned on a charge of fast driving. He pleaded not guilty, announced himself as ready for a trial and called as his first witness "Mrs. Burtless, of Marquette." The supposed "Mrs. Burtless" approached the court, took the oath administered by the clerk and was proceeding to give her testimony, when she was interrupted by the appearance of Officer Tatroe, who arrested her on a criminal warrant, reading as follows:

Whereas—William Tatroe hath this day made complaint on oath and in writing, to me, Frank A. Hess, Judge of the Police Court of Grand Rapids, in said county, that, heretofore, to-wit: on the 12th day of June, A. D. 1913, at the city of Grand Rapids, in the county aforesaid, one T. F. Follis did then and there unlawfully and of malice aforethought impersonate a female by then and there wilfully and maliciously discarding all male wearing apparel and condescending

to dress in female attire, consisting of overskirts, corsets, false hair, underskirts and other female apparel, the names of which are too delicate to be here repeated, in view of divers good girls of the city of Grand Rapids and contrary to the good morals and against the peace and dignity of the People of the State of Michigan and to the evil example of the whole male population of the city of Grand Rapids, and contrary to the rules and regulations of the Vice Commission.

Judge Hess thereupon asked the "lady" whether she was guilty or not guilty and he said he was guilty as Hades, or words to that effect, whereupon every one in the court room indulged in a hearty laugh, the "lady" unmasked and the circumstance was at an end—except so far as the editor of the Tradesman was concerned, who found it necessary to "buy" on several occasions when reminded of the circumstance later on.

The police court transaction was an entire surprise to Mr. Follis, who had only planned to induce the editor of the Tradesman to ride in the carriage with him for a few blocks and then disembark at one of the hotels and throw off his disguise.

The editor of the Tradesman accepted the situation as a capital joke and congratulated the men who had to do with the planning of the feature for their astuteness and success.

## News Items From the Soo.

Sault Ste. Marie, June 10—Harry Mather, of the clerical force of the Cornwell Beef Co., has finally decided to get married and while it was looked forward to for some time, his many friends were unable to know just when the event would occur. It is now all over and he is enjoying the luxuries of married life and has been happy ever since. The couple received many numerous gifts from their friends and have now gone to housekeeping. The bride was born and raised in the Soo and is a daughter of one of our leading citizens and highly respected and they have the good wishes of their numerous friends and the Y. M. C. A., of which Harry is an active member.

Up to this writing Mr. Tobias, the Brimley murderer who shot two deputy sheriffs and wounded another man June 7, is still at large. He has been seen frequently by numerous farmers and Algonquin citizens, but wherever he called he met with no resistance and was given a wide berth until he got away again. There is a \$500 reward offered by the sheriff of Chippewa county, but it is feared that he has got over the border into Canada and it may be sometime before his capture will be effected.

One of the Cornwell Beef Co.'s teams ran away last week with a load of shipping orders on and did considerable damage to the contents of the load before they were captured.

A Nicholas, jobber in confectionery and fruits, has branched out and is now working the Soo Line territory and also the D. S. S. & A. towns adjacent to the Soo.

Work at the locks is progressing very fast at the present time and there are but few idle men to be found in the city at present, work being very plentiful, while conditions are exactly the opposite on the Canadian side of the river at the present time,

where there are many unemployed men looking for work.

Work at the new power plant is not as yet started. It was expected that the power house would be repaired last spring, after negotiations had been completed with the Union Carbide Co. to take over the bonds of the Lake Superior Power Co. It is hoped, however, that something will soon be done which would help make it much livelier in the Soo.

J. Metzger, proprietor of the Shallows summer resort, three miles from the Soo on the St. Mary's River, has opened up for the summer and the Jane S. excursion boat is making daily trips from the Soo to the Shallows. Many new cottages have been put up there during the past year and from present indications it is going to be an ideal spot for tourists and campers, fine bathing and good fishing.

W. G. Tapert.

## Late Chirpings From Battle Creek.

While we were in Grand Rapids having the time of our lives, one of our brothers had his wife taken from him. Mrs. Chas. Bronaugh, wife of Past Senior Counselor Chas. C. Bronaugh, died at her home Friday morning. Our brother, still a young man, has now lost two beautiful young wives by death and our hearts go out to him at this time. All that love and money could do was done for the wife, but death claimed her. Friday the 13th, was a day of bad omen for our brother. Bro. Bronaugh is with the Hemmeter Cigar Co., of Detroit, and his host of friends all over the State will extend the hand of sympathy. We boys of No. 253 know what this loss means to Charles, and we bow in silent grief.

## Two Items From David Slim.

Grand Rapids, June 17—Uncle George lived in a dry town. Uncle George also liked a nip of his bitters. Someone knowing Uncle George's weakness placed an empty flask on his desk when he was not present. When he returned and saw the flask setting there, he looked at it, and remarked "Well, that is just like a grave-yard. The body is here but the spirit is gone."

It is not an uncommon thing for one to see a drug store in a union railroad station, but to find a waiting room in a drug store is another proposition. Rice & Wanamaker, proprietors of the Red Cross Drug Co., Benton Harbor, have introduced an innovation in that city by having the waiting room and ticket office in their drug store for the Paw Paw Lake division, and the Dowagiac & Benton Harbor line. It looks like a good proposition.

D. Drummond.

## And Then—

Subbubs had taken Chumpleigh home to dine. Everything went well until they were seated at the dinner table, when Willie Subbubs remarked: "Why, pa, this is roast beef."

"Well," said his father, "what of it?"

"Why, I heard you tell ma at breakfast that you were going to bring a muttonhead home for dinner this evening."

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Grand Rapids, June 10—Based upon petition of certain creditors, an order was made adjudging the Victor Pump Co., of Grand Rapids, an involuntary bankrupt and the matter was referred to Referee Wicks. An order was made by the referee directing the officers of the bankrupt to file schedules of its assets and liabilities on or before June 23.

June 11—In the matter of Henry Motor Car Co., bankrupt, of Muskegon, the second report and account of John H. Moore, trustee, was filed, showing total receipts of \$38,977.30, disbursements for preferred claims, taxes, etc., \$3,343.71, appraisers' fees \$15, first dividend 5 per cent. on ordinary claims \$2,230.33, and administration expenses, including expenses for material, labor, etc., in conducting the business as a going business \$15,325.12, and a balance of cash on hand \$13,093.14. An order was made by the referee calling a special meeting of creditors to be held at his office on June 30, to consider such report and for the purpose of declaring a second dividend for general creditors, and to pass upon application for attorneys fees of attorneys for trustee.

June 16—In the matter of Henry H. Curtis, bankrupt, of Vermontville, it appearing that there were no assets net exempt, an order was made closing the estate. No cause to the contrary having been shown by creditors a certificate was made by the referee recommending his discharge.

In the matter of Anna Eliasson, bankrupt, merchant at Ludington, the first meeting of creditors was held. No creditors were present or represented and the referee appointed H. K. Hansen, of Ludington, as trustee; bond fixed at \$100. The bankrupt and her husband were sworn and examined and meeting then adjourned, without day.

A voluntary petition was filed by Albert Wenerstrom, a clerk of Grand Rapids, and he was adjudicated bankrupt by Judge Sessions and the matter referred to Referee Wicks. The only assets claimed are household goods, etc., exempt as exempt, and the calling of the first meeting of creditors has been delayed until money for expenses is advanced. The following creditors are scheduled:

A. K. Boss	\$ 32.00
E. A. France	62.00
Charles Her	31.50
W. H. Mouw	73.00
Mrs. Hall, grocer	33.50
Wilmers, Dykman & Co.	18.50
Huyge, Backart & Reid	4.25
Peoples Credit Clothing Co.	3.50
T. R. Donovan & Co.	22.50
White Credit Clothing Co.	20.00
Detroit Cash & Credit Co.	38.00
Grand Rapids Loan Co.	55.00
Citizens Finance Co.	45.00
E. Kirkwood	18.00
Joseph, Dutmer	16.00
Rhodes Furnace Co.	90.00
Houssman & Jones	13.00
Débert Stonehouse	9.65
G. R. Gas Co.	29.85
J. Tangeberg	11.90
Jacob Schipper	10.00
Union Tea Co.	3.50
Grandville Ave. Lumber Co.	5.85
Coit Estate	132.00
Hoffman Brother, Holland	7.50
Dr. P. V. Corey	6.50

\$796.55

June 17—In the matter of Bessie Smith, bankrupt, grocer of Muskegon, the bankrupt's schedules of assets and liabilities were filed and an order made by Referee Wicks calling a first meeting of creditors to be held at his office on July 1 for the purpose of electing a trustee, proving claims, examination of the bankrupt, etc. The following assets are scheduled:

Stock in trade	\$ 675.00
Household goods	250.00
Accounts receivable	120.90

\$1,045.90

The following creditors are listed, all unsecured:

Reld, Murdoch & Co., Chicago	\$338.41
Hume Grocer Co., Muskegon	210.83
Moulton Grocer Co., Muskegon	156.33
John Alberts Sons, Muskegon	70.67
M. Piowaty & Sons, Muskegon	36.85
William Mulder, Muskegon	38.00
Burden Broom Co., Kalamazoo	32.00
Muskegon Chronicle, Muskegon	30.00
J. Seng, Muskegon	39.00
Dalton Creamery, Muskegon	25.00
Richards Candy Co., Muskegon	25.00
S. Steindler, Muskegon	25.00
National Biscuit Co., Muskegon	13.77
F. W. Kern Candy Co., Muskegon	15.00
Peoples Milling Co., Muskegon	15.00
Steketee Printing Co., Muskegon	15.00
Hasper Bros. Baking Co., Muskegon	6.02
F. Jiroch, Muskegon	6.02
Wallace Foote, Muskegon	55.00
Valley City Milling Co.	17.00
Violet Milling Co.	18.00
Northrop, Robertson & Carrier Co., Lansing	10.35

\$1,283.42

In the matter of Albert J. Doyle, bankrupt, merchant at Charlotte, the adjourned first meeting of creditors was held, and a first dividend of 20 per cent. declared and ordered paid to general creditors. The meeting was then adjourned.



## WELL LIGHTED WINDOWS.

## Let There Be Light, and Plenty of It.

Written for the Tradesman.

There are dark days ahead for the man in business who neglects to flood his display windows with the glow of incandescents.

The foregoing may not fall with pleasure on the ears of all who read the above paragraph, for in these piping days of the high cost of living—with one's income—the suggestion that more money be spent to attract trade does not always meet with favor.

Yet competition has decreed in most lines of business that the man who does not put forth every effort within his means to attract and hold a clientele has started on the long slide that bumps up, at the bottom, against the referee in bankruptcy. And one of the chief aids of getting more patronage and holding it is advertising, not alone through the papers, but by means of properly lighted windows.

Various are the stories that have been printed about the American invasion of England. American publishers opened the ideas of the Britons by their enterprise after taking over staid old English journals that had been in the rut for years. Our automobile men have astonished England, Germany and even France by the manner in which they have usurped territory and disposed of American-made cars. Yet none of these stories of Yankee push startled the business men across the sea more than did the American merchant who opened a store in London and adopted the modern idea of window dressing and window lighting. The sedate Londoners thought the height of lavishness had been reached with the elaborate display of goods in the windows during the daytime, but when the American invader turned on a flood of light in his windows, kept it ablaze all night, night after night, they set him down as a man whose enthusiasm had run away with his sense of money balance.

Events proved the Britons were wrong. The English bargain hunter is just as keen as the bargain hunter of any other nation and he appreciates it just as much as anyone else when the shopkeeper takes pains to arouse his attention to goods. The patrons of the shops in London began to talk of the brilliantly lighted windows, the show places attracted more and more comment, and the American business man had the not unpleasant experience of seeing the coin of the empire come jingling into his strong box.

It used to be the habit of the English shopkeeper to close up his store like a safe at night, draw his shades and practically board up his windows after the day's work was done, but if you have been over there since the American invasion, you will note that fewer of them are following the old method and more of them have trailed after the pattern set by the Yankee who was not afraid to burn up perfectly good money with electricity

when he knew that it would all come back and bring company.

In journeys through various parts of our own country during the last several years, I have been astonished at the growth of the idea that the well-lighted window is one of the chief assets of the merchant, no matter what his line may be. I think it cannot be denied that anything that serves to catch the eye of the buying public, arrest the attention and serve to create a group of persons around a window, is decidedly an asset.

This is exactly what the generous use of light has done, is still doing and will continue to do. Walk down the main artery of your business district on an evening after the stores have closed and note where the pedestrians halt before the business houses. Do they stop and peer into the window that is entirely dark or into the one which is casting but a dim flow of light. Even the blind man who sells pencils at the corner can tell you they don't.

But let a spacious, well trimmed window that is bathed in the glow from a liberal allotment of electric lamps catch the eye of the passer-by and he will stop, edge closer to the display and devote his attention to what is being shown. You have got him part way into your store; he sees, perhaps, something that interests him, and he makes a mental note of what he has observed. Possibly this same passer-by, in the hurry of his travels to and fro during the day has passed the store more than once, with no time to stop and with other matters on his mind. But this night has found him not so burdened with cares and with his wife or other feminine company he has halted before your window long enough to make him and the woman embryo patrons of your store.

This is not written with an eye to business. The author is not selling electricity, Tungstens nor fancy lighting devices. But the layman, sometimes, is quicker to note what is in the minds of other laymen than is the man who is catering to their wants. If it can be set down here and made plain to the merchant that the patron appreciates lighted windows, that he trades where he has seen goods displayed to advantage at night, this article will have accomplished its purpose.

I have in mind the experience of a father and son who have been in business for the last twenty years—the father has, at least—in a city that has been making such a rapid growth that it has attracted more than passing attention—a city where the newspapers count the day lost if someone on the staff does not turn in during the week the latest estimate from the water board, the directory people or the postal authorities, on the increase in population. This father had started in business when the city was younger, when the industry which has made it since was as yet unborn. He was of the conservative type. The younger man had to stage a battle with father every time he desired to adopt the business innovations that appear from time to time

and are accepted by the man who can see beyond the next inventory. The city had seemed to grow faster than the older business man. He had not kept pace with the ideas that new business and keener competition had brought about. But for the son, with his readiness to grasp opportunity, to take a chance on the city's future, knowing its sureness of growth, the concern would not have weathered the storm of trade strife that followed the advent of many new concerns which the town's sudden prosperity had developed. The front of the store was of the old type; stingy window, with no possibilities for the trimmer and with no chance of having them properly lighted.

Right here the father and the son split again. The older man could not see the advantage in remodeling the front of a store that had given him a livelihood for so many years. He shied at taking a chance. The son persisted. Age surrendered at last before the enthusiasm of youth and the front was remodeled. The son pressed the fight, peppered the window casings and the ceilings with incandescents and turned on the current. They used to have to put father under the tap and fan him at first when the bills for electricity came in. But he's getting over it. He can look the fighting people in the eyes now and smile. In fact, he likes it. He likes it so well that when a drug concern next to their store went out of business he financed the son, put him up in a new store and said, "Boy, go to it."

And son did. He went to it harder than the old man dared to dream. He not only put in as many lights as father had in his store, but he rearranged the windows on the long triangle plan—extending back toward the interior of the store much further than formerly—bounded the windows on all sides with mirrors and covered the ceiling with them, and put father again in the depths of doubt by the large number of electric lamps he installed.

You devotees of the Jim window and you who husband too much your electricity, should see his window display. He sells ready-to-wear garments for women and virtually nothing else, as the building is not a large one. But his windows sell his goods, coupled with the liberal advertising fund he has allotted to newspaper space. He has a young crystal palace on his hands and he's making good. In fact, I saw father scanning his own windows the other day. He is an old friend, so I said:

"What now, parent; are you going to take out the incandescents?"

"Am I?" he said scornfully. "I am not, I was just wondering what it cost Georgie to get his windows mirrored."

Jacob Smith.

The luckiest time to be called a genius is after you are dead. When people call a live man a genius they expect him to be one.

Going to law is one of the most satisfactory recreations a man can indulge in—if he is a lawyer.

## The Prices of Meat.

It hasn't been so very long since the country was convinced that the high prices of fresh meats were due to trust control of the fresh meat market—to the packers. They may have been due to such control. The Government investigated the packers and brought suits against them. Now, however, the Government isn't saying so much about the meat trust as it is about the declining meat supply. The Department of Agriculture issued a bulletin recently in which there is indicated steadily increasing prices for beef unless the people learn to conserve the present supply and provide for the future. In the last six months there has been a decrease in the number of beef cattle of 30 per cent. As compared with the same period last year there was a decrease of 13 per cent, in the number of beef cattle slaughtered under the supervision of the United States inspectors in the first three months of this year, and last year—the year 1912—the imports of animal products exceeded the exports for the first time in the history of the country.—Savannah News.

## The Consumer's Right.

"My success," said a well known Philadelphia retailer of shoes to the writer, one day last week, "I attribute to my endeavor to give every customer one good dollar's worth of merchandise for every dollar they spend with me. Moreover, I strive to treat everyone—whether looking or buying—courteously and politely, feeling that a customer has the same privilege of looking about that I claim to myself when I buy."

## Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	70	75
Am. Gas & Elec. Co., Pfd.	44	46
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	1 1/4
Cities Service Co., Com.	95	98
Cities Service Co., Pfd.	80	82
Citizens' Telephone	89	91
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	58	61
Comw'th Pr. Ry. & Lt., Pfd.	68	71
Elec. Bond Deposit, Pfd.	71	75
Fourth National Bank	212	
Furniture City Brewing Co.	60	65
Globe Knitting Works, Com.	135	140
Globe Knitting Works, Pfd.	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.	28	
Michigan State Tele. Co., Pfd.	100	101 1/2
National Grocer Co., Pfd.	88	90
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	39	41
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	15 1/2	18
Tennessee Ry. Lt. & Pr., Pfd.	71	74
Utilities Improvement Co., Com.	53	55
Utilities Improvement Co., Pfd.	70	74
United Light & Ry., Com.	71	
United Light & Ry., 1st Pfd.	77	80
United Light & Ry., 2nd Pfd.	75	77
United Light & Ry., 2nd Pfd. (old)	71	73
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 1/2 96 1/2
Flint Gas Co.	1924	96 97 1/2
G. R. Edison Co.	1916	98 1/2 100
G. R. Gas Light Co.	1915	99 1/2 100 1/2
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	99
Ex-dividend.		
June 18, 1913.		

## Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.





### Movements of Merchants.

Levering—Fred Clark has opened a general store here.

Belding—A. B. Hull, jeweler, died at his home June 13.

Onaway—Carl Theis succeeds Wesley Smith in the meat business.

Sparta—D. N. Cornell & Son succeed Haas & Co. in the meat business.

Elsie—Eli Kirby has leased the hotel and changed its name to the Kirby House.

Pentwater—L. C. Carney has opened a confectionery and cigar store here.

Mancelona—A. W. Canada has closed out his stock of meats and retired from business.

Wayne—The American Silica Co. has changed its name to the Flint Glass Silica Co.

Detroit—Tonn & Schreiber, lumber dealers, sustained a fire loss June 15, of about \$75,000.

Pottersville—Charles Olin is closing out his stock of dry goods and will retire from business.

Detroit—Fire damaged the William Lutz lumber yard to the extent of about \$10,000 June 15.

Mackinaw City—M. M. Hunt, who conducts a general store at Carp Lake, has opened a branch store here.

Otsego—The Citizens State Savings Bank has been organized with an authorized capital stock of \$25,000.

Kalamazoo—Woodhams, Oakley & Oldfield Co., wholesale coal and wood dealers, have opened a retail store.

Mackinaw City—Lamain & McLaughlin have closed out their grocery stock and retired from business.

Baldwin—William Potter is erecting a store building which he will occupy with a stock of grain and feed.

Eaton Rapids—Mrs. Dora Reynolds-Yost is closing out her stock of millinery and will remove to Elkhart, Ind.

Manistee—The capital stock of the Springdale Land & Fruit Co. has been increased from \$25,000 to \$100,000.

Iron River—William J. Hebbard, who conducts a bazaar store at Ishpeming, has opened a branch store here.

Kalamazoo—Earl V. Sleight, meat dealer on East South street, lost his stock by fire June 14. Loss about \$1,200.

Belding—Henry A. Smith has engaged in the shoe, grocery and cigar business in connection with his boat livery.

Kalamazoo—The Tiffany Decorating Co. has engaged in business with an authorized capital stock of \$4,000, which has been subscribed, \$1,100 paid in cash and \$1,771 in property.

Hastings—Fred Parker will resume management of Hotel Hastings, July 6, T. J. Carroll's lease expiring on that date.

Detroit—The toilet goods factory of F. F. Ingram & Co. was damaged by fire June 15, to the amount of about \$25,000.

Kalamazoo—Fire destroyed the L. S. Johnson warehouse and a portion of his flour and feed mill, June 11. Loss about \$5,000.

Fowlerville—The F. N. Arbaugh Co. has closed out its stock of groceries in order to enlarge the other departments in its general store.

Mackinac Island—John McCarty has purchased the Patrick Mulcrone meat stock and will continue the business at the same location.

Woodland—Mr. McKenna has purchased the J. N. Covert & Son shoe, clothing and man's furnishing stock and will continue the business.

Pellston—R. A. Evans has opened a confectionery store and ice cream parlor in the Emery building, under the management of Roy Hicks.

Lansing—The Schavey Mercantile Co., at 1122 South Washington avenue, has sold its stock to W. B. Rice, who will continue the business.

Ontonagon—Edward C. and William G. Salter, recently of Marquette, have engaged in the grocery business here under the style of Salter Bros.

Maple Rapids—William Schneider has sold his stock of meats and groceries to Frank Osborn, who will consolidate it with his stock of dry goods.

Cadillac—The Phelps-Harvey Co., which recently took over the dry goods stock of Adam W. Lind, has changed its name to the J. W. Harvey Co.

Shelby—H. Johnson, who recently sold his shoe stock, has formed a copartnership with his son, Edward M. Johnson, and re-engaged in the shoe business.

Sparta—Hubert Finch has taken over the interest of his father in the meat stock of E. M. Finch & Son, and will continue business under his own name.

Grand Haven—John Van Dyk has sold a half interest in his shoe stock to Isaac Dornbos and the business will be continued under the style of Van Dyk & Dornbos.

Interlochen—W. D. Pennington, druggist, who recently lost his store building by fire, is erecting a two-story cement building which he will occupy with his stock.

Stanton—The E. D. Hawley Co. has sold its stock of groceries to Carl and Victor Smith, who will continue the business at the same location under the style of Smith Bros.

Leslie—C. N. Holkins, dealer in lumber, lime and cement, has admitted his son Ralph to partnership and the business will be continued under the style of C. N. Holkins & Son.

Saginaw—The Michigan Cold Storage Co. and the Valley Storage & Holding Co. have consolidated under the style of the Riverside Storage Co., with a capitalization of \$150,000.

Detroit—The James A. Ryan Drug Co. has been incorporated with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$300 paid in cash and \$700 in property.

Allegan—Phillip McLaughlin has purchased the interest of John Sturgis in the grocery stock of Sturgis & McLaughlin and the business will be continued under the style of McLaughlin Bros.

Jackson—W. H. Elliott, who conducts a harness and trunk store at 241 West Main street, has sold his stock to C. S. Ruthruff, recently of Tecumseh, who will continue the business at the same location.

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

Walloon Lake—Hotel Wildwood was destroyed by fire June 13. Loss about \$6,000, insurance \$3,500. The hotel was owned and conducted by Bacheller Bros., who were making preparations for opening it for the season.

Detroit—Thibault & Balmer, dealers in cigars, etc., have merged their business into a stock company under the style of The Thibault & Lawrence Co., with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed and paid in cash.

Birmingham—The Lawson-Erb Lumber Co. has been organized to carry on a wholesale and retail business in builders' supplies, coal, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Detroit—The Batchelder-Wasmund Co., contractor and builder and dealer in granite and stone, has merged its business into a stock company under the style of the Matchelder Marble Co., with an authorized capitalization of \$50,000, of which \$25,000 has been subscribed and \$5,000 paid in cash.

Fowlerville—C. A. Johnson, who has been in the employ of the F. N. Arbaugh store at this place during the past three years, has been promoted to the position of manager by that firm. Mr. Johnson has spent several years in the mercantile business and is regarded as thoroughly competent to take his new responsibility.

Detroit—The unsecured creditors of the Detroit Salt Co. received for the face amount of their claims common stock of the Detroit Rock Salt Co. Almost all of the unsecured creditors have taken advantage of this opportunity and have sent their new stock to the Security Trust Co., registrar.

Marquette—John Lammi, who conducts a grocery store on West Wash-

ington street, has formed a copartnership with Alfred Tallbacka and purchased the J. B. Arons shoe stock and fixtures and will continue the business at the same location under the management of Alfred Tallbacka under the style of the Washington Shoe Store.

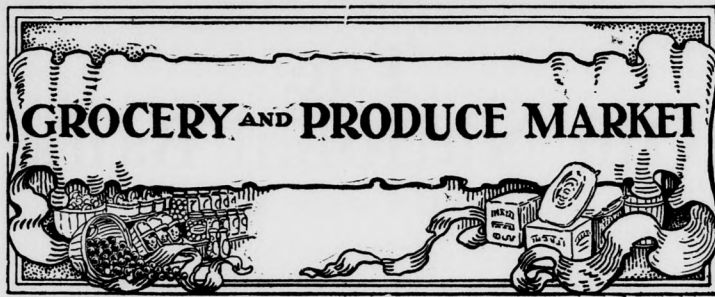
Lansing—Noble Burnett, an employe of the J. W. Knapp & Co. store, one of the nine passengers injured when a passenger car ran into an open switch on the M. U. R. line recently, was brought to his home in an automobile. Mr. Burnett's injuries proved to be more serious than was at first believed. Both legs and his neck and shoulders were badly bruised.

Brookfield—The general store conducted by the late Ellsworth Collier which was destroyed by fire several weeks ago, is to be re-established as soon as the new store building to replace the burned store is ready to receive a stock of goods. Mrs. Collier, who conducted the business here during her husband's illness until the fire misfortune came, will conduct the new business. Mr. Collier died at Albion last Friday.

Hillsdale—Five firms are effected by a fire which occurred here June 15, as follows: R. J. Corlett & Son, lumber, cement and lime dealers, loss, \$25,000, insurance \$2,200; Charles Chapple fuel dealer, loss \$8,000, insurance, \$2,000; Louis J. Globensky, cooper shop, loss \$5,000, insurance \$600; G. A. Aldrich & Son, dealers in fuel and builders' material, loss \$4,500 insurance \$2,000; Moses Salmon, dealer in second-hand goods, loss \$3,500, no insurance.

Bay City—Owing to the resignation of M. B. Green, who has held the position of lubricating agent for the Standard Oil Company for the last fifteen years, J. H. Nickodemus, a traveling man for the same company with headquarters at Cheboygan, has been appointed to the position. Louis C. Reip the cashier in the local office will succeed to the position held by Mr. Nickodemus and Carl Zuehlsdorff, who has been shipping clerk for the last three years will succeed Mr. Reip as cashier.

Lansing—The will of the late David Burnham, Lansing's pioneer dealer in dry goods, who died last January, discloses the fact that the Burnham estate is not nearly so large as was thought by local business men and friends. The estate amounts to but \$26,500 and consists of some stocks and municipal bonds most of which were secured in Oklahoma. According to the terms of the will, Charles Doolittle, an employe of Marshall Field & Company, of Chicago, is trustee of the estate which was all left to Mrs. Burnham. Upon her death the estate is to be divided among fifteen relatives and friends, the major portion of it going to Doolittle's sister in Oswego, N. Y., Miss Fannie Burnham, of Saginaw, also gets a goodly share. Mr. Burnham died in Los Angeles where he had gone for his health. Two years ago he retired from active business which he had followed in this city for thirty years.



### The Produce Market.

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

Butter—The make is showing considerable increase. The market, however, is firm with prices unchanged, because of the active demand both for consumption and speculation. This is absorbing the receipts on arrival, and as long as it continues there will probably be no relief from the high prices. The market is about 1c above a year ago and probably 5c above two years ago. Under grades are selling at a price which is close to the best. The nearby make, owing to the cool weather, is very large. The amount of butter which has gone into storage this year is very much larger than last year—almost double up to this time, in fact—nevertheless prices are very high, and more is going in. Fancy creamery is quotable at 28@29c in tubs and 30@31c in cartons. Local dealers pay 19c 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.

Cherries—\$2.50 per 16 qt. crate. The crop around Grand Rapids is only fair.

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—60c per doz., for home grown.

Eggs—The quality of the receipts continues very good and will as long as the weather remains favorable. The market is steady on the present basis, and will probably not change as long as conditions remain as they are. Eggs are still being put into storage, and will continue as long as weather and quality stay fine. Local dealers pay 17c, loss off.

Egg Plant—\$2 per box from Florida.

Grape Fruit—\$5@6 per box. This week will mark the close of the season, so far as the Grand Rapids market is concerned.

Green Onions—18c per dozen for home grown.

Green Peppers—50c per basket.

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

Lemons—Messinas have advanced to \$8.50@9.50 per box. Local handlers are looking forward to a \$10 market by July 1.

Lettuce—Home grown head, \$1.25 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.

Pieplant—50c per bu. for home grown.

Parsley—30c per dozen.

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

Potatoes—Old are dull and easy. Prices are off another 5c, and dealers hope shippers will keep their potatoes out of this market for a short time in order to prevent further demoralization. The Chicago market, after dropping to a price that little more than paid freight, is showing a little recovery. New potatoes are working a little lower, white stock from Virginia having declined to \$3.25 per bbl., while red Triumphs from Texas fetch 80c per bu.

Poultry—Local dealers pay 23c for broilers; 13c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight.

Radishes—10c 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 per crate of 16 qts. Michigan stock. The scarcity of berries is still a leading point of interest in the market for farm stuff. There is some increase in offerings because of the ripening of the local crop, but the supply is still far from what it usually is at this time of year. The home-grown berries find their way to the city markets and are handled only to a limited extent by wholesalers.

Tomatoes—\$2.50 per crate of six baskets—Florida; \$1.25 per crate of four baskets—Texas.

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

Watermelons—40@50c for Florida. Receipts are small and the demand stronger than the supply.

### The Grocery Market.

Sugar—The market for refined remained unchanged during the greater part of the week, but on Thursday advanced 10 points. This was not because raws showed any advance, for they did not, but probably because the summer demand is beginning to open, and the refiners have not made much money for several months. Much depends, of course, on the consumption, which, judging by the meltings has not been up to the normal, though improvement is looked for in this respect. The refiners output at the Atlantic ports to date, it is pointed out, is 79,000 tons less than a year ago. Supplies in the country are light and a spell of hot weather might find the distributors unprepared and cause urgent requests for shipment. With

the passing of the tariff uncertainty which may not be so prolonged as some people think, the trade may see fit to anticipate, especially as prices are the lowest in years and permit little profit to the Cuban producer or the refiner.

Tea—New crop Japans are reported of good quality. While the opening price was lower than last year for the higher grades as the season advanced all desirable teas were quickly picked up and prices strengthened to near last year's basis. This season's crop is generally better in cup quality. Formosas are beginning to arrive and the quality is reported as the best seen in several years. The Oolong crop is expected to yield about twenty-three million pounds, of which more than three-fourths reaches the American market. Javas seem to be growing in favor and importations into the United States are increasing. The China trade is very much depressed, while the Ceylon importations are gradually growing.

Coffee—Everybody appears to have lost faith in the market, and even the large operators, if they can be judged by their actions, seem to be letting the situation take its own course. One thing appears most likely—that the market will not advance again unless it has artificial support. Mild coffees are also weak in sympathy, although the primary markets both for Brazils and milds are steady to firm. Java and Mocha steady and unchanged.

Canned Fruits—Apples are in good demand at ruling prices. California canned goods are unchanged in price and in fair demand. Small Eastern staple goods are unchanged with the probable exception of spinach, which is forging upward by reason of short spring pack.

Canned Vegetables—There is a very firm market on spot tomatoes. Future prices are unchanged and no immediate advance is looked for. Consumption is very good as fresh tomatoes are still too high for any great amount to be used. Corn on spot, meaning cheap grades, is about 2½c higher; other grades of spot corn are unchanged and dull. Both spot and future peas are unchanged. The pack in this section will be partly a failure, owing to unfavorable crop conditions. Eastern packers will this year deliver only in part. The Eastern pack, however, only amounts to about 10 per cent. of the whole, so the situation is, not vital.

Canned Fish—Domestic sardines are practically unchanged, though some packers are talking 5@10c advance. Imported sardines are still scarce and high. The new tariff bill increases the duty on the large tins of French goods so as to cause an advance of slightly over \$2 per case. There is a reduction in the duty on olive oil, however, and a further reduction of duty on the small French tins which will amount to about 50 cents a case. The low prices announced by some of the salmon packers on the Coast have caused the spot market to weaken. Quotations on most grades of spot goods are considered reasonable and the demand is increasing rapidly.

Dried Fruits—The comparative scarcity and relatively high cost of oranges, berries and other fresh fruits have diverted buyers' attention to the dried products of the Pacific Coast and the market is fairly active. The orders coming in, however, indicate a conservative feeling among buyers. They are not taking on any more stock than they have an immediate outlet for. Some speculative buyers having foreseen such a condition of trade as now exists some time since bought up as much of spot stocks as they could secure within what they considered reasonable limits, but since that time no speculative interest has been manifested. Prunes are unchanged and quiet with the exception of 40s, which by reason of scarcity have now advanced until they are commanding 1½c above a proper parity with 50s. Peaches have sold very well this spring, because of the scarcity of green stuff; at present they are in fair demand at unchanged prices. Apricots are getting pretty well cleaned up and rule unchanged. Spot raisins quiet and unchanged. The new combination, which claims to control 90 per cent. of the output, is making an effort to sell futures, but is meeting with small success. The trade are afraid of the independent 10 per cent. which with past combinations has been able to do considerable harm. Currants are unchanged and dull.

Syrup and Molasses—There is no change in syrup prices, but the market on corn syrup is very firm. Demand is only fair on most table grades as well as cooking molasses.

Cheese—There is an increase in the receipts and an increase in the consumptive demand. The quality is improving owing to the ideal weather. The price of cheese will be largely influenced by the price of milk and the quotations for butter.

Salt Fish—Mackerel is dull and unchanged in price. The market has been sick now for a considerable time and shows no sign of recovery at this season. Cod, hake and haddock are dull and unchanged in price.

Provisions—Smoked meats are ¼c higher. Pure and compound lard are both firm and in good consumptive demand. Prices are unchanged. Barreled pork is firm and unchanged, with a fair demand. Dried beef is firm at 1c advance, owing to short supply. The demand is active. Canned meats are in better demand at unchanged prices.

The Michigan Lime Co., Petoskey, the Superior Lime Co. and the Elk Cement & Lime Co., of Bay Shore, have been consolidated under the style of the Northern Lime Co., which has been their selling agent in this city for the past five years. The stock has been increased from \$200,000 to \$380,000.

Jennings—Fire destroyed the millinery stock of Mrs. John Nelson, June 11. Loss about \$500, fully covered by insurance.

The Bailey Electric Co. has increased its capital stock from \$75,000 to \$100,000.





### Deposits Million Dollars Less Than Year Ago.

The bank statements published last week, showing conditions at the close of business June 4, reflect a highly prosperous situation for the banks, but conditions are not altogether satisfactory, from the viewpoint of a general proposition. There has been a moderate curtailment in the loans and discounts, which suggests that the banks have been preaching conservatism to the customers, and in view of general conditions this is not bad. The bonds and mortgages have had an expansion of \$400,000 in two months. Under ordinary circumstances this would indicate easy money, but everybody knows that money has not been easy and the explanation of the expansion is that the banks have been lending a helping hand to various large enterprises which, under other conditions, would probably have been taken care of by private investors. One of these enterprises has been the Hotel Pantlind, with a bond issue of \$850,000

stocks and bonds have been cheaper in the last six months than at any time since the panic of 1907 and the chance to get 6 to 8 per cent. investments has been very appealing to those who have been receiving only 3 or 3½ per cent. The up-state banks have been drawing in their funds, which is customary at this time when the farmers and local enterprises are to be financed. In spite of an increase of \$222,000 in the Government and State deposits, the total deposits fall short of two months ago. The statement as a whole might be worse, but it easily might be better. In view of general conditions, however, it is not bad. Here are the figures for June 4, April 4 and June 14 a year ago:

The Old National Bank has climbed into the 100 per cent. class since the April 4 statement. Its surplus and undivided profits reaches the handsome total of \$826,714.57, or \$26,714.57 more than the capital. The fund, however, will be somewhat depleted when it comes to paying the taxes

	June 4	April 4	June 4, '12.
Loans and Discounts	22,333,249.26	22,455,347.17	20,482,826.92
Bonds and Mortgages	9,307,699.92	8,892,907.97	9,129,793.36
Cash and Cash Items	6,809,097.74	6,564,394.19	8,879,592.33
Per cent. Cash to Deposits	20.37	19.60	25.80
Surplus and Profit	2,461,696.35	2,401,912.44	2,143,888.89
Commercial Deposits	12,263,736.17	11,982,644.62	12,428,564.79
Certificates and Savings	17,413,729.74	17,684,862.35	16,915,728.01
Due to Banks	3,102,166.30	3,284,510.24	3,700,370.36
U. S. and State Deposits	563,836.54	341,830.61	592,429.88
Total Deposits	33,418,830.96	33,484,495.03	34,555,696.00

distributed among the banks. These bonds are gilt edged as investments and when the money market changes no doubt they can be turned at a substantial profit. The cash and cash items show some improvement as compared with two months ago, but 20.37 per cent. quick assets is tolerably close. The surplus and undivided profits do not show a large gain in two months and this is because most of the banks pay interest on the deposits on June 1 and the interest charge calls for considerable money. As compared with a year ago the gain has been around 15 per cent. The commercial deposits are somewhat higher than two months ago, but are still below six months or a year ago. Since the beginning of the year there has been a gradually falling off of the certificates and savings and this movement is continued this time. This is attributable largely to the fact that those who have money in the bank have been withdrawing it for investment purposes. High grade

in July and the semi-annual dividend. The dividend will pull out \$32,000 and the taxes will call for about \$16,000. Before the end of the year the fund will be safely above the 100 per cent. mark and the Old National will be on the "honor roll," the second bank in the city to gain this distinction.

The banks took \$80,000 of the \$100,000 county good roads bonds last week, not because they wanted them, but because Mayor Ellis put it up to the banks to make it possible to continue the good roads work, by providing the necessary funds. The bonds are 4½ per cent, and it can not be said they look good in a tight money market when there is a demand for money at 6 per cent. beyond the capacity of the banks to supply it. The Fourth National subscribed for \$15,000, the Old, the Grand Rapids National City, the Michigan Trust and the Grand Rapids Trust each took \$10,000 and the savings banks each took \$5,000. Frank T. Hulswit, in

## 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.

## 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**

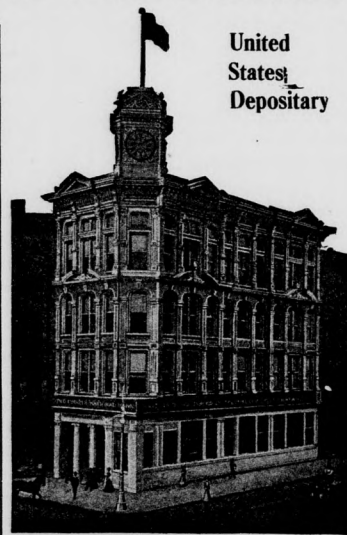
**3**

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Wm. H. Anderson,  
President  
John W. Blodgett,  
Vice President  
L. Z. Caukins,  
Cashier  
J. C. Bishop,  
Assistant Cashier

United  
States  
Depositary



**Commercial Deposits**

**3½**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
**\$580,000**



behalf of the United Light and Railways Company, subscribed for \$5,000 and Mayor Ellis took the remaining \$15,000 himself. The bonds had been advertised, but without satisfactory responses, and the appeal to the banks was a last resort. The prompt responses will make it possible for the good roads work to go on without interruption.

At the annual meeting of the Michigan State Bankers' Association in Lansing last week, James R. Wylie, President of the Grand Rapids National City, was advanced from second to first Vice-President and this foreshadows his election to the presidency at the next annual meeting and the holding of the convention of 1915 in Grand Rapids. The other officers are:

President—George Lawson, Detroit.  
Second Vice-President—Arthur G. Bishop, Flint.

Treasurer—G. L. Taylor, Owosso.  
Secretary—Mrs. H. M. Brown, Detroit.

Counsel—Hal. H. Smith, Detroit.  
Executive Council—B. E. Tobias, Adrian; F. W. Hubbard, Bad Axe; F. W. Blair, Detroit; W. B. McLaughlin, Houghton; B. M. Delamater, Jackson; Clyde Hagerman, Ludington; M. O. Robinson, Traverse City.

President George Lawson was named as the Michigan member of the National Executive Council, Benj. F. Davis, of Lansing, as Michigan's Vice-President and Henry H. Banger, of Detroit, as Michigan's member of the Nominating Committee. In the committee appointments L. H. Withey, of this city, was appointed chairman of the Committee on Taxation of Corporations; W. K. Prudden, of Lansing, chairman and E. D. Conger, Grand Rapids, a member of the Committee on Legislation; F. H. Williams, Allegan, chairman, and R. D. Graham, Grand Rapids, a member of the Committee on Agricultural Development, and Clay H. Hollister, Grand Rapids, chairman of the Committee on American Institute of Banking. The convention was largely attended, with an interesting programme of papers and discussions and the Lansing bankers did themselves proud in the matter of entertainment. The next convention will probably be held in Detroit, the home city of the new President.

The new Grand Rapids Trust Company made its first published statement with the other banks. The statement shows \$150,000 capital paid in as the only item on the liability side. It has loaned \$6,850 on real estate mortgages, holds \$82,000 of bonds and \$837 in stocks. The Company had only just opened for business when this statement was made.

The Citizens Telephone Company is confronted by a serious situation and it is likely that, as a result, its finances will have to be put on a different basis. The Legislature of 1909 enacted a law for the taxation of telephone companies, changing the system from the specific to the ad valorem system and more than doubling

the amount of taxes to be paid. The Company questioned the validity of the law, as it made a discrimination in favor of mutual companies, and carried the case to the United States Supreme Court for a final decision, in the meantime paying the taxes each year at the rate they would have been under the old system, letting what was claimed to be an overcharge accrue. The Supreme Court decision recently handed down, upheld the law as enacted and this decision compels the Company to pay the accrued unpaid taxes, with the usual penalties of 1 per cent. a month. The accrued taxes to be paid amount to \$104,000 and the penalties increase this to about \$135,000. While the litigation has been pending the Company made no provision for a possible adverse decision and now it is confronted by the necessity of raising the total amount required to meet the demands of the State in a single payment. The conditions of the money market are such as to make a large loan difficult to negotiate and it is likely that a bond issue will be resorted to, and with this as a start the Company's finances will be put on the same footing as other utility corporations. In the past, when additional capital has been needed for construction, extensions and other improvements properly chargeable to capital account, it has been customary to sell additional stock, and the stock from the beginning has carried an 8 per cent. dividend rate. Other utility corporations have issued bonds at 5 or 6 per cent. when additional capital has been needed and left the capital stock unchanged, and this has been found to work very satisfactorily. It is likely that the Citizens will adopt the modern plan of financing, with an authorized bond issue of \$750,000 or \$1,000,000 and of these bonds only enough will be taken down to pay the taxes due and to wipe out a floating indebtedness of around \$150,000, the rest of the bonds to remain in the treasury to be issued as additional capital may be needed. If the bonds are issued the sale of additional stock will be stopped and it is likely that the dividend rate will be reduced from eight to six per cent. The amount of stock now outstanding is about \$3,800,000 and the reduction in the dividend rate would mean a saving of \$76,000 annually for the surplus fund, depreciation, contingencies and improvements. It has been suggested that the August dividend might be passed, making the amount to be disbursed available to apply on the taxes, but it is not likely that this will be done. The Company has between 3,000 and 4,000 stockholders, many of them women and dependents to whom the income is important and without which many of them would be placed in a distressing position. The more likely plan will be to pay the usual quarterly 2 per cent. in August and then give notice of a reduction in the future, thereby giving stockholders a chance to adjust themselves to the changed condition. Stopping the further sale of stock and reducing the dividend rate to 6 per cent will very

materially strengthen the company in the eyes of investors, to whom absolute safety is a greater consideration than large income returns. It will give the company a wider margin of safety against contingencies and for improvements. As an 8 per cent. dividend investment, the stock has been selling around 92, while as a 6 per cent. it ought to be near par as soon as the first shock incident to the change passes.

#### Too Critical.

At dinner Mr. Manning sampled the pie. Looking across the table at his wife, he said:

"I am sorry to be critical, my dear, but this pie is not the kind that mother used to make, not by a long shot."

Mrs. Manning smiled. "It's too bad," she answered, amiably. "I don't know what to do about it, I'm sure. Perhaps it would be a good idea for you to call her up and tell her. She sent it over this afternoon."

#### BOND Circular "B"

*Describing a high grade  
Public Service Corporation  
Security netting the investor*

6%

*Ready market - attractive price*

*Write for same*

**Kelsey, Brewer & Co.**

*Bankers  
Engineers - Operators  
Michigan Trust Bldg.  
Grand Rapids, Michigan*

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

## INVEST YOUR MONEY IN STOCK OF

## The National Automatic Music Company

42-50 Market Ave. N. W.  
Grand Rapids, Mich.  
C. F. Sweet, President

Monthly dividends never  
less than 1%

SEND FOR LITERATURE

National Piano Mfg. Co.

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

GRAND RAPIDS SAVINGS BANK

## 2½% Every Six Months

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

**\$100.00 Bonds—5% a Year**

THE MICHIGAN TRUST CO.

50 per cent. of all widows in this country are compelled to work

#### WILL YOURS?

For an average cost of 30 cents a day we will guarantee to keep your widow from being compelled to earn her living.

The Preferred Life Insurance Company of America,

Grand Rapids, Mich.

If you BUY now  
the first preferred stock of

## United Light & Railways Co.

You receive all of the Accrued Dividend since April 1, 1913. You will net over 7.5% on your investment.

**HOWE, CORRIGAN & COMPANY**  
INVESTMENTS

Michigan Trust Bldg.

GRAND RAPIDS, MICH.

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E. A. STOWE, Editor.

June 18, 1913

**FOOL MEDDLERS.**

Various municipalities of the State, including Grand Rapids as a matter of course, have been made ridiculous the past week by the action of their official representatives in the matter of the Pere Marquette Railroad strike. It is charitable to suppose that they were fooled by the misrepresentations of Vice-President Ryan who is in command of the strike, but there may be a suspicion that some of the mayors and aldermen were willing victims in the hope that, by taking a hand in the controversy, they might show themselves the true friends of grafting union labor. The officials of the various cities, with Vice-President Ryan, obtained an interview with Judge Tuttle, of the United States Court, at Detroit, under whose jurisdiction the receivership of the Pere Marquette exists and sought his aid in bringing the strike to a close. Judge Tuttle listened attentively, said nothing and the interview was without results. Then the same self-appointed delegation, with Ryan at the head, arranged a meeting with General Manager Alfred in Detroit and the only satisfaction obtained was Mr. Alfred's assurance that the only obstacle in the way of the strike coming to an end was the seeming unwillingness of the men to return to work.

As a matter of history, the boiler-makers, with Ryan as their advisor, asked the receivers of the Pere Marquette for concessions in the matter of wages and hours, and they received a prompt reply that the Pere Marquette would pay the same wages and give the same conditions as obtained on the Michigan Central, the G. R. & L., or any other railroad in the State. This reply did not seem entirely satisfactory and a conference was asked for. This conference was asked for at 11 o'clock in the morning and the receivers fixed 3 o'clock in the afternoon of the same day for the meeting, with the understanding that the whole matter would be referred to arbitration if an agreement could not be reached. Before the hour for the conference, the boiler makers went out on a strike, and the machinists and blacksmiths who had made no demands went out in sympathy. When the men quit their jobs without reason or notice, the receivers were compelled to find others to take their

places, and in this they have been fairly satisfactory, the misrepresentations of the strikers to the contrary notwithstanding. As far as the railroad is concerned, the strike is ended. The work is going on as usual and if the men who were misled by Vice-President Ryan are out of jobs, it is their own fault and not that of the railroad or its management. The strike was without provocation, was not and has not been sanctioned by the National organization and is not recognized as justifiable by the engineers, conductors, firemen, switchmen and the various other railroad brotherhoods. It is entirely a manufactured product, the work of this man Ryan who, no doubt, hoped by stirring up dissension among the men to get enough out of it as an organizer to give him as pleasant a vacation trip to Europe as the unscrupulous Macfarlane got out of the furniture workers two years ago. If the various municipalities want to put an end to the strike, they can do it in an hour by ordering Ryan to move on. He is the only obstacle to the very speedy and every way satisfactory ending of the trouble. In the meantime the workmen who think their obligations to the union is greater than their duty to their families are in idleness, losing the good wages which otherwise they might be earning.

**THE SEVENTH SUCCESS.**

The Grand Rapids wholesalers seventh annual Merchants Week festival last week was as great a success as could have been desired. The weather was perfect throughout the week, the attendance was large, the programme was well planned and perfectly executed and not an incident or accident occurred to mar the harmonies. Tuesday, the first day, was for arrival and registration, Wednesday afternoon for educational features and Thursday afternoon for entertainment. The mornings were open for visiting the jobbing houses, seeing the sights and getting acquainted. The educational features were brought out in a meeting Wednesday afternoon at the Coliseum conducted by Lee M. Hutchins. Postmaster W. Millard Palmer discussed the parcel post and told the merchants how they could make use of the system for the extension of their own business. C. A. Palmer, Insurance Commissioner, discussed fire insurance and how insurance rates could be kept down by proper safeguards against fire. M. S. Lawrence, of the Interchangeable Fixtures Co., gave an interesting talk on window trimming. The topics discussed were such as merchants meet with in their everyday business and were presented by men who may be regarded as experts. The attendance at the educational meeting was good, considering the circumstances, and much interest was taken in the discussions, but it is obvious when the merchants come to Grand Rapids to have a good time they are not particularly desirous of mixing education with it. In the evening the merchants were given a ball at the Ramona dancing pavilion and the wholesalers and their wives

were the chaperones, when they were not themselves on the floor.

The Thursday afternoon and evening entertainment seemed to please everybody. The center of the frolic in the afternoon was at Ramona, where everything was wide open for the visitors, including the theater and a ride on the steamboat. This has been a feature at every Merchants Week, but it is one that seems as appealing now as at the beginning. The banquet at the Coliseum Thursday night was a brilliant success. The Coliseum has seating capacity for 1,850, but by placing the tables closer room was made for 2,003 and every place at the tables was taken, and about a dozen for whom places could not be found were sent to the Morton House and the Livingston, where their tickets were accepted. The only ones disappointed were those merchants who had not sent in their acceptances as requested in time to permit the committees to arrange for them. There were about 200 of these, most of them dropping in Thursday afternoon, and none regretted that they had not come under the wire in time more than the wholesalers themselves. The banquet programme was short and every item on it counted. The music was by the Ramona band, there was singing by the Primrose quartet of Ramona and by the Wholesalers choir, led by C. J. Litcher. Richard J. Prendergast, chairman of the Wholesalers Committee, made a happy address of welcome and greeting. President Carroll F. Sweet, as toastmaster, told what the wholesalers are doing for the promotion of Western Michigan and asked the merchants to co-operate. John I. Gibson, of the Western Michigan Development Bureau, told briefly what the Bureau is doing. Warren G. Harding, former Lieutenant Governor of Ohio, made the address of the evening and it was an eloquent appeal to good citizenship, patriotism and honesty. The banquet closed at 9:30 o'clock in time for the night trains for those who wanted to go home.

The attendance this year was approximately 3,500. The visitors were more representative than in any former festival and came from a wider territory. The merchants themselves came this time instead of sending their clerks or juniors, and this was most gratifying. The visitors were not asked for orders, but many of them took advantage of the opportunity to indicate their needs. The wholesalers will meet next week to balance accounts and compare notes on results and it is likely that the planning for next year will begin at that time.

**VICTORY FOR SUFFRAGISTS**

Illinois is now an equal suffrage State. The Illinois Legislature last week enacted that women should have the right to vote for all but a select few of the officers on the official ballot. This is a great triumph for the women and, with Illinois setting the pace, it is not unreasonable to expect that the movement for the enfranchisement of the women will become

general. It will be interesting to observe what will be the result of women voting in Illinois. In other states where women vote their regenerative influence upon public affairs has not been much in evidence. Bad laws are still enacted, corruption still exists and evil is still rampant. The feminine vote merely increases the number of ballots to be counted without materially changing the general results. The professional politicians are still in the game with the only difference in the fact that they are of both sexes now instead of only one. That the women of the land are destined to the enjoyment of a much wider political power in the future than they have had in the past seems certain, and it is not apparent that there is much to be gained by calling attention to their lack of beneficial achievements to date. From the viewpoint of the women themselves it is, perhaps, not strange that they are pushing the movement along and rejoicing in the prospects of ultimate success. Not all women want the ballot, but there are many of them who do, and the motive back of their desire seems to be the ambition to have as much voice in the management of public affairs as the ward heeler and floating bummer. If the ballot could be restricted to good women—to women of intelligence and good morals—their entrance into politics might be welcomed, but there are bad women and ignorant women just as there are wicked and unworthy men, and their evil influence will very likely offset the regenerative influences of the good.

The German Emperor completed the twenty-fifth year of his reign Sunday. During the recurrent periods of severe international strain that marked the progress of the recent war in the Balkans, common gossip had it that the Kaiser was ardent in the work of conciliation because his heart was fixed upon rounding out a quarter century of peace on the throne. This is only an easy way of recording the popular impression that the Kaiser of to-day is not the War Lord of as late as half a dozen years ago, whose fervent utterances made for anxiety among the nations. It may very well be that William II was as ardent a friend of peace twenty-five years ago as he is to-day. History must judge him by his acts, and the record stands that his reign has not been marred by war. But the rattling of the sabre is almost as bad for people's nerves as dread war itself, and for a dozen years it is not to be denied that the Kaiser did keep Europe on the anxious seat. Within the last few years, however, there has been a notable change. The fiery phrases, the metaphorically clenched fist, the metaphorically uplifted sword, have disappeared from the day's news. The Kaiser's manner, like his intentions, have grown pacific. His latest appearances before the public have been in the role of prudent father to a somewhat impetuous heir-apparent, and of a statesman working zealously in behalf of the maintenance of international peace.



## USES AND ABUSES

## Peculiar to the Railroads of the Upper Peninsula.

Marquette—Uses and Abuses of Railroads is a subject which has engrossed the attention of Nation and state, county and city, village and hamlet all over this broad land, has been discussed by statesman and diplomat, politician and financier, from every angle and viewpoint, and were I to attempt to discuss the subject fully even though I had the ability to do so, it would take indeed much more time than would be at my disposal at a dozen such meetings as this, but alas, and alas I have neither the time nor the ability to even outline the subject, much less discuss it along the general lines I have mentioned and I shall have to be content with inflicting myself on you, overtaxing your patience by discussing the subject along limited lines and will endeavor to confine my remarks to the uses and abuses of such railroads as are of direct interest to ourselves as Upper Peninsula travelers.

Therefore, my subject will be mainly Upper Peninsula railroads as I as a traveler observe them.

As I think of it, it is quite fitting after all that I should speak on this subject, as I am by this time a sort of pioneer in the traveling business in the Upper Peninsula and a somewhat historic character with regard to railroads in this region. I rode on the first train that ever steamed into Sault Ste. Marie which carried passengers on the D. S. S. & A. in 1887.

During the winter of the same year before the days of airbrake, the caboose in which I was riding on the Soo line, together with some five or six box cars, lost a coupling pin or link and dropped us off and the train crew never discovered that they had lost us until they arrived at the next station.

I was the first passenger who ever paid a fare on that great road known as the Blaney & Southern Railway, running from Blaney Junction to Blaney. However, enough of this.

At the present time while the operation of recently enacted legislation with regard to a reduction of fares is pending, owing to an injunction served by the D. S. S. & A. against its operation, this subject, at this time is quite pertinent and I here and now reiterate the stand I recently took in public by saying unequivocally that I firmly believe that the purposes of the traveling public of the Upper Peninsula would be better served by crystallizing into law our sentiments for a better service on the railroads of the Upper Peninsula than for lower fares, and if I succeed in making clear to you the correctness of my position in this regard and then the power that we can exercise to correct the existing evils to which I expect to call your attention, to which we have become so accustomed that we hardly notice the outrages being perpetrated upon us with regard to service and schedule on our local roads, then the purposes of this effort will have been accomplished and I will have the self gratification of having fulfilled my mission.

At the present time it is my idea that the time is ripe right now, for the birth of a new sentiment among the people of this part of our great commonwealth which will demand of the railways a service which will be so modern and up to date in its character as will be commensurate with our advanced position as a locality and we must make known the real position that the Upper Peninsula holds in the world's activities, and aid, as an influential body and a potent force in the recognition that it demands industrially, commercially and agriculturally.

We supply copper and iron for the world's markets.

We have many other industries and manufacturing of diversified commodities.

We have jobbing interests in various parts of our Peninsula and on as large a scale and on as solid a financial basis as are to be found anywhere.

We have very many large and strongly financial retail emporiums within our borders.

The entire Nation is, during the last few years, attracted to us as a coming agricultural territory which even the National Government has recently taken cognizance of and on which Secretary Wilson, of the Department of Agriculture, has quite recently commented.

Now comes the question, Why should we be hampered and kept back and retarded in this grand march of progress which we as a community are enjoying by the antiquated methods and the unprogressiveness of our various systems of railways traversing our territory? Why?

Let me call attention to a few only of the main grievances and then, if within my power, suggest a remedy.

First, we have on several of our railways, branches which are quite productive of timber over which they run freight and passenger trains combined, which the railroads are pleased to call accommodation trains. I don't like the name, not because of the fact that it is a misnomer, but because of the suggestion which the name contains that the railroad company is making a concession to the public which we should accept as a favor in allowing us to ride on such

a train, when, as a matter of real fact, their various franchises granted by us (the people) demand that they shall maintain a passenger service which shall be ample and satisfactory to the public (we who grant the franchise). Such trains usually leave some important town, and I have three of such branches in mind at the present time—and there are more than that number—one leaving Escanaba for Metropolitan, one leaving Marquette for Cusino and one leaving Marquette for Big Bay.

The longest such run is forty miles and the shortest less than thirty miles. Such trains leave those towns usually in the morning and return late at night and, if right prevailed, the greater part of the time would be spent at the terminal point, but here lays our first grievance. We are compelled by the misapplication of the word accommodation as applied to trains to allow the railroad company to usurp our time always valuable on their right of way in the woods while they are engaged in, to us, the uninteresting and unprofitable business of switching logs or syphoning water into their engine tanks from some friendly stream and which could be bailed in with a cup, or perhaps by some more simple method, seemingly faster than they accomplish their task, and when they reach their terminal point, instead of giving the public an opportunity to transact business or visit their friends, take only time enough—went minutes usually—to turn their train around and start back on the return trip. As a remedy, I suggest that we first request and then, if necessary, compel the roads to remain three hours at all such terminal points when they maintain only one such train a day.

Our next grievance lies in the fact that our railroads inspired a measure that they succeeded later in weaving into legislation that it is unlawful for a passenger to ride on an unscheduled freight train and it is really comical to see with what celerity and alertness a freight conductor or an agent will tell you how the carrying out of a proposition to ride on such a train may land both yourself and the conductor behind the bars or result in a heavy fine.

On several of the Upper Peninsula roads this arrangement works a hardship and adds a great deal of traveling expense to our business which could be avoided, especially so on the Nestoria—Duluth extension of the D. S. S. & A., where they only run one day passenger train a day and compel us to remain twenty-four hours at points where our business could be done in one to three hours. Had we the right to ride on a freight train the trouble would be remedied. I therefore believe in the repeal of the law referred to and instead compel the railroads to carry passengers on at least one freight train going in each direction a day, the traveling public to waive the right to be delivered on the depot platforms when riding on such freight trains.

I now see a grievance against a particular road for which I confess I fail at the present time to see a remedy, much less to suggest an effective one. Nevertheless it speaks volumes for the brainlessness of the management I refer to the Soo line, which starts a train from Escanaba to the Soo at 5:40 a. m., followed by a local train at 7 a. m., only a little over one hour's difference, and practically the same condition obtains on the return trips in the evening. Now that the subject of schedules has been touched it is no pleasure for me to now pay my respects to my own home road, the D. S. S. & A., among whose officials and clerical force I can number a great many as my dear personal friends.

However, as this is a fight for the accomplishment of something definite and I stand for the removal of existing evils, with the final object in view of the betterment of conditions generally, I would be a traitor to my cause if I did not deal with all of the evils on the subject which I have been chosen to champion without fear of the one or favor toward the other.

The running time of No. 1 and No. 2 between St. Ignace and Calumet is only 21 miles an hour; between Sault Ste. Marie and Duluth 24 miles on what is known as the "flyer" or trains No. 7 and No. 8, when every other road having the least pretensions to being in any way modern at all runs 30 miles and the greater roads run 60 miles an hour.

The service from the iron country to the copper country is fair, made more by the C. & N. W. and the C. M. & St. P., both of which roads go to the copper country over the D. S. S. & A. tracks, but the service from the copper country to the iron country is both inadequate and inequitable. For instance, we get a train from Marquette to Calumet at 6:15 a. m., arriving in the copper country at a fair time in the morning, but we get no train leaving Calumet until 9:30 a. m. and have no opportunity to connect with their own train at Nestoria for Duluth and no opportunity to connect with either the C. M. & St. P. at Champion or with the C. & N. W. at Negaunee for either of the day trains for Chicago or Southern points.

The arrangement for connection with their night trains for Southern points is simply abominable and shows at once such gross mismanagement and disregard and even disrespect for the rights, con-

veniences and comforts of the traveling public that it deserves more than a passing notice and if the railroad in question refuses to yield to the reasonable demands of the traveling public, then the public should seek their redress through the railroad commission; or, if it becomes necessary, through the Legislature.

There are several outrages on the public with regard to this particular connection, but in order to save time I will only mention one. Owing to a piece of mismanagement which a ten year old boy with ordinary intelligence could devise a remedy for, the passenger from the copper country south bound is obliged to spend two and a half hours during the dead of the night in an insanitary, poorly lighted, awfully heated, poorly ventilated old depot where there are not even seats that a passenger could even partially lie down on, or lay a child down, partially on the floor, when the connection should be made a close one and could easily be made so. The arrogance and arbitrary and unreasonable attitude of the D. S. S. & A. in all traffic matters impeding service and schedule on its lines and its unprogressiveness and selfishness and smallness in the larger matters has for many years been noticeable and has at once encouraged the construction and traffic arrangements with competing roads and at the same time discouraged many an important manufacturing enterprise from building good plants and locating permanently on its railway. Thus it has been, by its unprogressive and inert policy, a serious obstacle and hindrance in the way of our growth and development as a community, commercially.

The Marquette, Munising & S. E. Railway runs only one regular passenger train a day from Munising to Ishpeming in the morning, returning to Munising in the evening. On all its other trains you get mixed up with freight, logs and iron ore and receive a service wholly inadequate, running on a schedule from 15 to 18 miles an hour when on time.

The service into the town of Gwinn is especially bad for a town of its size and importance, landing passengers in at about 10 a. m. and compelling them to leave before 3 p. m. In this connection the Chicago mail bag is obliged to leave at that hour and lay around the depot at a Little Lake, six miles distant, for nearly five hours.

There is one railway on the Upper Peninsula which deserves special commendation at this time for its progressiveness and up-to-date policy which the other roads could well take pattern by. This road gives an excellent passenger service which is quite refreshing to us and we travelers should show our appreciation of this road by patronizing it in every way possible, our only regret being that the system is so small that we are unable to do much for them, outside of routing our freight over their system when possible. I refer to the Copper Range Railway.

Now, gentlemen of the United Commercial Travelers, the question is what are we going to do about all this? In our own Council we have about 100 members. Hancock Council was about fifty, all resident travelers of the Upper Peninsula. In our grand jurisdiction we have about 1,200, to say nothing about the boys who travel our territory from neighboring states, especially Wisconsin. As a class we furnish at least 50 per cent. of the passenger revenue.

I travel 1,500 miles a month on the average. Our resident 150 men then travel 225,000 miles a month or nearly 3,000,000 miles a year at 2½¢.

These figures ought to give us a voice in the kind of service we get. The railroads should recognize us if we present our claims. It also seems to me that if it is necessary that the Railway Commission would for the same reason give us a hearing and it also seems to me that if, unfortunately, it became necessary to push our claims through the Legislature we could exercise there influence enough to compel somebody to sit up and take notice.

The fact is we are the people who pay the fiddler and we ought to have the kind of music we want.

What is a railroad anyway? It is a creation born of its good mother, necessity.

Before the days of the steam engine we used to say to the old gray mare, "Git ap," and she'd go and "Whoa" and she'd stop, "Gee" and she'd gee and "Haw" and she'd haw and if she didn't go fast enough why we'd push her along, and why? Because we paid the guy who owned her and that accommodating property owner was glad to do our bidding. Why in the name of sense doesn't the same rule apply to the railroads?

We have, it seems, got into a way of looking at railroad officials with awe and fear and seem to be afraid to assert our rights, when as a matter of fact we and not the railroads are the people who should hold the whip, as we used to do with the old gray mare.

We possess a power which we don't use to the best advantage. Not only the power which we can generate as an organization, which is considerable, but it should also be considered that we are the representatives of the great jobbing and manufacturing interests of the Central West, with whom nearly all the freight which makes up the mighty

freight trains in this vast region originates.

Therefore, we are in position to ask the railways for a better service. We possess a power to do things, to do great things, to be important factors in the growth and development of our region—to stand out and insist upon a more modern and up-to-date railroad service.

Shall we do it?  
Shall we exercise our power?  
Shall we use our influence?  
Will you do your share?  
I will do mine.

Ura Donald Laird.  
[It should be stated, in justice to the D. S. S. & A. Railway that this paper was written some months before the change in management on that road took place and the road at that time was open to the sharp criticisms made and that same were then justifiable, but since W. W. Walker's regime as General Manager, a great many of the then existing evils have been removed, and moreover Mr. Walker has shown not only a progressive spirit, which is very much in evidence to-day, but he has met the commercial travelers at all times more than half way and has extended to the Committee on Railroads and Transportation every possible courtesy and friendship that we could expect.]

The snake is not a general favorite with either man or woman. The first impulse with most of us when a snake is seen is to find a club or stone and kill it. This may be instinct. It may be a feeling that has come down through all the ages from Eve's sorry experience in the Garden of Eden. But, really, why should we be any more eager to kill the snakes when we run across them in the woods or marshes than to slaughter any other of God's creatures? They serve some useful purpose or they would not have been created. They help in some way to preserve the nice balance of nature. In these parts the snakes for the most part are harmless, and all of them are harmless if left alone. If a snake finds its way into the home of man or into his yard, to kill it may be entirely justifiable on the ground that it is an intruder and killing is the easiest way to teach it good manners. But when we go to the woods or marshes we go to the home of the snake and when one comes into sight it would be but common courtesy to genially ask to be excused for intruding and pass on. The snake may show resentment at having been disturbed, but instead of taking offense, why not honestly allow that that is exactly what you would do yourself if some stranger came prowling around your home premises? The human antipathy to the snake is probably too deep seated to make effective anything that may be said in their behalf, but it might be suggested that ordinary snakes will not hurt anybody who leaves them alone.

"Every man," says Judge Joseph Quinn, of Salem, Mass., "has the right to work for whomsoever he chooses. If strikes require, as a condition of success, the elimination of personal liberty, then strikes stand self-condemned. Rights are not to be determined nor wrongs vindicated by tumultuous riots. All who participate in such riots where murder occurs are principles to the crime."

If the ultimate consumer finds that there is only fifty-five cents worth of saving and perhaps no saving at all in a twenty-five dollar suit of clothing after all this vociferation about a tariff revision downward, he will be likely to think it a shoddy affair indeed.





### Looking Ahead to the Fourth of July.

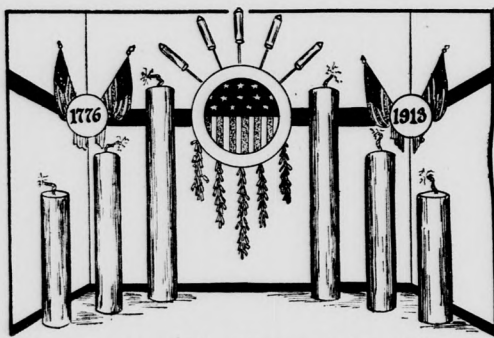
From the number of enquiries asking for suggestions about building floats, we judge the merchants are going to advertise their stores in the Fourth of July parade.

This is a wise plan. It pays to wake up the old town with almost any kind of celebration. The Fourth furnishes a good excuse for letting loose and the retailers can profit through good publicity gained.

It is no more than proper that the merchants should advertise at these celebrations. They pay most of the money for getting them up and do most of the work.

posts at each end of the wagon, connected by an arch cut out of inch lumber. The Liberty Bell shown in the drawing should be fashioned out of wire and covered with white paper festooning or flowers. A large bell should be suspended underneath the platform and so arranged that the driver can ring it by pulling a string. This will give a representation of the famous old bell pealing out its great message that the day of freedom had come. Large globes of the kind used in street lamps should be placed on top of each post.

An attractive decorative effect with four flags and a shield can be worked out at each end of the float as shown



Fourth of July Window Background.

The secret of the good advertising is that the celebration entertains the people and puts life into the town—at least for the time being. People like to be entertained, especially when the other fellow is paying the bills. Also, they like to have their town boosted, whether the town is worth most or not.

#### Easy Way to Make a Float.

The Fourth of July float pictured on this page is comparatively easy to make and is very handsome.

The framework consists of two

in the drawing. A small flag at each corner of the float balances the decorative scheme.

Red, white and blue paper festooning can be wound around the posts and draped along the sides.

Girls dressed in patriotic colors can be in the wagon. They can work out some tableau effect or throw out printed matter advertising the store.

This same float plan can be utilized for an interior display booth. Put in use for a week before the Fourth of July it can be of assistance in sell-



Fourth of July Float.

ing celebration goods, candy and toys.

The booth can be used for the float, with a few minor changes, when the time comes.

For a Fourth of July window background cover the background perfectly smooth with plain white crepe paper and leave a border of dark blue.

Then make six huge dummy fire-crackers out of builders' paper rolled in cylinders—cover with red paper. These should be the same relative size as those shown in this drawing. Put short pieces of clothes line with a frayed end in each dummy fire-cracker to represent the fuse and touch up with red metallic titters to represent sparks.

Then make a circle of wood or heavy cardboard, like the one in the center of the drawing. This should be covered with white crepe paper and filled in with stars and stripes.

The pendants below this circle should be opened bunches of fire crackers. A small circle in each corner one with 1776 the other with 1913 can be draped with two flags each.—Butler Way.

### The Importance of Window Display.

"Keep your window full if you have to empty your store" says one of the leading characters of a popular play in which a druggist builds up a phenomenal success within a short time. There is a great deal in this advice even if it cannot be taken at face-value, and it does not pay to let down on care in trimming a window even if the store carries the best stock of goods in town. The American people are getting more and more intelligent in recognizing good advertising and do not so readily "fall for" bad. Competition becomes keener in the business world every day and window display is a sort of advertising that pays very well indeed.

A store with a window which is not trimmed oftener than once in two weeks belongs "to the old world." It is not necessary to change a window every day of course, nor yet to entirely change it twice a week in an ordinary sized town. Circumstances necessarily alter cases but a sharp business man recognizes how keen the competition is in his own town, notices the methods of druggists in neighboring towns of the same size and governs his actions accordingly.

Suppose then we rule that our man in business in a town of ordinary size changes his display entirely once a week, and contents himself with moving things about during the week, or in adding a special display in one corner every other day. It is not hard to catch the eye of the passers by and a slight exchange of articles in a window puts the emphasis on a different thing and persuades the public that the man inside the store is still alive and ready for business. Perhaps one week a prospective customer has been seeing a large up-turned box of candy kisses in one corner of our man's window as he passes going down town and in the other, as he returns, a cardboard tracing the development of a toothbrush from the raw stages up to the finished product. His desultory glance per-

haps gets no further than these corners as he trudges down to business. The central display, a huge box of tooth paste, mounted on smaller boxes has totally escaped his attention. The skillful druggist juggles his articles, placing the candy in the middle and changing his tooth paste to the corner formerly occupied by the candy. The eye of the passer notes the change, and perhaps it suggests to him the fact that Brown (our druggist) is certainly working hard to make his store the best and he will buy that bottle of spring tonic there to sort of help him along.

This is, of course in the case of a scattered display, with no controlling feature. A display that cannot remain so long is that which occupied the whole window, similar to that used recently to feature pistachio nuts. An enterprising store took advantage of the fact that "The Garden of Allah" was playing in town to devote one window to a desert scene with miniature camels crossing the sands loaded with burdens of nuts. Above hung a sign advertising the price per pound and per quarter pound. The store happened to be in a particularly advantageous position, being near the theatre, and many people carried a small package of the nuts to eat during the intermissions that they would otherwise never have thought of buying.

Trade journals will help and keeping one's eyes open also helps enormously in the struggle, but the importance of keeping a window neat and new is immense. The rules for advertising in a window display are much the same rules that apply to other kinds of advertising. Even a scattered display must have a point in each group that can be quickly caught. Too many scattered windows and too many featured windows make a dull business. A happy medium is the best solution of the problem.

You can't always tell what your neighbors think of you by what they say.

### 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.

### Business Wagons

12 styles carried in stock-12

**\$ 47.00 to  
\$140.00**

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

### Sunny Jim Makes Permanent Engagement.

James M. Goldstein has connected himself with the underwear department of Burnham, Stoepel & Co., Detroit. He will spend eight months of the year in the house and put in four months on the road, calling on the large trade only. He has purchased a pretty home in process of construction, which he will occupy about July 15. He says the Detroit slogan is "In



J. M. Goldstein

Detroit life is worth living," but it should be "In Detroit life is high living." Mr. Goldstein is an energetic and aggressive salesman and a faithful and painstaking worker and Burnham, Stoepel & Co. are to be congratulated on securing so competent an associate and assistant.

### Difference Between Enthusiasm and Bluff.

Enthusiasm is the best tool in the kit of the man who wants to get there. Without it he may make a dent, but he'll never do much more.

He may have ability, he may have personality, he may be filled with a desire, but if he lacks enthusiasm, any bookmaker would give you five to one against him in the race toward success.

No man can be enthusiastic unless he believes that he is doing the one thing that it is best for him to do, not always, but at the time.

No man can be enthusiastic unless he thinks, looks ahead and truly visualizes the possibilities of his job.

Enthusiasm must be based on a clear knowledge of where you're going and a firm determination to get there. Enthusiasm will make the forward movement easy.

A shoe manufacturer asked me to talk with and size up a young man he had slated for a job on the road.

The young man called on me. He was bright and prepossessing—the kind of a fellow that ordinarily makes a hit when he enters your office—not a home run exactly, but you know he's at the bat.

"Do you want to go on the road?" I asked.

"I haven't quite decided," he replied. And the striker was out.

"I wouldn't advise Mr. Blank to put a man on the road," I said, "who hadn't made up his mind that there

was just one thing he wanted to do more than anything else, namely to go on the road for Mr. Blank."

I don't object to a young man viewing each job that he tackles as merely a round of the ladder of progress, but I do insist that he shall look upon each job as absolutely the only round he should put his foot on.

He must be satisfied that the step he is about to take is taken in the right direction and at the right time. Enthusiasm and doubt are sworn foes.

A man may overcome error, he may lack judgment and acquire it; he may make mistakes and remedy them, but he can do none of these things without enthusiasm.

Enthusiasm comes from a belief in one's self and a belief in the things one does.

There is a difference between enthusiasm and bluff—bluff sometimes masquerades as enthusiasm, fools the

pitcher, makes a sacrifice and gets to first, but when enthusiasm goes to the bat, the grand stand is on its toes, for it knows that a high average man is at the plate. Frank Stowell.

A philanthropist is a man who gives his money away to people he did not take it from.

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

OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

**G. J. Johnson Cigar Co.**  
S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

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

**A. T. KNOWLSON COMPANY**

Wholesale Gas and Electric Supplies

Michigan Distributors for  
Welsbach Company

99-103 Congress St. East, Detroit  
Telephone, Main 5846  
Catalogue or quotations on request



The sweetest music on earth is the song of the  
Summer Breezes at

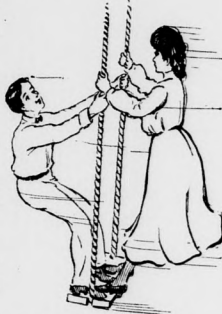
**R A M O N A**

REED'S LAKE, GRAND RAPIDS, MICH.  
L. J. DeLamar, Park Manager

There is always something to amuse, something to enjoy at Michigan's prettiest summer park.

**RAMONA THEATRE**

offers refined vaudeville every afternoon and evening at popular prices.



**RAMONA DANCING CASINO**

is carefully conducted and is like a page from a fairy book.

AMUSEMENT DEVICES are plentiful and only the best have been chosen.

IT'S NO TRICK AT ALL to arrange a picnic for Ramona. Write the park manager and he will gladly help you with suggestions.



**Sunbeam Summer Goods**  
ARE FULLY GUARANTEED

WHY NOT stock up on this excellent line.

Send for catalogue of

HORSE COVERS, FLY NETS, STABLE SHEETS,  
LAP DUSTERS, HAMMOCKS, Etc.

**BROWN & SEHLER CO.**

Grand Rapids, Mich.

## Supposing To-night FIRE

### Destroys Your Store

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

What would you do TO-MORROW?  
WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

### FIREPROOF

We back this statement with a

\$500

Guaranty Gold Bond

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



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

You are not only protected against fire, but also:

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



Closed—A Substantial, Fire-proof Safe.

**Champion Register Company**

403-412 Society Savings Bldg.  
CLEVELAND, OHIO

Use the coupon today—be protected

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

Name .....

Address .....

Business .....

No. Accts.....





#### 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.

#### Some Advantages Secured Through a Creamery.

Written for the Tradesman.

Creamery? I'll tell you.

That spring I had four thousand pounds of country butter in five and ten pound crocks that cost me 30 cents a pound in perfectly good sugar and flour and calico. And when I came to sell it all for packing stock at 14 cents you can see what became of the profit.

Sure I bought it all for best. Maybe it was when it was fresh, but there are very few farmers' wives who can work butter so it will keep sweet. And anyhow, you daren't tell any of them their butter is seconds. Every farmer raises the best wheat in the country and every farmer's wife makes the best butter. Remember the time they offered a prize at the fair for the best five pounds of country butter. They tried to get me to be judge, but I smelled trouble, so they sawed it off on Henry Frost, who never could refuse anybody. Besides, he was real flattered to be chosen. Well, sir, there were twenty-nine entries, and Henry Frost made twenty-eight enemies. Sam Perkins' wife got the prize and she was pleased enough, but she quit trading with Frost because she was afraid folks would think she was influenced, so his job as judge was a total loss.

If you are buying country butter, you have got to give everybody top price or there will be trouble. The only thing I know that is worse is being judge of a baby show. They had that once and made a fellow that was traveling for Dresser & Co. judge. He was wise. He asked them to give him five minutes' start and then announced his decision and lit out. By the time he came round three months later it had sort of blown over.

But about the butter. When I saw all my winter's profit swallowed up in that rancid packing stock, I was pretty sore. I nosed round and I found all the boys had about the same experience, so they were all ready to get out of the butter deal. Only they didn't any of them dare say so. All right, I said, I'll be it. And I began talking creamery to the farmers.

Told them they might as well have cash as trade for their butter, and how they could get about 3 cents

better price. Any time one of the women came in with a crock of butter, I praised it up and told her dairy butter was getting scarce now because most of the farmers were starting creameries and I was glad to see a few of them bringing in country butter. It never does any harm to jolly a woman on her cooking and churning. And every time she would perk up, and the only thing was, it took such a lot of time and it was so hard work she didn't wonder the creameries were growing.

It wasn't three months before the farmers round Buffalo Hump were sending for an institute man to tell them how to start a co-operative creamery. I was at the meeting. The rest of the boys said I was foolish. If I began by encouraging a co-operative creamery, first we knew there would be a co-operative store—as if we didn't have competition enough already. Besides, so long as we traded out the butter, we could control the trade, but the creamery would pay cash and that's the last we would ever see of the butter money in Buffalo Hump.

Just the same, I went to the meeting and they made me treasurer of the company. What's more, I subscribed for \$200 of the stock. The boys thought I was crazy.

"All right," I said, "maybe I am. But if the butter trade ain't any more profitable than it was last winter, I'd as lief get along without it. Maybe you made more on it than I did on mine—" (I knew well enough they didn't.) And when it comes to getting my share of the cash trade, I'll take my chances.

Well, sir, that was about the best investment I ever made. Not that it paid any great dividends. The stock only pays 6 per cent. and the remainder is all divided among the patrons. But there are seventy-five farmers around Buffalo Hump who are a lot better satisfied than they ever were before and Lester tells me there are about twenty-five farmers' accounts in his bank that were opened since the creamery started, that came out of butter money. I can't see that I lost any trade on account of it, either.

I do know this. Before that, all the farmers were down on the merchants. They were never satisfied with the price we gave for butter, and they always believed we were robbing them on the prices we charged for what they traded against it. Half of them went all the way over to Coon Hollow to avoid trading in Buffalo Hump, they had it in for us that bad, and the only way we

## SEEDS

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

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

## M. Piowaty & Sons

Receivers and Shippers of all Kinds of

## Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

## WANT APPLES AND POTATOES

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

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

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

## The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

## FRUITS AND PRODUCE

Grand Rapids, Mich.

## SEEDS

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

MOSELEY BROTHERS

Both Phones 1217

Established 1876

GRAND RAPIDS, MICH.

## Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

YOUR STORE FRONT IS SUPERIOR WHEN INSTALLED WITH

**Zouri** SAFETY & BURGLAR-PROOF  
SETTING FOR PLATE GLASS

OPERATING UNDER MURNANE AND HARR PATENTS

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



broke even was that the Coon Hollow farmers used to come over here because they had it in for their merchants. That's all changed. The farmers round Buffalo Hump are our friends. They will go out of their way to trade here. Instead of their sending all their money off to the cities, I believe we get more of their trade than we used to. That isn't all because of the creamery, but it began with that.

Yep, I'm still treasurer of the company. It's a good job. Every member has to come into my store at least once a month, and most of them once a week. We settle every day if they want. I could mail the checks, but I let on I can keep the records better if they sign the book instead of having separate receipts.

Besides, they have a picnic every little while and I always get an invitation. And let me tell you, the fried chicken and potato salad and three layer cake they bring to those picnics is worth a month of ordinary eating. And Mrs. Wright is not the worst cook in the world, at that.

They are talking creamery now over at the new settlement beyond Davis Siding. The merchants of Buffalo Hump have offered to subscribe for all the stock if needed, and they will take not less than half, anyhow. Sol Davis, who is the leading farmer over there, is advising against letting us have it all, and I'm backing him up in it. I've heard of too many cases where the farmers lost interest when somebody else was furnishing all the money. They are more apt to stick if they have something at stake. But I don't mind saying I'm on the subscription list myself, and if they should insist on making me a director on account of my experience with the Buffalo Hump creamery, I could be induced to accept.

The fried chicken and three-layer cake they have at the picnics is worth it. John S. Pardee.

#### New Rules Governing Collection of Butter Samples.

The following from the Treasury Department at Washington, D. C., relates to the matter of sampling butter:

"For the purpose of securing representative samples of suspected adulterated butter, and to avoid complaints of manufacturers, owners, or holders, and requests for resampling, the following instructions are promulgated for the guidance of internal revenue officers and information of others interested:

"Hereafter, before sampling any butter, the investigating officer will, where the butter is still on the premises of the manufacturer, notify the manufacturer of such proposed sampling; and, where the butter is on the premises of a person other than the manufacturer, notify the person in whose possession or custody the butter may then be, of such proposed sampling, and that the manufacturer or person in custody of the butter will be granted the privilege of being present in person or by representative for the purpose of witnessing and securing similar samples of the product

at the same time and in the same manner in which the Government samples are taken, if they so desire.

"The prescribed official method of sampling, except as hereinafter provided, shall be by cutting a V-shaped wedge from opposite sides of the tubs or solids at a point not lower than one-fourth of the depth of the package from the bottom, nor higher than one-half such depth from the bottom, these two portions to total not less than 1/2-pound in weight.

"Provided samples shall be taken either by V-shaped wedge from top and bottom, or by trier, where the manufacturer, owner, or holder so requests in writing and waives any claim for damages to the packages so sampled. The above method applies equally to samples to be forwarded to the laboratory of this office, and those for preliminary tests by field officers, except that in the latter case the samples may be of smaller quantity but not less than 1/4 of a pound in weight.

"In case of butter packed in prints, it shall be sampled by taking a 1-pound print from the box or container, and not more than one-fourth of each sample may be used by the officer for preliminary test, the other portion to be put in a container as prescribed by T. D. 1587.

"Every original package, whether in solids or prints, shall be sampled as above described for preliminary test, whether or not those interested agree to accept such test as herein-after provided. Samples should be secured from more than one original unbroken package before reporting liability of manufacturers and wholesale dealers. All samples forwarded to this office must be packed and identified, transmitted as provided in T. D. 1587, and the initials of the officers taking the same should in each case be written in ink on the labels upon the containers.

"Where the manufacturer, owner or holder accepts in writing the preliminary test as conclusive of the character of the product, samples need only be taken from every tenth package and forwarded to this office, but where such agreement is not executed every package shall be sampled, as above described. The acceptance of preliminary test shall be in duplicate, one copy to be forwarded with the report of the investigating officer.

"Butter once sampled in the manner above prescribed, and after due notice to those interested who secure duplicate samples or decline to avail themselves of this privilege, will not be resampled, and no application for such action will be entertained. Analysis by the official chemist only will be the conclusive and final basis of action in regard to the butter represented and the liabilities arising therefrom.

"Officers are required to observe strictly these instructions as to sampling, and no other method than that prescribed herein shall be employed. All officers and employees engaged in securing samples of butter are admonished to perform these duties with as little delay and friction as

possible, leaving the packages sampled as nearly in their original condition as practicable. Any labor required in this work will be performed by the officers, or by persons employed for that purpose, and, where requested, officers are authorized to pay for the actual quantity taken and found not to be adulterated, at the current wholesale price of the particular grade or brand of the goods, and include this expenditure in their accounts. Duplicate samples taken by the manufacturer, owner or holder will be at their own expense.

"Any previous rulings or decisions in conflict with these instructions are hereby revoked."

#### No Reply.

Two English soldiers, seeing a comrades coat lying on his bed, thought they would play a joke on him, as he happened to be an Irishman. So they chalked a donkey's head on the back of the coat and then waited to see him put it on. When Mike took up the coat he gazed at the donkey's head with deep earnestness, and then, turning to the Englishmen, he enquired, "Which of yez wiped your face on my coat?"

### Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

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

### HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products



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.

### Tanglefoot



Gets

**50,000,000,000**

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

The Sanitary Fly Destroyer—Non-Poisonous.

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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### Retail Grocers



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**Baker's  
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Registered U.S. Pat. off with the trade-mark on the packages.

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

MADE ONLY BY

Walter Baker & Co. Limited  
DORCHESTER, MASS.  
Established 1870

## THE BEST EVER.

## Twentieth Annual Grand Council Meeting, U. C. T.

Grand Rapids, June 17—The twentieth annual Grand Council meeting of the United Commercial Travelers was held in this city last week and it was unanimously voted that it was the best convention the State ever witnessed, so far as the U. C. T. was concerned. So far as fun making was concerned it was by far the best convention Grand Rapids has ever seen, barring nothing.

The members of the U. C. T. throughout the State were so enthused over this convention that fully 800 were on hand on Thursday, the day before the convention started. Many of the boys of various councils were working in this part of the State during the week, and when Thursday came they were on the ground early. At 7 a. m. the Supreme Traveling Representative of the U. C. T. for the United States and Canada arrived with his wife and the reception committee were on hand at this early hour to receive them. Later in the day many of the visitors arrived and when night came the special trains began to arrive. Traverse City Council arrived at 11 p. m. and at 11:30 p. m. Cadillac Council of Detroit arrived on a special train.

Friday, the first day of the convention all the councils who intended to come were on hand. The reception committee with their bands met all trains and it was one steady parade to and from the depot all day receiving our many visitors.

The U. C. T. Police Department made a hit and were on the ground early, meeting the trains that came in Thursday and also all trains which pulled into this city on Friday. The police patrol dashed hither and thither, picking up wagon loads of victims and rushed them off to be tried and fined. Grand Rapids will long remember this Police Department inasmuch as they arrested many of its citizens, including Mayor Ellis. This was one of the many funny features of the convention, and was staged by the Village Pest, J. A. Keane.

Friday morning the Grand Council convened at the Council Chamber at the city hall, at which time several matters were taken up and disposed of. One was our friend and brother, John Q. Adams. They disposed of him when they made Eugene A. Welch Grand Counselor for the State of Michigan. The other officers elected were as follows:

Grand Junior Counselor—M. S. Brown, Saginaw.

Grand Secretary—Fred C. Richter, Traverse City.

Grand Treasurer—Henry E. Perry, Detroit.

Grand Conductor—W. S. Lawton, Grand Rapids.

Grand Page—F. J. Moutier, Detroit.

Grand Sentinel—John A. Hach, Jr., Coldwater.

Grand Chaplain—T. J. Hanlon, Jackson.

Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burt-

less, Marquette; L. P. Thompkins, Jackson.

It was during this session that resolutions were adopted commending the law passed by the last State Legislature for the inspection of hotels. The Grand Council also favored the 1 cent postage law, and the 2 cent rate on all railroads, as well as lower rates on excess baggage.

Saginaw Council drew down the convention for 1914 and will show the boys a good time next year.

During the session of the Grand Council the ladies were entertained with an auto ride around the city and visited points of interest. At noon the officers, delegates and members as well as the ladies had their pictures taken in front of the City Hall.

At 1:30 the ladies were taken on an auto ride to John Ball Park, Lincoln Park, East and West residence section, finishing at the Elk's Temple, where a reception awaited them. This completed the afternoon for the ladies.

A ball game was played Friday afternoon at Ramona Park between Bay City and Kalamazoo, the score being 20 to 1 in favor of Kalamazoo.

At 8:30 the grand ball was in full swing at the coliseum, where the small crowd of 1,300 couples danced until the wee hours of the morning. They swayed and danced under the entrancing strains of Tuller's orchestra. The ball was exactly what it was billed and was the biggest feature of the convention. The coliseum was prettily decorated in blue and yellow and white the colors of the order and presented one of the prettiest appearances in its history, while the good music and beautiful gowns and some live wire manhood in evening dress made the event of rare beauty. At 11:30 Brother Hydorn announced that the Blue Goose would put in its appearance in the annex which was pulled off on time. This is the action the Convention Committee took: The report of the Blue Goose was called for. Owing to the strenuousness of the convention, the Blue Goose succumbed, but before its demise, it deposited one full grown egg, for the propagation of the species. A motion was made and carried that this egg be forwarded to Chas. Wheeler, of Marquette, (prepaid) and be put in cold storage until the next Grand Council meeting in Saginaw.

On Saturday morning the ladies were taken for a visit to the Berkey & Gay Furniture Co.'s showrooms, which will be long remembered by the ladies. At 10 o'clock the parade started and it will be something to be remembered that the parade started on time, something unusual, but we pulled it off just the same. In fact, everything that was looked to start at a certain time was pulled off right on the dot. The judges were Gen. Wm. McGurkin, Commandant of Michigan Soldiers' Home; Col. L. C. Covell, Colonel commanding 2nd Infantry M. G., and Capt. W. G. Hardy, Quartermaster 2nd Infantry M. N. G. The council winning the prize for the largest percentage of membership in line was Muskegon Council No. 404. They carried home the \$25

and, Cadillac Council No. 143 of Detroit carried home the prize of \$25 for the best appearance. The judges stated that if Grand Rapids Council No. 131 had been in the parade for prizes no other council would have had a chance at them. The crowd that witnessed the parade reminded one of a circus day parade crowd. The crowd waited long and patiently and when it did arrive the crowd was well pleased. There were many amusing features in the parade. The patrol wagon was on hand and was the busiest outfit in the parade. They continued their farcical antics. An auto displayed a large banner which said, "We are the people and must be suspected." This caused much laughter throughout the parade. Saginaw Council produced some clowns which were very good and they, too, had a busy time during the parade. The



Grand Counselor Eugene Welch

Jackson delegation and their wives rode in carriages as they had been in Jackson so long they were not used to walking much. Muskegon Council No. 404 were attired in black coats and white trousers and marched to the strains of Beerman's band. The Ky-Yi drum corp of Owosso accompanied the Owosso crowd and there were many other features too numerous to mention.

At 1:30 the ball game was on at Ramona Park and 3,000 of the sports were on hand to see Grand Rapids Council No. 131 get trimmed to the tune of 20 to 21. Kalamazoo Council having played Bay City Council and won, were booked to play Grand Rapids Council for the cup and the \$25. Had the local Council won their game, they would have owned the cup for keeps, making three wins in succession, but having failed in this they will now have to win three games in succession to own it. The prizes go to Kalamazoo Council (cup and \$25.) Bay City Council gets the second money of \$20. It was a great game at that. The score was 19 to 19 in the ninth and they had to fight it out. The first two innings looked bad for the local boys, but they came back strong and were in the game for blood from that time on.

Grand Rapids Council No. 131 worked hard and long and they certainly have been well paid for this hard work. Our aim was to have

you go home tired and happy and those who were on hand up to the last will tell you that a happier crowd never pulled out of a town in the State of Michigan. When Harry Hydorn asked any one if he had a good time, he generally said, "I am glad it is over. That pace was too much for me." There was not a thing that went wrong, not one. Every little detail was carried out just as it was planned and with all the harmony that one could ask for. We might state that we think all the members are to be congratulated on being as orderly as they were, as the local papers come out with an article that there were no arrests made during the convention, and we guess that is going some. The writer knows personally that this remark is not so, as he was Chief of Police during the convention and the adding machine is not made that could add up the arrests we made during the convention.

The Convention Committee held a meeting Sunday morning, June 15, and there was not a member of this committee that was absent. There was nothing to do of importance, only pay the bills. Now that is what we call "Some Convention." We did not have a kick to straighten out, not one.

There was a little incident that happened at the Morton House on the evening of June 12 that is worth mentioning. About 10 o'clock a rough old lumber jack went up to the desk and registered and asked for a room and the clerk stated that all the rooms were engaged, but this old fellow put up such a holler to the clerk that the clerk put him in a small room directly over the kitchen (a nice cool place). As soon as the guest had seen the room he immediately went down stairs and started a general house cleaning on the clerk, but before the fight went far, the lumber jack removed his make up, and it was one of the Marquette members from the U. P. Council.

Immediately after the Grand Council meeting in the Council Chamber at the City Hall, Grand Counselor Eugene A. Welch called a meeting of the Grand Executive Committee and laid out his plans for the ensuing year.

The only new officers in the Grand Council are Brothers Perry, Hach and Tompkins. H. E. Perry was elected to the office of Treasurer, L. P. Tompkins was elected to the office of Grand Executive Committee and Brother Hach was elected Grand Sentinel.

The conductor who came over on the special train with the Owosso and Saginaw delegation was a member of Ann Arbor Council, located at Ann Arbor. It was a special request that this favor be extended to allow this member of the U. C. T. to run as conductor. He has been a member for many years, but for some time past he has been running on the Grand Trunk as passenger conductor.

For the first time in the history of the Union Depot, the U. C. T. of Grand Rapids No. 131 had the pleasure of hanging a banner in the depot.



This is strictly against the orders of the railroad, but when the matter was pushed we received permission.

John R. Wood, who publishes the railway guide, was on hand to see the boys have a good time and wish them well at their annual convention. He was very much in evidence all the time and we think he had a good time, as did all the rest who attended our convention. He sure is a live wire and wishes that the boys will always have as good a time as they had in Grand Rapids.

The members of Grand Rapids Council No. 131 and their wives are invited to attend a basket picnic on June 28, at Harry Hydorn's farm. Take the 3 o'clock car get off at Harry's farm. This basket picnic is just to have a jolly good time.

George J. Pierce, of Jackson, formerly of this city, was here to attend the convention and on Saturday night addressed a crowd at the City Rescue Mission. Mr. Pierce is a man who has been on the road for over thirty years and is now sales manager for the O. F. Schmid Chemical Co., of Jackson. Yes, the U. C. T. can furnish men for anything from a preacher up.

The General Chairman, Harry Hydorn, wishes to thank all the members of the convention committee for the support he received in handling the convention. It was pulled off without a hitch and it was because the boys worked in entire harmony with him.

J. A. Keane,  
Chief of Police, U. C. T.

#### Bracing Breezes From Muskegon.

Muskegon, June 17—Grand Rapids certainly knows how. If there was anything left undone, it was not—and probably never will be—discovered. We heard one lady say that they were "just killing" her with kindness. We told her such a death would probably be a happy one, so she decided to take the full treatment and the last we saw of her she was on the way to the ball game. Oh, yes, speaking of ball games, reminds us that we had a team ready to enter the contest for the loving cup, but at the last moment the captain of the team decided we had better not take the cup back to Muskegon so soon. It is only two years since it left our city and it would be a shame not to pass it around a little. We are awful glad that the captain decided not to enter the games.

Those U. C. T. police walked up and down and copped the gay in Grand Rapids town, their looks and actions were very droll, but they were on the job with the police patrol. The beauty (?) of their shining (?) star could not be seen so very far, but those Grand Rapids boys they do go some, they put the rest right on the bum, except Kazoo, who got their goat and took the cup right in their boat where it will stay for another year and then, "Oh, cut it out."

The committee appointed by Muskegon Council, No. 404, to make arrangements for the Grand Council meeting, wish to thank all the members for their generous support and response to the various calls made

upon them. Fifty-six per cent. of our membership were glad to be in line in the big parade. Forty-four per cent. of our membership were sorry they could not be in there. However, we had a larger percentage than any other council represented and, therefore, we got part of the money. We did not want it all, anyway.

As near as we could estimate, there were about a thousand people who watched for the Blue Goose—and there were probably ten thousand who really saw the White Ducks.

We wonder sometimes what can be the trouble with some newspaper reporters, when black looks like blue, and a white duck cap looks like a Panama hat.

What's the reason we can't have 56 per cent. of membership present at our regular Council meetings? The distance to our Council room is not great. Perhaps if we held our meetings in Grand Rapids there would be more attendance. Remember Saturday night, June 21, is the date and 8 o'clock is the time. You all know the place. The Secretary-Treasurer will take your name for the assessment which is due. Don't delay. We need the money and you need the protection.

Brother A. W. Stevenson and wife were in Williamsburgh, Indiana, the fore part of last week. The occasion of the visit was to attend the wedding of their son, Fred. If all of Brother Stevenson's sons are real diligent along matrimonial lines, Brother Stevenson will be the proud possessor of quite a family of daughters. Brother Stevenson returned in time to see the Blue Goose and, by the way, blue is one of his favorite colors.

W. P. Hoskins has resigned his position with the W. P. Canaan Co. and accepted a similar position with the Hazeltine & Perkins Drug Co. We all join in wishing Brother Hoskins success in the new field.

We see from official reports that sole leather is being adulterated with epsom salts and glucose. Surely these are adulterous times!

"If you expectorate on the sidewalk you cannot expect-to-rate as a gentleman."

Brother Welton, the Muskegon correspondent for the U. C. T. Bulletin, did not score in the last issue of that paper, but says he will have some dope for the July number. We should worry.

J. H. Lee.

#### Chirpings From the Crickets.

Battle Creek, June 17—Well, readers, and U. C. T. boys especially, the Michigan councils have had their State convention at Grand Rapids, and the boys of No. 131 and the business people and citizens of the Furniture City have shown their visitors that they truly know how to extend the hand of fellowship. I have never called on trade in Grand Rapids, but if this is a criterion, I can plainly see that I have missed cultivating the acquaintance of some mighty fine people. The convention was one great big success from the arrival of the first guests to the departure of the last of the tired, but happy throngs.

The boys at headquarters were on to their jobs and, with their assistants in automobiles placed the new arrivals in their respective hotels in quick order. The ladies were shown all parts of the city and the trips proved instructive, for lots of the ladies had never been around the city before. While the ladies were being shown around, the boys amused themselves by visiting the down town districts and enjoying themselves generally. Lots of the out-of-town boys joined in with the boys of No. 131 and met the special trains which brought in the fellows from Detroit, Saginaw, Kalamazoo, Battle Creek and Muskegon. The councils were well supplied with music, Detroit and Kalamazoo each bringing a band and Grand Rapids was well supplied by their local bands. Kalamazoo Council brought Fischer's Exposition Band of sixteen pieces and Cadillac Council, No. 143, of Detroit, brought members of the International Band of Windsor and Detroit. The ball at the Coliseum Friday night was a big success, over nine hundred couples dancing and the balcony and ante rooms full of non-dancing brothers and their wives.

One of the many little sidelights that made a hit with the writer was the many chances to sing with the boys while waiting for trains and at the hotels. To me it was astonishing the number of fellows who were blessed with good voices and the harmony that went forth.

I was afraid the theaters would get next to Bro. O. J. Wright's voice and make him such an attractive offer that I sent him home Saturday afternoon and Urbandale will never know how near it came to losing its leading merchant. A big phonograph concern wanted him to at least stay over Sunday and make a few records, but he told them he had made all the records he cared to for one week.

Bro. Chas. Greenshaw, of Jackson, was an entertained out-of-town brother, but Charles could not forget his business connections and solicited grocery orders on the way home from the ball game.

Geo. Clark, of the Putnam factory, was the original tin horn kid and enlisted the services of three of our boys. You sure were strong, George, and we all must get together again.

Kalamazoo beat the Grand Rapids Council ball team by hard work and hard batting. Bro. Grolle, of Keen Kutter fame, was the boy who turned the trick and we congratulate our neighboring Council in having scouts to pick off a star like W. S. We all enjoyed the game and stayed to the finish.

The parade Saturday morning was one of the big events on the programme and started on time. Two thousand men were in line and all made a swell appearance. Detroit got the prize for best appearance and Muskegon for largest number in line in proportion to membership. Our boys looked swell and a banner reading "Battle Creek Breakfasts the World" was carried and applauded.

The boys of No. 131 sure did themselves proud and it was easy to see

that factories, jobbers, retail merchants and hotels were lined up with the boys to make this convention the big successful, happy event it turned out to be.

Mr. Stowe, publisher of the Michigan Tradesman, entertained his out-of-town correspondents at an informal dinner at the Peninsula Club Saturday evening. At this happy event the writer had the pleasure of becoming acquainted with the boys who are sending in weekly letters to the Tradesman and listening to some of Editor Stowe's up-to-the-minute stories. Mr. Stowe is one of the few men who can tell a story that the average traveling man has not heard. But then, as we all know, he is responsible for the original things which appear in his paper each week. So many journals are filled with copied articles and reprinted sayings. The Tradesman is made new each and every week and out of whole cloth.

I had the pleasure of meeting Mr. Follis, of Marquette Council, the gentleman who sends in the scholarly Cloverland news. My neighbor, Bro. R. S. Hopkins and wife, of Kalamazoo, were there.

Mr. Bullen, of Lansing, did not attend the convention.

Mr. and Mrs. Fred Richter, of Traverse City, were detained and unable to be at Mr. Stowe's dinner. We all had a dandy hour at the Club and sure appreciated Mr. Stowe's efforts in our behalf.

I know the Battle Creek crowd realize that we were all royally entertained at the Grand Rapids convention and know that U. C. Tism will be generally benefited. You boys who do not belong to our order, join us and let us show you what the order means to a man and his family. We will make it easy for you to sign an application blank and will make it easy for you to see you are in right.

Grand Counselor John Q. Adams has served a successful term and we predict the same good U. C. T. times for his successor, Bro. Eugene Welch, of Kalamazoo Council.

The Grand Rapids papers gave the convention plenty of space and photos of the heads of committees and snapshots taken along the line of march.

M. Russell has accepted a position with the Yours Truly people.

The Battle Creek convention crowd missed Bro. Masters and wife, who had planned to take in the convention, but were kept home at the last minute on account of the illness of Mrs. Masters. Us fellows missed you, Bill, and your good wife.

Your Council meets Saturday, June 21. Be on hand.

Assessment No. 117 is due June 24. Phone 1805 R., your items for these columns. I would appreciate them.

Our annual picnic soon. We want you and yours with us.

Our Council will appear in the Home Coming Fraternal Day parade in Battle Creek in August in the same costume we wore at Grand Rapids. Be ready, men.

Guy Pfander.

A man can be a friend of humanity and an enemy of himself.



### The Dry Goods Man Across the Street.

Written for the Tradesman.

Some day sit down quietly for a little time and study your competitor. Very likely you have several competitors. It would be well to study all of them as much as you can, but the particular one who comes most directly in conflict with you—the one who, owing to his location or to the class of goods he carries or to his personality, is getting patronage which you would have if he were not there—study him with especial care.

If he were not there—If you are young and inexperienced, how you sometimes wish down in your secret heart that he were not there! You think of what a trade you could have and what profits you could make if only he would move away to another town or else go out of business altogether. If you are very young and very foolish perhaps you have tried to drive him out of business. Maybe you inaugurated an era of cut prices, and for a time you and he were running each other and all the people in your town got the benefit of abnormally low prices, but you didn't succeed in driving him out—not if he has any stamina in his composition.

If you are older and more experienced you take the presence and the existence of your competitor more philosophically. You know that if he were not there that in all probability some one else would be, and the some one else might be a shrewder, more farsighted and forceful business man than your present competitor.

Be honest with yourself and consider in just what respects your competitor is stronger than you are.

Is his place of business more attractive than yours? If it is, be free to admit his superiority in this respect. However, a fine large store means high rent, and elegant furniture and fixtures count into money. If your business will not warrant better quarters, it may be wise to stay where you are, even if your competitor has a better building than you have. Fresh paint, clean windows and good signs cost but little and save a place from that down-at-the-heel look that so soon comes from a neglect of appearances. You can at least afford these. And if you are made of the right kind of stuff you carry with you a constant ambition to place your business in a commodious and well-equipped edifice as soon as ever you can see your way clear to do so.

Is your competitor a better ad-

vertiser than you are? Acknowledge it if he is, but at the same time determine that this shall no longer be true. What do you call a good advertiser? Some would make one answer to the question, some another. Perhaps the best definition of a good advertiser is the man who uses the means of publicity so as to get the greatest return in proportion to the expenditure. Hiring a large amount of newspaper space, buying expensive calendars for distribution among customers, giving premiums with goods—these and all other means that it is customary to employ are good only as they are used in ways that bring results. Resolve right now that your competitor no longer shall excel you along this line, that you will be at least as good an advertiser as he is—better if possible.

Perhaps your competitor has more capital than you and so can carry a larger and more varied stock and handle more expensive goods. If such is the case you work at some disadvantage. But you must strive by tireless energy, by watchfulness, by unflinching courtesy and attention to the needs and desires of your customers, and by skillful advertising, to make up in some measure for your lack of capital.

May be it is the better way, that you have plenty of money and your competitor is the little fellow. If so, do not despise him. You never can tell by the looks of a frog how far he can jump. The present humble circumstances of your competitor may not prevent his giving you a very hard tussle to hold your share of the trade of your community within the next few years.

Your competitor is one of the conditions that you have to reckon with. Do not belittle his abilities and resources. Do not hold him in contempt and derision. Do not indulge in slams and innuendoes at his expense. You only give him a lot of free advertising by so doing. When you take the trouble to run down your competitor or his goods, your hearers shrewdly guess that he is worrying you. If he is a plunger, don't prophesy that he will soon go broke. If he is ultra-conservative, don't vociferate on his being a back number. It is not in good form for you to make predictions—results will justify or condemn his methods.

Recognize that your competitor has a right to live and to achieve whatever measure of success he can honorably make his own. If you can bring yourself to regard him as a friend and neighbor instead of an enemy, so much the better. Do not



### Increase Your Sales

By Selling  
Cumfy Cut Vests and  
Union Suits

These garments are knit to fit and the straps cannot slip down over the shoulders. Why sell the ordinary kind, when you can sell these garments at the same price.

**PAUL STEKETEE  
& SONS**

Grand Rapids, Michigan

## LAMSON



Since 1879

Lamson Carriers have met every demand of advancing requirements of modern store service until today they are found indispensable in more than eighty thousand American Stores, ranging from the three-clerk shop all up the line, to the world's most celebrated and palatial establishments, from Dawson to Mexico City, from New York to Manila.

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## SERVICE

## OVERALLS THAT LOOK EXACTLY LIKE "DADS"



We are showing some new numbers for the little fellows and they are proving to be excellent sellers. We also have some special "close out lots" of men's overalls that are worthy of consideration by prospective buyers. Ask our salesmen.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Mich.



stand in fear of your competitor; yet in your estimate of him give him full credit or all his strong points. As a matter of good taste keep still about his weaknesses.

While never neglecting your own business to watch what your competitor is doing, still if you are wise you can learn much from the man across the street. However, you must not be a copy-cat. If he comes out with a bright idea this week, don't you make an imitation of the same thing next week. Do some of the bright things yourself and do them first. Manifest initiative of your own, do not wait to be spurred to action by the superior efforts of your competitor.

Be ever ready to learn whatever your competitor's business can teach you, but at the same time always remember that it is by your own energy, your own knowledge, your own judgment of circumstances and conditions that you must stand or fall.

Fabrix.

#### A Consumer's Views on Salesmanship.

I am not a salesman. But I am a good buyer, and have probably purchased more things that I did not want than any man of my age. Hence, it may be interesting to salesmen to listen for a brief spell to a consumer's idea of what constitutes good salesmanship.

First of all, be good natured. I here and now confess that nine-tenths of what induces me to buy is the ability of the seller to jolly me along. Cheerfulness and signs that you feel good, enjoy life, and are full of glee inside, are better than a letter of introduction from Mr. Rockefeller.

Have a thorough knowledge of your goods, also of the other fellow's goods. Learn how they are made and when, and who makes them. Respect your customer's desire to know and fill him up with information.

Don't argue. State facts. Don't arouse opposition in the buyer's mind. Agree with him, or dodge the issue. Lead him around to some subject where you are at one. I hate to have a seller try to prove to me I'm wrong. Perhaps I am; but I don't like to admit it.

Use plain language. If you are selling automobiles don't talk about carburetors and reciprocating dudads and compound thingumbobs. Go somewhere and learn the English for these things, and how to make them clear to a wash-woman. Never use a term when there is any doubt whether the customer understands it. We don't like to be made to appear ignorant.

Tell the truth. If you are with a firm where you dare not tell the truth, leave it.

Be candid. Do not conceal things. The thing you have to sell has certain merits; it ought to sell on those. To sell a thing upon merits it does not have to be poor policy.

Be dependable. Even if you make a casual remark, for instance, that you will send a man a bunch of blot- ters or a book or a calendar, don't

fail to do it. Forgetting is almost as bad as lying. If you promise to come back next Tuesday, do it or send a telegram. Create the impression that you will keep your word if it bankrupts you.

Remember names and faces. If you are not gifted in this respect, get a little book and every evening set down the names of the people you have met and some distinguishing characteristic of each of them. Write down any remarks your customer has made about his family. Study this. It is all a part of the important art of jollyng us along.

Have a good appearance. There may be a few people left who like to see a dirty shirt and frayed cuffs, but they are growing scarcer every day.

The art of salesmanship begins in the mind. Think success, think confidence, think a thousand dollars. Why think fifty cents? These thoughts in your brain will ooze out of your face. You will radiate these qualities. The greatest factor in selling is personality. And personality is made by thoughts.

Avoid personal intimacies. Let me talk about myself, and look interested while I am expanding. But don't speak of yourself any more than you can help. Take an axe and chop the pronoun "I" out of your vocabulary. What do you care? Jolly me along.

In fine, be as human as possible. You are not a catalogue nor a printed circular. You draw wages because you are supposed to be a human being. Be it! Don't be huffy, sensitive, impatient, dictatorial, indifferent, egotistic, or mechanical. Be a good fellow. Be the kind of man people like to have around.

When you attack a customer aim two inches below his collar bone. If you can make him LIKE you it is far and away better than to try to PROVE anything to his mind. Very probably he hasn't much mind to speak of. But we all have hearts.

Frank Crane.

#### Herbert F. Caswell, Bankrupt.

In the District Court of the United States for the Western District of Michigan—Southern Division.

In the matter of Herbert F. Caswell, Bankrupt—In Bankruptcy No. 1171.

Notice is hereby given that in accordance with the order of this court, the undersigned, Trustee, will sell at public auction to the highest bidder, on Tuesday, the 24th day of June, A. D., 1913, at two o'clock p. m., at the store formerly occupied by said bankrupt, at Portland, Ionia county, Michigan, the stock of merchandise and store furniture and fixtures and accounts receivable of said bankrupt; said stock consists of a general line of dry goods, also a small line of ladies' and gents' wearing apparel and notions, and is inventoried at cost price at \$6,091.73 (as follows: Stock \$5,218.29, furniture and fixtures \$550.05, accounts receivable \$323.39). The stock is well proportioned, in excellent condition and is located in the center of the business district of Portland.

An itemized inventory of said assets

may be seen at the office of the undersigned, Portland, Michigan, or at the office of Kirk E. Wicks, Referee in Bankruptcy, Houseman Building, Grand Rapids, Michigan, or at the office of H. J. Horrigan, Attorney for on hand for examination before the opening of said sale.

Said sale will be for cash and subject to the confirmation of said court, and notice is hereby given that if an adequate bid is obtained said sale will be confirmed unless cause to the contrary be shown within five days from the date thereof.

Dated June 6, 1912.

GLENN S. BENJAMIN,

Trustee.

H. J. HERRIGAN, Ionia, Mich.

Attorney for Trustee.

Adv.

#### Success.

Make yourself a part of your business and your business a part of yourself.

Ambition and application will carry a man over everything.

Find your place. Find pleasure in it and you will fit.

Happiness, and not wealth, is real success in life.

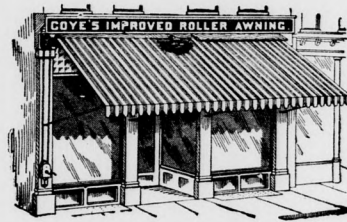
Promptness is the cardinal point of all; honesty and integrity go with it.

Seek recreation after working hours. It will fit you for better work on the morrow.

Luck plays a part in many a man's success, but do not bank too much on it. Play safe.

There are plenty of good rungs on the ladder besides the top one. Select a good one and reach your goal.

## 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.

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

## It Rests the Nerves



The only successful Health Heel Cushion Shoe on the market.

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

Agents wanted everywhere.

S. J. Pentler Shoe Mfg. Co.

Milwaukee, Wis.

Patentees and Exclusive Distributors

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.

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.

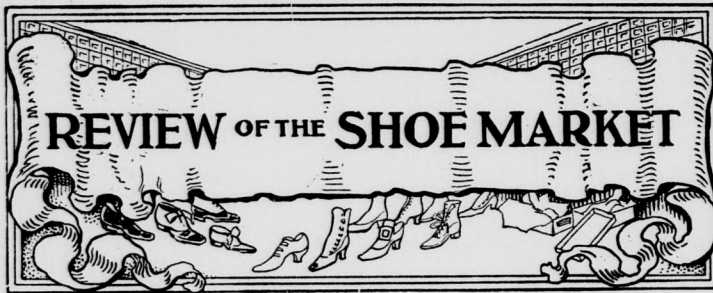
# Ha-Ka-Rac

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.



#### Benefits of the In-Stock Method.

Written for the Tradesman.

More and more of recent years shoe manufacturers are advertising and selling stock shoes. The in-stock department has become with many prominent manufacturers a conspicuous and important feature of their business.

The tendency to carry big lines of stock shoes is a significant one for several reasons; and in view of the fact that certain economic conditions make it highly probable that this is to be an increasingly effective method in the shoe distribution of the future, the subject is worthy of study both from the standpoint of the manufacturer and that of the retail shoe dealer.

#### From the Manufacturer's Standpoint.

From the manufacturer's standpoint the stock shoe business is an attractive proposition. It increases the total volume of business done, and that for the reason that dealers ordering stock shoes are the ones that are learning the art of, and acquiring the facilities for, quick stock-turns. Consequently these dealers are bigger and better buyers than those who adhere to the older custom of giving a single advance order. Naturally the conservative dealer will want to play safe. Not infrequently he underestimates the call for certain lines. To re-order means delay and loss of trade, for the manufacturer must have a reasonable length of time in which to make up the stock.

Carrying stock shoes is the more economical method of shoe distribution inasmuch as more shoes are sold with fewer traveling salesmen. To be sure interest on the manufacturer's money represented in stock must be figured in the expense of production; but this is far more than offset by the saving in salaries and travelers' expenses.

Manufacturers carrying stock shoes can run their factories on an even schedule. They are not rushed to death at certain times, and running on half time at other seasons. And this fact has an important bearing on the matter of economic production.

But one of the most evident advantages to all parties concerned is that the plant turning out stock shoes can turn out a better commodity for the price than the factory rushed to the limit in filling re-orders. Some kinds of work turn out well under the highest pressure, but shoemaking must not be rushed too fast. Good work requires a certain amount of time. Shoe manufacturers making a feature of their in-stock facilities are acquiring a reputation for well-made, dependable merchandise.

#### From the Shoe Dealer's Standpoint.

The several branches of the shoe industry are so closely related and inter-dependent that a benefit to the one is a help to all; and, conversely, an injury to any one hurts all the rest.

The introduction of the stock shoe plan is one of the best things that ever happened to the shoe dealer.

To begin with, it gives the small dealer with a limited capital an opportunity that he could not otherwise secure. And some small dealers have a way of developing into big merchants once they get an opportunity.

In the bulletin recently published by the Graduate School of Business Administration of Harvard University, to which attention has hitherto been called in this department, it appears from the data in hand that stock-turns vary all the way from 1.0 to 3.6. Now the matter of stock-turns is one of the most important in shoe merchandising; and this report makes it evident that many shoe dealers throughout the country are not turning their stock with sufficient frequency. Entirely too much money is tied up in merchandise which could easily be released, provided stock-turns were made with greater frequency. Shoe manufacturers carrying ample lines of stock shoes for quick shipment are doing more to encourage and make possible frequent stock-turns than anybody else in the trade.

Another big advantage to the shoe dealer of the in-stock method is that it enables him to sell his shoes at a better price. Cut-price sales of footwear are caused mainly by accumulations of unsalable merchandise. But every reduced price pair of shoes sold during the season in a given community reduces by so much the total net profits to the shoe dealers of that community.

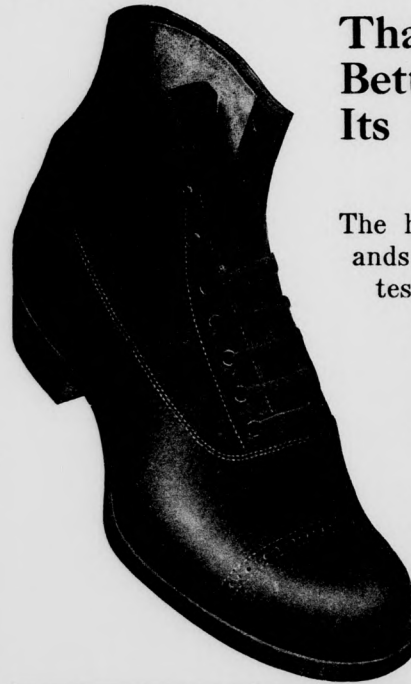
And for another thing the in-stock method of shoe distribution is helping to promote saner and more conservative styles. Shoe dealers are not opposed to new styles and even novelties, as such—provided they are novelties and styles that sell. What he does object to is getting stuck on a lot of new stuff that promised loudly, but failed to fulfil. The stock shoe plan does away with this source of loss to the shoe dealer. The shoe doesn't really become a stock shoe until it makes good in paying quantities.

For these and other reasons that might be cited, it appears that the stock plan is going to play an important part in the shoe distribution of the future.

Chas. L. Philips.

## A BOY'S SHOE

That Wears  
Better Than  
Its Price



The heads of thousands of families can testify to its sturdy. **STAYING POWERS**

When you sell  
**No. 391**  
you sell Boy's  
Service Satisfaction, and  
**THAT HELPS TRADE**

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

## The Dressiest White of All the White is THE NUBUCK WHITE

**No. 5120, GOODYEAR WELT**

**SMOOTH, CLEAN, CAREFULLY MADE**

**B and C in stock**

Price  
**\$2.85**

Less 10%  
in Ten Days



**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



### Pleasure Seekers and Summer Footwear.

In a certain sense of the term the vacationist is a pleasure-seeker. Of course the main thing sought in a vacation is recreation, but recreation is a species of legitimate pleasure; so the person who plans a vacation is really planning a pleasure-seeking excursion.

Vacations and the vacation spirit call for vacation apparel, of which footwear is an important feature. And as there is quite a diversity of ideas of nature of the ideal vacation and where to enjoy it, so there is a diversity of opinion on suitable apparel for vacation purposes. The man who is going to the woods to fish for a couple of weeks will not equip himself as does the one who is going to spend a couple of weeks at a fashionable watering place.

But no matter where the vacationists are going nor what they are going to do, they will find clothes (including shoes) precisely adapted to their needs.

The shoe dealer should push these several kinds of shoes strongly at times when people are making preparations for leaving the city. These goods usually carry attractive profits, and the business is nice and clean, and decidedly worth going after.

But there is another phase of this question worth considering. All of the people of the community do not get away during the summer months; and at any time the number who have gone is quite small as compared with those who are home and "on the job." Why not feature vacation footwear for stay-at-homes? Tell them they can enjoy the foot-comforts of a real outing by wearing your outing shoes. Suggest that, if they can't quit the city, they can at least refresh their feet by wearing cool, restful footwear designed and built specifically for pleasure-seekers who demand the maximum of comfort in summer shoes.

Wise furniture dealers are telling city-dwellers how they can create a "bungalow" effect in their homes right in the heart of the city by installing "bungalow" furniture for summer; and the shoe dealer with imagination will readily see how he can play up this summer footwear idea. Stick a pin in this suggestion and work it out between now and August 1.—Shoe Retailer.

### Window Selling.

Window trimming is really window selling, but so few merchants understand the real value of the space behind their plate glass windows, and, as a result, their displays are apt to give an erroneous impression of the character of the store, of the class of goods carried, and even of the personnel of the establishment.

To merely place goods on display means absolutely nothing; nor is there any real way of learning through books how to reach the public, attract attention and secure patronage. A man to make a successful showing must first study his locality, its habits, their needs and desires. Once having learned this, the next

step is to cater to these people.

Your store may be in the shopping district, a residential or a factory section, or that frequented by professional people, such as lawyers, doctors, dentists and others, and to them you must play. The conditions obtaining in these different divisions are unlike in every respect, for salable goods in the one would remain unsold in the other and to endeavor to force a five-dollar article on a ninety-nine cent pocketbook is an evidence of a lack of conception of true merchandizing.

### Bay City's Four Day Trade Extension Excursion.

Bay City, June 17—The various committees of the Bay City boosters are making elaborate preparations for their annual northern trip, which begins July 6. The blazier coats to be worn by the boosters while on the trip were received yesterday. They are of a light black flannel with orange stripes. Bowler hats to match the coats will also be worn.

R. B. Lawrence, the yell master for the boosters, has a number of new yells that are being rehearsed by members of the yell corps. An invitation has been received from the Alpena Board of Commerce asking the boosters to put on the playlet, "Mr. Grouch," during their visit to Alpena. The play was written by R. B. Lawrence, and was given in this city last April when it received a great deal of applause.

The Emanuel band, which has been engaged for the trip, is practicing a number of live marches, besides a number of songs, as most of the members of the band are singers. At the different towns to be visited the boosters will parade the main street.

The Highland Pipers, of Detroit, have also been engaged for the trip.

During the parades to be held at night a number of electrical devices with an illuminated display of Bay City boosters' slogan, are being made.

The boosters are in somewhat of a quandary as to what they can take along on the trip as a mascot. While a number of good suggestions have been offered, as yet nothing definite has been arranged.

The boosters plan to leave Bay City Sunday evening, July 6, and after a trip extending to most of the towns in the north, will return the following Thursday. The itinerary will be as follows:

#### Monday.

Gladwin, Mt. Forest, Bentley, Nine Mile, Pinconning, Standish, Sterling, Alger, West Branch Roscommon, Grayling, Frederick, Waters, Gaylord, Vanderbilt, Wolverine, Indian River, Cheboygan.

#### Tuesday.

Leave Cheboygan 10:30 a. m., spend the day on Mackinac Island and return in the evening.

#### Wednesday.

Cheboygan, Alcona, Tower, Onaway, Millersburg, LaRocque, Metz, Rogers City, Posen, Belton, Cathre, Alpena, Lachine, Hillman, Alpena.

#### Thursday.

Harrisville, AuSable, Tawas City, East Tawas, Melver, Emery Jr., Taft,

Hale, Long Lake, South Branch, Lupton, Rose City, Emery Jr., Prescott, Whittemore, Turner, Twining, Omer, Pine River, Bay City.

Nine times out of ten it is not because men do not work hard that their efficiency is low. It is because their efforts are poorly directed and their working conditions adverse in some way. Too many economists preach

parsimony instead of efficiency as a means to a profitable end.



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

## Bertsch Line Famous



979—Men's Gun Metal Button G. W. ¼ double sole, tipped D & E.....	\$2.35
960—Same Blucher cut.....	2.35
999—Same as 979 only single sole .....	2.25
998—Same as 960 only single sole .....	2.25

Perfect fitting roomy last. You cannot beat these numbers anywhere.

Mail orders solicited.

Complete catalogue on request.

They wear like iron.

**HEROLD-BERTSCH  
SHOE CO.**

Grand Rapids, Mich.



## 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.



### What Sleep Will Do for a Woman.

Sleep is one of the most—I might say the greatest—aid to beauty; a woman's beauty nap is an absolute essential to her good looks. Lack of sleep will make her look old and sorrowful, while a sufficient amount will give her youth and beauty.

Many women think it is enough to sleep seven hours at night; this is true in the majority of cases, but if a beauty nap was indulged in during the day, I am sure that the woman who claims she is aging despite the fact that she is exercising, dieting and doing various stunts to preserve her youth, would find that the nap would do more for arresting the flight of youth and beauty than anything else.

Some women are so constituted that the average hours of wakefulness and activity is too long for them; their nerves become so tired and in order to continue activity throughout the day a supreme effort must be exerted. This would be all right if it was only for one or two days, but to continue it daily will eventually not only rob one of her greatest asset—beauty—but it will also undermine her health.

However, the beauty nap is a thing that must be cultivated, but once one has learned to control the senses it will be an easy matter to drop into an unconscious state and remain so for a period.

It may be difficult for one who is actively engaged, to relax into a sleeping state during the day. To begin with I would suggest that no effort be made to sleep—not even to lie down, but sitting with the elbows on table, head resting on hands, maintain an indifference to wakefulness. To confine the mind to thinking of light and simple things, gradually close the eyes, relax the muscles and breathe rhythmically, soon one will experience the desire to sleep and you will then realize that you have gained control of your senses.

If you should fail the first few times in your efforts do not become discouraged but continue; you will soon be able to providing you follow directions.

This beauty (day) nap would not be so generally necessary if the proper amount and sort of sleep was secured during the night. One cause of inability to go to sleep and sleep soundly is cold feet. This many women complain of both summer and winter—that is, their feet feel cold to the touch. This state is the result of poor circulation which may be increased by wearing during the night a pair of warm slippers lined with

down, also see that the lower extremities are well protected with warm covers.

Sleeplessness may be caused by too great rush of blood to the brain, or, mental activity. In either case a mild exercise and mental control would be advised.

Having robed oneself for the night, not forgetting the "down slippers," begin exercise by standing erect and clasping the hands at the back of the neck. Begin action by gently exerting with the hands a pressure upon the neck; this will decrease the flow of the blood to the brain. Then bending the trunk at the waist, gently sway the upper portion of the trunk from right to left and forward and back; then move it around in a circle.

This exercise should be indulged in with a slow and gentle movement, the only effort put forth by the hands grasping the neck. The mental should be as inert as one can well render it. In most cases after this has been indulged in from five to ten minutes a desire to sleep will follow; it is then time leisurely (not with haste and determination to sleep) to put out the lights and retire.

One should never expect to derive full benefit from sleep with a light burning. In fact, in our cities lighted by electric lights which burn all night at our windows, it is almost equal to having the lamp in the room lighted. Hence, it is advisable, if you would not have upon awakening that tired look of the eyes to protect them by extinguishing all lights in your room and provide shades for windows—green or some other color which will deaden the light which shines in from outdoors.

Many women have adopted what they call "the pillow sleep" for securing the desired rest. It is quite practical, inasmuch as the pillows not only afford an abundance of comfort, but the pleasure of being surrounded with so many beautiful pillows—for there must be dozens of them, in all sizes and designs—produce a quiet, happy and contented mental attitude, for, to be the possessor of beautiful things delights all women; hence sleep will more easily come because the mental is satisfied.

Then, too, one grows tired of the pillow each night; perhaps it is not adaptable in size—with an assortment to choose from one will readily be suited; some of the others may be employed to give rest to the other parts of the body.

Among this assortment of pillows is to be found others than those filled with down. For instance, the

hop pillow must not be overlooked for it is invaluable for relieving tired aches or congested conditions; this pillow should be covered with heavy red flannel. To derive the full benefit it should be heated very hot and applied to the parts affected. The red flannel will make a variety of colors and materials, but if one wishes to relieve the solid color of red it may be embroidered in any desired design, or, it may be covered with a slip.

Then there is the rose pillow—this should be kept cool—the odor of which the average woman loves, can either be bought or made at home.

The odor of pinks induces sleep to many women. If it is not convenient to secure and prepare such a pillow for a head rest, a spice pillow will answer the purpose quite as well.

There are also the various flowers and herbs which may be embodied into pillows to suit each individual's sense of smell, all of which, will serve the purpose.

Every one is not fortunate enough to be located in their own home and consequently it is not convenient to surround themselves with pillows and many other accessories. For such women I would advise to each day provide a bouquet (not necessarily a large quantity) of their favorite per-

fumed flowers. These are not placed where the odor reaches her until she is ready to turn out the light for the night. She then opens a window, arranges the flowers in a vase and sets them where the breeze will carry their perfume to her, which will soon produce such a contented and tranquil state of mind that sleep will come unconsciously.

Just what number of hours should be consumed in sleep to retain one's beauty could not well be given. Some natures require more sleep than others. Seven hours is usually considered enough for rest, but I have found if the average woman would retain her youth and beauty she must not only take her seven hours for sleep for the building up of her system, but she should take another one or two for the recuperation of her body. This last sleep will restore her complexion, make her eyes bright, take the wrinkles out of her face, and keep her form elastic.

Florence Hebe.



## 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.



## STORE PAPERS.

## Some Reasons Why They Are Desirable Publicity.

Written for the Tradesman.

The storepaper is a combination of personal letter, newspaper and handbill. It possesses all the advantages of each and escapes their defects.

It goes as straight to its mark as a personal letter. Its publisher can send it where he pleases, and a carefully constructed mailing list will practically eliminate waste.

Its editorials can be as personal as a written letter, chiefly because everybody has come to look on newspapers as a medium for "live" matter, and it parallels the newspaper, in containing the news interest which is the latter's chief source of power.

It is like a handbill in that its advertisements have no competition to lessen their pull. Newspaper advertisements always must compete for attention with every advertisement in the newspaper. The storepaper is your advertisement, so hurtful competition is impossible.

Some merchants prefer to distribute storepapers by hand. Such a system is not only apt to be wasteful, but it diminishes the scope of the little publication.

Hand-distribution necessarily confines a storepaper to a limited territory—mail-delivery carries it everywhere. There's no one whom the mails do not reach and, moreover, a paper by mail inevitably has more value in the eyes of its recipients than hand-delivered matter.

A mailing list is therefore, a practical necessity in store paper advertising and should be worked up long before the first issue appears.

The construction of a mailing list is not hard, although many merchants are ignorant of the best way to go about it.

Perhaps the following suggestions will be helpful.

Merchants whose counties have telephone exchange have little cause for worry.

The more substantial of consumers are patrons of the telephone company and the securing of their names is easy. The telephone directory has a habit of being up-to-date, so that names secured from it are apt to be the names of "live" prospects.

Many merchants secure names from lists of voters which can be bought or borrowed from election commissioners, county clerks and so on.

Other merchants secure the names of prospects from poll tax lists.

Still others scan the columns of local newspapers for names of people not already secured. Church directories, supply others, and school enrollments are often helpful.

Prize contests are used by other retailers and a description of a typical contest of this kind is given below.

A handbill or newspaper advertisement is specially designed to contain a certain number of misspelled words. A coupon is attached to the advertisement stating that prizes will be given all contestants who mail in the

advertisement with all incorrect spelling underlined. Such a scheme is able to round up a lot of stray names and it can be varied to suit the occasion and the wishes of the individual retailer.

Souvenirs can be offered to children, each child being asked to register name and address in a book kept for the purpose.

After a mailing list is made, names should be enrolled on cards together with any information that would be helpful in "drumming" the prospect. Furthermore, the mailing list should be revised at intervals so that dead timber may be lopped off.

New names should be added as rapidly as is practical so that no new leads may be overlooked.

In using the mails to send out a storepaper, retailers should not forget that Uncle Sam provides a cheap and easy way to get publicity. The postal regulations state that any newspaper with a bona fide mailing list and space to sell advertisers can be delivered free on the carrier routes within which such matter is mailed.

This rule is helping scores of merchants to mail their store publications free of postage. They simply charge a nominal subscription price, open their columns to non-competing advertisers and Uncle Sam delivers the storepaper free.

Succeeding numbers of this series will treat of the arrangement, lay-out and writing of storepapers, doing so in elementary fashion so that even the timidest retailer can see how easy such a publication is.

Anderson Pace.

## August Peters, Bankrupt.

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

Notice is hereby given that in accordance with an order of this Court, I shall sell at public sale to the highest bidder on Monday, the 23d day of June, 1913, at 2 o'clock, p. m., at the store formerly occupied by August Peters at 204 Pipestone street, in the city of Benton Harbor, Berrien county, Michigan, the assets of said bankrupt, consisting principally of music supplies, pianos, organs and musical instruments, fixtures, etc., piano contracts, certain real estate, and three second hand automobiles. An inventory and appraisal of assets may be seen at the office of Willard J. Banyon, Referee in Bankruptcy, St. Joseph, Michigan. Said sale to be for cash and subject to confirmation by this court and notice is hereby given that said sale will be confirmed within five days after filing my report with the Referee, unless cause to the contrary be shown.

Dated, St. Joseph, Michigan, this 12th day of June, 1913.

BURTON G. STARKE, Trustee.  
Adv.

Few women let a man go to the end of the world for them. They know that the road to the end of the world is bordered with other women.

## Make Soda Water Pay Your Rent

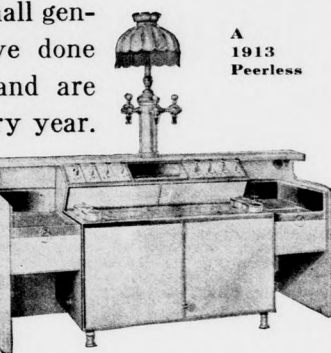
MANY grocers and small general merchants have done this season after season, and are making it pay better every year.

Soda water is rapidly becoming the national beverage for men, women and children. You cannot afford to delay longer.

## "Liquid" Stock Iceless Soda Fountains

are built in sizes and styles to suit every taste, and to fit every purse. "Liquid" Iceless Fountains lead in refrigeration, sanitation, speed and economy.

Soda water profits are large, transactions are all spot cash,



and besides you have nothing to wrap or deliver.

When you buy "Liquid" Stock Fountains you buy fountains shipped from Crafted stock on a day's notice

Ask for photographs of the 1913

Type "H" and Peerless

Built in several sizes and styles, and a wide range of prices.

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

## A Hundred Thousand Visitors

Every year a hundred thousand visitors pass through the Home of

## SHREDDED WHEAT

at Niagara Falls, N. Y., and inspect every detail in the manufacture of Shredded Wheat Biscuit and Triscuit. This means a million intelligent, enthusiastic advertisers of Shredded Wheat in ten years—all working for you, Mr. Grocer—helping us to make business for you. Are you getting your share?

Nothing so delicious and nothing so easy to prepare as Shredded Wheat with canned peaches, pears, plums and other fruits. You sell both the Biscuit and the fruit.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

**The Shredded Wheat Company**  
NIAGARA FALLS, N. Y.





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

### Looking Ahead in the Stove Business.

Written for the Tradesman.

The man who does the best work is the man with mind at ease, and the man with mind at ease is the one who has prepared for all contingencies. Looking ahead and planning ahead is just as vital to successful business as to achievement in any other walk of life.

Now that the warm summer days are coming on is the time for the hardwareman to map out his fall stove campaign. Of course, his first interest is the transaction of immediate business; but midsummer always brings days when there is little to do around the store, when the usual customers are flocking to summer resorts or away on their holidays, and when the chief task of the selling staff is to keep cool.

A man can keep cool far more successfully with his mind concentrated upon some other task than when he has nothing to think of except the heat. But between manual labor and mental labor, the latter, on a hot July day, brings forth less sweat. So, instead of bustling around, the hardwareman in the dull moments of July and August will find it cooling to devise plans for inducing his clientele to keep warm in mid-winter.

The fall stove campaign calls for a deal of preliminary work. An important factor is the newspaper advertising. Then there is the selection of the stock. Furthermore, every wide-awake dealer prepares a list of "prospects" to whom he especially lays siege; and in connection with this list of prospects there is the method of approach and campaigning to be planned.

The habit of leaving all these details until the last moment is still too common for comfort. The result is that the average stove dealer finds himself, when the busy season sets in, with twice to much work to do and not half enough time in which to do it. This in turn means that the fall stove campaign is only half a campaign, and that the results fall far short of what careful planning and systematic work might realize.

So large a share of this work can be done in advance that it is a wonder that careful preparation for the fall stove campaign is not the rule rather than the exception.

### Mapping Out the Advertising.

It is difficult to write good advertising in a hurry. The preparation of effective copy demands time and thought. A bright idea may occur at any moment; but when it does occur, it is best to make note of it and then leave it to simmer. The idea will then have time and space in which to grow. Or, if there are flaws, they will come to light.

"Dashed off," last moment advertising is better than no advertising at all. Often it is very good. But the dealer leaves it with the conscious that it is not all that it might have been. And having to prepare advertising copy in the very midst of a brisk selling campaign detracts from the efficiency of the retailer's salesmanship. In small businesses where the advertising man and the salesman are one and the same individual, this is important. In large businesses the advertising man has nothing else to do but prepare advertising copy and map out advertising campaigns. Is it significant that he usually does this work well in advance of the season?

The shrewd and far-sighted stove dealer will snatch time in the warm, quiet midsummer days to give a few hours close and careful study to the topic of stove advertising. First, he will study the line of stoves he intends to handle. With the aid of the manufacturers' literature he will be able to pick out the strong selling points of each stove in his list. Then he will consider which of these selling points will make the most effective appeal to his particular constituency.

Bearing these things in mind, the dealer, after careful preliminary study of sample advertisements should be able without much difficulty to prepare strong, forceful copy. Stagey effects should be avoided. The retailer in preparing advertising copy should always have his eye upon the men and women whom he seeks to influence, the ultimate readers of his advertisements and the ultimate purchasers of his stoves. What arguments will appeal to them? What line of talk will interest them—will induce them to call, to look at his line, and to give him an opportunity of personally convincing them? These are the questions for the retailer to consider and to answer in preparing his copy.

It will pay the retailer to lay out his advertisements in advance. Most retailers leave this important matter to the printer. It requires some technical knowledge; but this the retailer can easily secure, and, once

secured, it remains a permanent asset.

The spare moments of the midsummer months will give the retailer ample time to study advertising layouts, and to lay out his own advertising effectively.

### The Important Prospect List.

An important factor in stove-selling is the prospect list. The retailer can, by a process of gradual sifting, divide his public into two classes; the more numerous but less important, who are not in the market for stoves and not likely to be; and the less numerous but more important, who are likely to purchase stoves during the fall campaign. Upon this latter class, once he has them tagged and listed, he can concentrate his efforts,

thereby securing better results than where his stove campaign is merely in the form of a general appeal.

Many of these names are picked up in the course of trade. People who come in to purchase other articles display some interest in the stove department. Even though they do not buy, there is the likelihood that they will buy. Such people are listed as prospects by the wideawake dealer. An order for stove repairs may bring to light the fact that a new stove is badly needed. The family is at once listed, in the hope that the campaign will persuade them of the need, and ultimately induce a purchase. One dealer, through a girl book-keeper in his office, keeps careful tab on prospective brides and

## SEASONABLE GOODS

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

Half and three-quarter inch

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

Diamond Steel Goods

All Above Factory Brands

"Michigan" Oil Cook Stoves

Michigan Hardware Company

Exclusively Wholesale

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

Foster, Stevens & Co.  
Wholesale Hardware

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

Grand Rapids, Mich.



grooms in his vicinity. He lists both so that when they talk over the matter of house furnishings, both will simultaneously refer to So-and-So's as the place to buy stoves.

By this and other means lengthy lists—lists quite long enough for all practical purposes—can readily be compiled. The dealer and his clerks should be always alert to pick up new names, to be added to the mailing list. People so listed will be interested, not merely in stoves, but in other lines of hardware; and their incidental purchases will be more than enough to justify a brisk campaign.

In handling such a mailing list, bear in mind that the work is an educational one. A careful follow-up campaign of advertising should be mapped out, and commenced in advance of the actual stove-selling season. It takes time to secure returns. The actual results will not come until some time after the first shot is fired. Thus, an educational campaign commenced in August will bear fruit in the actual selling months of September or October. In isolated cases, the returns may not be realized until the ensuing year. Yet the campaign is always worth while.

#### Getting After the Prospect.

The follow-up campaign should be carefully planned. Many dealers make a practice of sending out merely the literature supplied by the manufacturers. This is good, but it is not sufficient. The dealer should inject into his mailing campaign his own personality and that of his store.

The usual campaign, starting in August, will involve the sending out of stove advertising material in installments, a week or ten days apart. The introductory item might very well be a carefully written circular letter, telling something of the advantage of making a careful and leisurely selection of a new stove, and referring to the especial advantages in dealing at So-and-So's store. The advantages of a brand-new stove in the house, the labor-saving involved in the modern kitchen range, can be touched on.

Follow this with another letter referring to the outstanding selling points of the particular stove handled, and inviting a call. Then send a stove catalogue. Then follow with other items of the manufacturer's literature, accompanied, if convenient, by a circular letter from the retailer.

It is better to spread a mail-selling campaign over a month or six weeks than to shoot forth all your arguments in one installment. The selling points, the advantages of stove buying, the advantages of dealing with So-and-So, will, under the installment plan have a better opportunity to sink in.

William Edward Park

#### Marquette Postoffice Now First Class.

The Marquette postoffice is the first in the Upper Peninsula to join the list of the first class, its business for the last year having been of such magnitude as to permit it having this distinction. It is a very fine accomplishment and we congratulate

the efficient postmaster, Hon. John D. Mangum, for having achieved such success. Mr. Mangum was always a hustler and he has worked hard to build up the Government's business in his city. He has been on the job constantly, has given it skilled attention, and the fact that he has won out in his determination to place the office in the first ranks speaks volumes for his ability. He is a man of splendid executive ability with a great capacity for work, and with it all he is honest, fearless and loyal. We congratulate him as well as the city for which he has achieved such distinction.—Ishpeming Iron Ore.

#### He Got Stuck.

"I decided to stop keeping chickens and keep geese instead," said a new American. "So I go by the market and think I get me three geese—two shees and one man. But the feller stuck me. He sold me one shee and two hims."

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

##### June.

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-Finnish 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, 15-19.  
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.

## H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We would be pleased to give you any information you might wish in regards to roofing or roofing material.

## 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

## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.  
Opposite Morton House Grand Rapids, Michigan

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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

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

H. M. REYNOLDS ASPHALT SHINGLE CO.  
Original Manufacturer, GRAND RAPIDS, MICH.

# Use Tradesman Coupons



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—E. A. Welch, Kalamazoo.  
 Past Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—M. S. Brown, Saginaw.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Henry E. Perry, Detroit.  
 Grand Conductor—W. S. Lawton, Grand Rapids.  
 Grand Page—F. J. Moutier, Detroit.  
 Grand Sentinel—John A. Hach, Jr., Coldwater.  
 Grand Chaplain—T. J. Hanlon, Jackson.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devcreaux, 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. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

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

Grand Rapids, June 17.—Grand Rapids had a traveling men's convention last week and Grand Rapids Council, No. 131, had some work to do. We were all glad it was coming and we are all glad it is over. Many of the visitors said it was a success and from all appearances it was a hummer. We are sorry that there were not more members present. No doubt they will be sorry when they hear of the good time they missed.

During the convention committee meeting last Sunday, the Blue Goose egg was found. The committee decided to mail the egg to Marquette Council by parcel post, with instruction not to hatch same.

When you are on the road, boys, think of H. C. Harper. Mail him a postal card, care Butterworth Hospital, if you can't call in person. Brother Harper is improving slowly and No. 131 hopes he will be able to get out soon.

It was moved and supported that Albert Keane hereafter be recognized as the Village Pest.

We wish to state that Walter K. Schmidt of the Camera Shop, has one of the finest and best pictures of Grand Rapids Council No. 131, in uniform there is to be seen, and the boys should appreciate the same by ordering one.

We missed one member who did not attend the convention and that was Sunny Jim from Detroit. We would like to hear from him.

Grand Rapids Council, No. 131, offered three prizes to the merchants

for the best U. C. T. decorated store fronts—\$25, \$15 and \$10. According to the decision of the judges, we are paying three prizes for displaying kitchen cabinet shoes and clothing and not for U. C. T. decorations. We believe, no doubt, these judges acted in good faith, but misunderstood the committee who asked them to do the work. We wish to publish this so those who really were entitled to the prizes can know the reason why.

Forget the Blue Goose!

Wm. D. Bosman.

#### Collections Should Be Carefully Watched.

Written for the Tradesman.

Not long ago a merchant in a small town found himself in business difficulties. Investigation of his books revealed at least part of the trouble. Hundreds of dollars were owing from men who were recognized dead beats—who had become such since the first charge was made. A good many dollars were charged up in little ten and fifteen cent items. Accounts which were perfectly good had nevertheless been allowed to run for months and even years.

Evidently, that merchant would have been helped by a systematic and intelligent method of handling collections, with a view first of all to preventing dead beats from finding a place on the books, and, next, to preventing credits from running for too long a time.

Not all dead beats are such in the first instance. Many accounts when charged are perfectly good, but the debtor, as a result of misfortune or allowing bills to accumulate, finds himself too far behind to ever overtake his debts. With such men, prompt and regular collections by the creditor are a great assistance in keeping out of deep water and a valuable education in proper business methods.

Recognized dead beats should be known and shunned. There is no use taking chances with the man who, according to the united testimony of Smith, Brown, Jones and Robinson has run up accounts with them and refuses to pay and can't be made to pay by either threats or legal process. In dealing with such men the merchant should insist on cash, and in keeping tab on them with a view to guarding against them, he will find it profitable to maintain cordial relations with his fellow merchants and to swap credit information whenever opportunity presents itself.

With all customers who are allowed on the books, systematic rendering of accounts should be the

rule—the invariable rule to which no exceptions can be made.

Just as an instance, a merchant who does business in a town of 5,000 people figured up his year's business. His calculations showed that during the year 75 per cent of his business had been charged. He had increased his business over the year before; and yet the amount of cash taken in exceeded by more than \$100, the entire business done.

This meant, simply, that he had reduced his outstanding credits as the result of systematic methods. He had purchased a typewriter during the year and had planned a regular system of follow up letters with a view to getting after the slow pays. He had adopted the plan of rendering accounts promptly at the end of each month, and politely but none the less firmly requesting prompt settlement. The result was gratifying, especially considering the fact that the new system had been in operation only part of the year and was, therefore, still in the experimental stage.

A great annoyance to many merchants is the habit some customers have of charging small ten and fifteen cent items. Merchants charge such items, often for people whom they have never seen before—and yet, when everything is figured out, how much profit is there in a ten cent sale which requires from five to ten minutes to make, and the same length of time to charge, and thirty, sixty or ninety days waiting for the money with an even chance that it will never be paid at all?

For it is just such small accounts that are forgotten, and that, when they are rendered, at an expense of approximately two cents each for stationery and postage, cause resentment and suspicion on the part of the customer, even where they bring in the cash. For as a rule the customer can't recollect the trivial item, and goes away with the profound belief that he has already paid it and that the merchant is "soaking" him.

For the benefit of all concerned, there should be a rule adopted by merchants requiring that all small items be paid in cash. This is no hardship whatever—the 5-10-15 cent stores do business that way, and thrive and make money. Fifty cents is not too high a limit to fix.

There should, too, be recognized methods of preliminary enquiry before credit of any kind is granted. No bank will loan money—even small amounts—without the most searching preliminary investigation coupled with at least one reputable backer for the borrower. Yet the merchant feels called upon to loan money (there is no other expression that covers credit business so well) not merely without security, but without investigation. More than that, the borrower resents investigation.

This is a state of things which united action on the part of progressive merchants ought to remedy. Until it is remedied, dead beats will continue to cling like barnacles to those merchants who on their part cling to old-world methods of doing business, and fail to recognize that they are living in a different age, when new ideas are welcomed and the march of business methods is always forward.

William Edward Park.

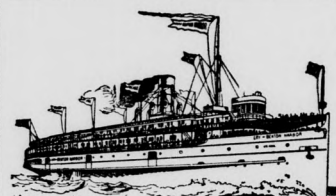
#### Missing Word.

"Remember boys" said the teacher, "that 'in the bright lexicon of youth there's no such word as fail.'"

After a few moments the boy raised his hand.

"Well, what is it, Socrates?" asked the teacher.

"I was merely going to say," replied the youngster, "that if such is the case, it would be advisable to write to the publisher of that lexicon and call their attention to the omission."



## CHICAGO BOATS

Graham & Morton  
Line

Every Night

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. 🌾 🌾 🌾 🌾 🌾



**Gripsack Brigade.**

"Paddy" Walsh, the well-known furniture salesman, is seriously ill at a hospital in Ann Arbor. His illness is due to a nervous breakdown.

John Raymond, of Lansing Council, No. 305, underwent an operation at Harper Hospital, Detroit, June 13. All sincerely hope that Jack will speedily recover.

A Kalamazoo correspondent writes: The death of Hugh O. Jones, a traveling salesman of Chicago, occurred in Bronson hospital in this city, resulting from injuries received from slipping on a banana peel. His skull was fractured. It was not believed at first that his injuries were serious, but from the time he entered the hospital he grew steadily worse. His body was taken to Chicago.

One of the pleasant features of the Grand Council meeting was the presence of Fischer's Band of Kalamazoo. This is one of the best bands in the country and, unlike most musical organizations of this character, the members were not afraid to play on the least provocation. The Tradesman wishes to acknowledge the courtesy accorded it by a generous serenade by the band, which was very greatly enjoyed by all concerned.

The Michigan Division of the T. P. A. is well represented at the National convention which is now being held in Richmond, Virginia. Clyde E. Brown, who is the State Secretary, also Fred Rathman and W. B. Seamans are in attendance as delegates. Secretary Brown writes that Richmond is making good all claims for Southern hospitality. Every minute that is not taken up with convention duties is filled to the brim with entertainment.

Miss Florence E. Drummond, daughter of David Drummond, traveling representative for the Brown & Sehler Co., is to be married Thursday evening, to Charles Chown, who is a chemist in the laboratory of Ransom & Randolph. The ceremony will occur at the residence of the bride's parents, 1609 Plainfield avenue, the officiating clergyman being Rev. M. E. Trotter, assisted by Rev. D. D. King, pastor of Plainfield avenue M. E. church. The happy couple will take up their residence at 261 Quimby street. The Tradesman extends congratulations.

When the late Samuel M. Lemon died, some months ago, he left a membership in the Michigan Knights of the Grip, which entitled his widow to \$500 in the event of death. Mr. Lemon had been a member of the organization ever since it was started and had always taken great pride in his connection with the association. On account of the embarrassed financial condition of the order, only one-half of the indemnity was paid at the usual time and, after careful maneuvering, it was found that there were enough funds still on hand to pay each beneficiary about \$100. Learning that some of the beneficiaries were not financially able to stand a shrinkage of this kind, Mrs. Lemon very graciously relinquished her claim to the remaining portion of her indemnity, which was, in all probability,

just what Mr. Lemon would have done if the matter had been brought to his attention during his life time. This act on the part of Mrs. Lemon is very greatly appreciated by the boys, who will long cherish such a generous act on her part.

The only unpleasant feature of the Grand Council meeting was the obstreperous action of the so-called union bands in refusing to march with the members of the Metropolitan band of this city. That this was an unjust prejudice is shown by the fact that the union musicians—if it is possible for a man to be a musician and a union man at the same time—did not demur to march with the Battalion band, although it is very generally known that union musicians regard the battalion bands with intense hatred because they stand for law and order and their existence means that union abuses and union outrages must be curtailed. Jackson Council engaged the Metropolitan band to head it in the procession, but when the band reported for service according to agreement, it was told that it could not march in the procession on account of the objection of the union whelps. A scrub band was thereupon made up of broken-down musicians and amateur players, whose efforts were about as musical as a gang of boys with tin pans. Of course, Jackson Council will pay the bill of the Metropolitan band, the same as though it had carried out its agreement in good faith, but it is to be regretted that so splendid an occasion as the Grand Council meeting should have been marred by an incident of this character, precipitated by characterless scamps who spend more time in concocting deviltry than in perfecting themselves in music. The fact that union musicians refuse to march with non-union musicians plainly shows that they are afraid of honest competition. If they made this point clear when making contracts to play, it would not be so reprehensible; but they remain silent on this point until the procession is ready to start and then present their ultimatum in the sneaking way characteristic of union men generally.

**Sunny Jim as Detroit Correspondent.**

The Tradesman takes much pleasure in announcing that it has secured the services of James M. Goldstein as U. C. T. correspondent for Detroit and vicinity. Mr. Goldstein will begin his contributions from the City of the Straits with the issue of next week and it goes without saying that this feature of the Tradesman will receive hearty recognition from the boys all over the State. Mr. Goldstein is peculiarly fitted for work of this character by temperament, environment, experience and ability and the Tradesman looks forward to a long and successful relation with its valued contributor in the new field.

The man who attends strictly to his own business seldom has a headache the next morning.

When a woman works, she gets a woman's wage; but when she sins she gets a man's pay—and then some.

**Universal Vacation Week for Commercial Travelers.**

The traveling salesmen of the wholesale grocery houses of the State will have a week's vacation this year, and to make the plan effective will require the co-operation and kindly consideration of the trade. In former years the salesmen have taken their vacations one at a time during the season as they could best get away and those who remained on duty would endeavor to cover the missing one's territory. This has not been a satisfactory plan, either for the salesmen or for the house or the trade. This year the wholesalers have agreed to let their salesmen go all at the same time and for a full week with full pay. With all the salesmen off no one house will gain advantage or suffer loss through the activity of competitors. This plan has been tried with success in Ohio and Indiana, and now Michigan falls in line. The week chosen for the outing is June 28 to July 6, the same dates as in Ohio and Indiana. The wholesalers are sending letters to their trade advising them of the plan and asking their aid and co-operation in making it pleasant for the travelers during the week of their recreation. The merchants are asked to keep the dates in mind and so far as possible, anticipate their needs by sending in advance orders or by sending in their own orders by mail or telephone, the latter at the expense of the house. The office force and the shipping departments will be at work as usual while the travelers are having their fun and with the co-operation of the merchants there will be no interruption in business.

That the merchants of the State will gladly do all they can to help make the vacation plan a success goes without saying. If for no other reason they will accommodate themselves to the situation as a matter of personal friendship that the travelers may have the rest and recreation which they all know is so deserving. It will be a method by which the merchants can reciprocate the many favors they receive from the travelers and it is needless to say they will gladly avail themselves of the opportunity.

**Worked Like Trojans.**

The officers and committees of Grand Rapids Council worked like Trojans to get ready for the Grand Council meeting, but all their labors faded into insignificance compared to the strenuous duties which confronted them during Thursday, Friday and Saturday. If any of the boys stopped to eat or sleep, their absence was not at all noticeable. Every man was on his job from early until—early again. Nothing was left undone that could, in the least degree, contribute to the success of the event. A Saginaw member, in talking with the Tradesman man at the ball game Saturday afternoon, remarked: Yes, we've got the next Grand Council meeting and I'm sorry we have. We can do just as much as the Grand Rapids boys have done, but I am afraid we can't secure the co-operation of every man, woman and child in the town, as the

Grand Rapids boys have done. This entertainment beats anything I ever experienced before."

**Birthday Celebration on the Ocean.**

Ludwig Winternitz, who has been around the world twice during the past six months, having sailed on the Cleveland from New York to San Francisco and from San Francisco back to New York again on the same boat, was treated to a genuine surprise on his 59th birthday, April 29. The officers of the Cleveland presented him with a beautifully designed and engraved certificate, setting forth some of his many qualifications, as follows:

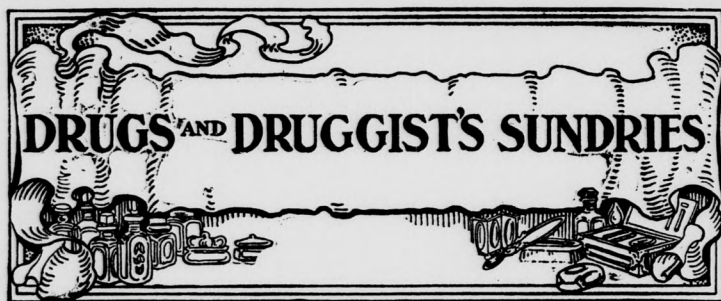
Globe Girdler  
Without a Home  
Shriner  
Elk  
Jollier  
Neptune's Favorite  
Mermaids' Delight  
Baker  
Always Hungry  
Megaphone Artist  
Never Took a Beauty Prize  
Hapag Booster  
Cleveland World Cruiser from Grand Rapids.  
Good Fellow  
Sport (Sometimes)  
Amateur Leisereiter  
Fleischmann Yeaster  
Photographer  
Ricksha Coolie  
Advertiser  
Hand Shaker  
Barker  
Honolulu  
Hula Hater  
Doesn't Drink, Smoke or Gamble(?)  
But  
He's All  
Right.

**Public Spirited Citizen.**

W. R. Roach, head of the Roach system of canneries, last week gave a most emphatic evidence of the generosity and public spirit which have characterized his business operations, as well as his interest in his home town of Hart. He presented to the Oceana County Agricultural Society, 110 feet of the old Slaght property adjoining the fair grounds on the north, including the buildings on the same, and the remainder of the property, which includes the site of the big brick warehouse which burned a few months ago. Mr. Roach has turned over to the Hart Commercial Club, with which the latter organization hope to land some desirable industry.—Oceana Herald.

We are the heirs of the ages. All knowledge that has been possessed by man from the furthest past, or recorded and preserved in books, is ours, our rightful grand inheritance; and our good title we must claim and prove. Then is it ours not only to enjoy, but to add thereto by our own achievement, and so swell this precious treasure more and more, and pass it on to our posterity.

It is better to do more than you promise than to promise more than you do.



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

#### Michigan State Pharmaceutical Association.

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

#### Michigan Pharmaceutical Travelers' Association.

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

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

#### "Try a Violet Sundae?"

It was one of the first days of early spring, when you begin to wonder how wise it would be to carry your coat, and just how long before low shoes will be safe. And the corner window we passed was such a tempting sight that we stopped before we knew we were stopping.

The paper was the palest of lavender, so light that it was nearly white. In each corner of the window was a bowl of violets, real woodsy violets, not massed in solid bunches, but with plenty of asparagus fern mixed in. Here and there between the bowls separate violets lay as though stolen from the bowls by a capricious wind that had tired of them.

"A good deal of work for a window that will die tomorrow," we commented. But we remembered that we needed some alcohol and went in.

"Glad you like it," said the man behind the counter. "My boy brought home those violets from the woods yesterday. We're making a specialty of violet sundaes this week, too, one with each purchase of a dollar. Which of you is to get the sundae?"

"You take it," I said, "I'll buy mine, just to keep you company." But the boy at the fountain shook his head.

"Sorry, but we don't sell violet sundaes," he said. "I'll give you any thing else."

It might have made me angry, but it didn't. But I did want a violet sundae.

"Keep yours until to-morrow," I urged, "I'll get that list of stuff mother wanted then."

As I went out I leaned over and touched the flowers. They were real. When we went in to claim our sundaes, two days later, they were still fresh.

"How do you keep your flowers from fading?" I asked. "My violets always wilt in the hot sun."

"These won't wilt," laughed the man. He leaned over the window bar and brought up—two artificial violets.

"They were all real at first," he explained, "but as soon as one began to fade I substituted an artificial one in its place. No one has guessed, yet, because they all examined them thoroughly on the first day."

When we saw the violet sundaes we were glad we had come back. They were dainty little things, served in little glass plates, about big enough for a good sized doll. Over a little mound of vanilla was poured a mint sauce and on top and around were laid candied violet leaves. They were attractive to look at and good to eat.

"You'll put them on the regular list after this week, won't you?" we begged, and we went away determined to boost the new sundae to all our friends.

Next fall he promised to repeat the scheme with autumn leaves. He says an autumn sundae made of chocolate ice cream and chocolate sauce with tiny leaves cut out of candied cherries and citron will be very appetizing. And we think so too.

Sidney Baldwin.

#### Odors at the Fountain.

Any disagreeable odor about a soda fountain is the surest way you can find of driving your trade away. It is remarkable that a man who has an old or improperly cleaned fountain that gives off a sour, sloppy odor gets so used to it himself every day that he cannot realize it is there or that it is costing him big money in the way of trade.

Every night the wood racks behind the fountain should be taken up and washed off and stood on edge to drain and dry. The entire space back of and especially under the fountain should be cleaned out. Now it is not an easy matter to get under the ice cream cabinets of a soda fountain, consequently it is not done and lemon peels, paper, old straws, spilled syrups and ice cream collect under there to become offensive and ruin your business.

Where you have a concrete floor all this space under the apparatus should be cleaned out thoroughly with a hose every night, preferably with hot water. Where the floors are wood this should be all washed down with a mop, hot water and sal soda. If you keep everything about the back of your fountain clean, there can't be any disagreeable odors.

Slop chutes and buckets should be emptied twice a day, otherwise they will get sour in hot weather. The chutes and buckets should be washed out every night with sal soda and hot water. The inside of your ice cream cabinets should be thoroughly cleaned out once a week, otherwise there is a collection at the bottom of your ice cream cabinets made up of surplus salt, dirt and straws, etc., and the melting ice and spilled ice cream which is very bad.

The closet base should be cleaned up and washed down and kept free from trash. The dispensers are apt to take off their soiled coats and aprons and throw them into the corner closet and keep them there for a week until the laundryman calls. They are saturated with spilled syrup, cream, besides just general dirt and in hot weather it won't take long for them to start giving off an odor. There is another serious side to this question and that is that all odors such as mentioned above will attract flies. Think it over and get busy.

E. C. Tracy.

#### Some Amusing Answers Given at Pharmacy Examination.

Process for making tinctures by percolation:

"The drug is packed in a percolator according to the toughness of the extractibility of the drug concerned and macerated and mixed in accordance with the permeability of the solvent that is to be used, then filtered and refiltered until the solution is of the required color and density."

Define Sp. Gr.

"Sp. Gr. is the weight of a substance after resisting the other natural attractions or resistance of the air, earth etc."

Answer by Mr. G.—"A volatile oil is one that is light and clear, and obtained without any adulteration; a fixed oil is one which is heavier and somewhat cloudy—one that can be fixed with others."

Mr. P. says that the Sp. Gr. would be lower taken at 48 degrees than if taken at 70 degrees because there would not be so much pressure and heat.

Mr. R. has a different explanation for the Sp. Gr. being lower at 48 deg. than at 70 deg., from the one given by Mr. P. above. He says that as a body cools it has more resistive force.

Mr. C. says that, if a metallic spatula were used in making Ung. Iodi "An explosion would occur due to the action of the potassium salt on the iodide."

Mr. H. gives the common name of Liq. Sod. Bor. Comp. as "Washing Solution"; he also refers to the mortar and pestle.

Mr. T. enlightens us as follows:—"Spirits of camphor contains no water except the water of crystallization in the camphor gum."

Mr. F. in answer to the question, "What is the object of adding 40 grains of Pot. Bicarb. to Sol. Cit. Mag. just before stoppering" says:—"There is no object in adding Potass. Bicarb., besides, you don't do it!"—(Some spirit!)

Mr. R. establishes a fundamental

principle in metrology when after having given the metric equivalents for several of the lower denominations,—grains, scruples, drams, etc.,—he comes to the ounces and says:—"Troy ounce and Avordupois ounce are not related to the metric system."

Another bright one enlightens us as follows: "Organic chemistry refers to the medicinal drugs that are taken from organs. Examples: Pepsin, Pancreatine, Suet, Ox-gall."

Best of all is the definition given for the term "diaphoretic." "A diaphoretic is a remedy which prevents biliary secretions in the urinary passages."

#### Bacteria and Ice Cream.

The dairy bacteriologist of the Iowa Experiment Station B. W. Hammer, has just made his first report of his extensive work in the study of ice creams. It deals with the question whether or not it is practical to set up a bacterial standard for ice creams, as has been done in many places with milk.

Upon this point the report says that is cannot be positively stated now how such a standard is practical. The report says that the investigations made at the Experiment station at Ames indicate that as cleanliness in the manufacture of ice cream increases, the number of bacteria decreases. He also found from experience in the large manufacturing plant of the dairy department of Iowa State college that it is possible to make ice cream in quantities up to twenty gallons with a low bacterial count without expensive methods. As to large factory conditions Mr. Hammer is not certain. He also found that when ice cream is properly hardened, its bacterial count will not increase in storage.

Generally commercial ice cream contains very large numbers of bacteria. In a study made of Philadelphia ice creams the count ranges from 79,000 to 79,800,000 per cubic centimeter; in Boston the average of 35 samples was 23,000,000; in Milwaukee one sample was found to contain 8,000,000,000 per cubic centimeter, while the lowest sample contained an average of 200,000. In Iowa 10 samples taken in Des Moines contained an average of 19,920,000 per cubic centimeters; the count of the college manufactured ice cream showed a range of 500,000 to 72,000,000. Upon this question of the number of bacteria Mr. Hammer says in his report:

"Although a few million additional organisms may be present in each cubic centimeter of ice cream without causing the consumer any harm in the great majority of cases, the realization that a low bacterial count means a clean method of production in the case of any food product is becoming more and more widespread."

#### His Finish.

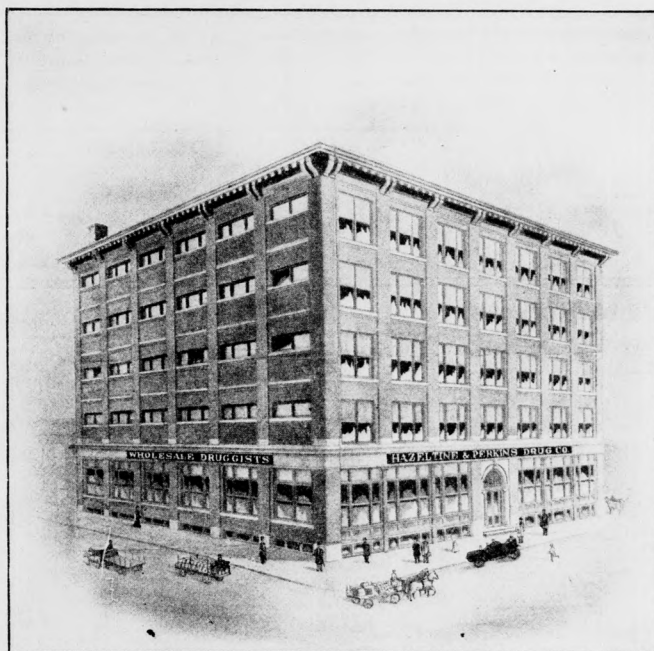
Girl's father—Before consenting to your marriage with my daughter I should like to know what you are worth?

Young man—Well, I get ten dollars a week, but I am worth fifty.



## WHOLESALE DRUG PRICE CURRENT

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



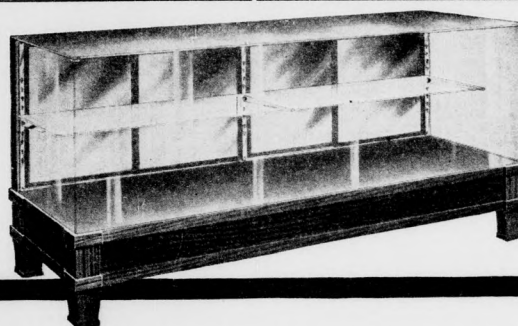
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# GROCERY PRICE CURRENT

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

## ADVANCED

Cheese  
Flour  
Rolled Oats

## DECLINED

## Index to Markets

### By Columns

A	Col.	1	2
Ammonia	1	12 oz. ovals 2 doz. box 75	Doz.
Axle Grease	1	1lb. wood boxes, 4 doz. 3 00	
		1lb tin boxes, 3 doz. 2 35	
		3 1/2 lb tin boxes, 2 doz. 4 25	
Baked Beans	1	10lb. pails, per doz. 6 00	
Bath Brick	1	15lb. pails, per doz. 7 20	
Bluing	1	25lb. pails, per doz. 12 00	
Breakfast Food	1		
Brooms	1		
Brushes	1		
Butter Color	1		
Candles	1		
Canned Goods	1-2		
Carbon Oils	2		
Catsup	2		
Cheese	3		
Chewing Gum	3		
Chicory	3		
Chocolate	3		
Clothes Lines	3		
Cocoa	3		
Cocoanut	3		
Coffee	3		
Confections	4		
Cracked Wheat	5		
Crackers	5, 6		
Cream Tartar	6		
Dried Fruits	6		
Farinaceous Goods	6		
Fishing Tackle	6		
Flavoring Extracts	7		
Flour and Feed	7		
Fruit Jars	7		
Gelatine	7		
Grain Bags	7		
Herbs	7		
Hides and Pelts	8		
Horse Radish	8		
Jelly	8		
Jelly Glasses	8		
Mapleine	8		
Mince Meat	8		
Molasses	8		
Mustard	8		
Nuts	4		
Olives	8		
Pickles	8		
Pipes	8		
Playing Cards	8		
Potash	8		
Provisions	8		
Rice	9		
Rolled Oats	9		
Salad Dressing	9		
Saleratus	9		
Sal Soda	9		
Salt	9		
Salt Fish	9		
Seeds	10		
Shoe Blacking	10		
Shuff	10		
Soap	17		
Soda	10		
Spices	10		
Starch	10		
Syrups	10		
Table Sauces	10		
Tea	10		
Tobacco	11, 12		
Twine	13		
Vinegar	13		
Wicking	13		
Woodenware	13		
Wrapping Paper	14		
Yeast Cake	14		

## 1

### AMMONIA

#### AXLE GREASE

#### Frazer's

#### BAKED BEANS

#### BATH BRICK

#### BLUING

#### Jennings'

#### CONDENSED PEARL BLUING

#### Small C P Bluing, doz.

#### Large C P Bluing, doz.

#### BREAKFAST FOODS

#### Apetizo, Biscuits

#### Bear Food, Pettijohns

#### Cracked Wheat, 24-2

#### Cream of Wheat, 36-2

#### Cream of Rye, 24-2

#### Posts Toasties, T.

#### Posts Toasties, T.

#### No. 3

#### Farinose, 24-2

#### Grape Nuts

#### Grape Sugar Flakes

#### Sugar Corn Flakes

#### Wheat Wheat Food

#### Postma's Dutch Cook

#### Holland Rusk

#### Kellogg's Toasted Rice

#### Biscuit

#### Kellogg's Toasted Rice

#### Flakes

#### Kellogg's Toasted Wheat

#### Biscuit

#### Krinkle Corn Flake

#### Mapl-Wheat Flakes

#### 2 doz.

#### Mapl-Wheat Flakes

#### 3 doz.

#### Mapl-Corn Flakes

#### Minn. Wheat Cereal

#### Algrain Food

#### Ralston Wheat Food

#### Ralston Whl Food 10c

#### Saxon Wheat Food

#### Shred Wheat Biscuit

#### Triscuit, 18

#### Pillsbury's Best Cerl

#### Post Tavern Special

#### Quaker Puffed Rice

#### Quaker Puffed Wheat

#### Quaker Bkfst Biscuit

#### Quaker Corn Flakes

#### Victor Corn Flakes

#### Washington Crisps

#### Wheat Hearts

#### Wheatena

#### Evapor'd Sugar Corn

#### Parlor

#### Jewel

#### Winner

#### Whittier Special

#### Parlor Gem

#### Common Whisk

#### Fancy Whisk

#### Warehouse

#### BRUSHES

#### Scrub

#### Solid Back, 8 in.

#### Solid Back, 11 in.

#### Pointed Ends

#### Stove

#### No. 3

#### No. 2

#### No. 1

#### Shoe

#### No. 3

#### No. 7

#### No. 4

#### No. 3

### 2

### Beans

#### Baked

#### Red Kidney

#### String

#### Wax

#### Blueberries

#### Standard

#### Gallon

#### Clams

#### Little Neck, 1lb

#### Little Neck, 2lb

#### Clam Bouillon

#### Burnham's 1/2 pt.

#### Burnham's, pts.

#### Burnham's qts.

#### Corn

#### Fair

#### Good

#### Fancy

#### French Peas

#### Monbadon (Natural)

#### per doz.

#### Gooseberries

#### No. 2, Fair

#### No. 2, Fancy

#### Hominy

#### Standard

#### Lobster

#### 1/2 lb.

#### 1 lb.

#### Picnic Tails

#### Mackerel

#### Mustard, 1lb.

#### Mustard, 2lb.

#### Soused, 1 1/2 lb.

#### Soused, 2 lb.

#### Tomato, 1lb.

#### Tomato, 2lb.

#### Mushrooms

#### Hotels

#### Buttons, 1/2s

#### Buttons, 1s

#### Oysters

#### Cove 1lb.

#### Cove, 2lb.

#### Plums

#### Pears in Syrup

#### No. 3 cans, per doz.

#### Peas

#### Marrowfat

#### Early June

#### Early June sifted

#### Peaches

#### Pie

#### No. 10 size can pie

#### Pineapple

#### Grated

#### Sliced

#### Pumpkin

#### Fair

#### Good

#### Fancy

#### Gallon

#### Raspberries

#### Standard

#### Salmon

#### Warrens, 1 lb. Tall

#### Warrens, 1 lb. Flat

#### Red Alaska

#### Med. Red Alaska

#### Pink Alaska

#### Sardines

#### Domestic, 1/4s

#### Domestic, 1/2s

#### Domestic, 3/4s

#### French, 1/4s

#### Shrimps

#### Dunbar, 1st doz.

#### Dunbar, 1 1/2s doz.

#### Fair

#### Good

#### Fancy

#### Strawberries

#### Standard

#### Fancy

#### Tomatoes

#### Good

#### Fancy

#### No. 10

#### CATSUP

#### Snider's pints

#### Snider's 1/2 pints

#### Carbon Oils

#### Barrels

#### Perfection

#### D. S. Gasoline

#### Gas Machine

#### Deodor'd Nap'a

#### Cylinder

#### Engine

#### Black, winter

## 3

### CHEESE

Acme	@15 1/2
Bloomington	@16
Carson City	@15 1/2
Hopkins	@15 1/2
Brick	@16 1/2
Leiden	@16 1/2
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@22
Swiss, domestic	@20

### CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
July Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs)	55
Spearmin, Wrigleys	55
Spearmin, 5 box jars	2 75
Spearmin, 3 box jars	1 65
Trunk Spruce	55
Yucatan	55
Zeno	55

### CHICORY

Bulk	5
Red	7
Bagle	7
Frank's	7
Scheur's	7
Red Standards	1 60
White	1 60

### CHOCOLATE

Walter Baker & Co.	
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6	7	8	9	10	11
<b>Graham Crackers Red</b> 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 Uneda Biscuit ..... 50 Uneda Ginkler Wafer ..... 1 00 Vanilla Wafers ..... 1 00 Water Thin Biscuit ..... 1 00 Zu Zu Ginger Snaps ..... 50 Zwieback ..... 1 00  <b>Other Package Goods</b> 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  <b>In Special Tin Packages</b> Festino ..... per doz. 2 50 Nabisco 25c ..... 2 50 Nabisco 10c ..... 1 00  <b>In bulk per tin</b> Nabisco ..... 1 75 Festino ..... 1 50 Bent's Water Crackers ..... 1 40  <b>CREAM TARTAR</b> Barrels or drums ..... 33 Boxes ..... 34 Square Cans ..... 36 Fancy caddies ..... 41  <b>DRIED FRUITS</b> <b>Apples</b> Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2 <b>Apricots</b> ..... 12@14 <b>Citron</b> ..... 15 <b>Coriscan</b> ..... 15 <b>Currants</b> Imported 1 lb pkg ..... 8 1/2 Imported, bulk ..... 8 1/2 <b>Peaches</b> Muirs—Choice, 25lb. .... 9 Muirs—Fancy, 25lb. .... 10 Fancy, peeled, 25lb. .... 18 <b>Peel</b> Lemon, American ..... 12 1/2 Orange, American ..... 12 1/2 <b>Raisins</b> Cluster, 20 cartons ..... 2 25 Loose Muscatels 3 Cr ..... 5 Loose Muscatels 4 Cr ..... 6 L. M. Seeded, 1 lb. 7@7 1/2 <b>California Prunes</b> 90-100 25lb. boxes ..... 4 70-80 25lb. boxes ..... 6 1/2 60-70 25lb. boxes ..... 7 50-60 25lb. boxes ..... 8 1/2 40-50 25lb. boxes ..... 10  <b>FARINACEOUS GOODS</b> <b>Beans</b> California Lima ..... 7 1/2 Michigan Lima ..... 6 Med. Hand Picked ..... 2 40 Brown Holland ..... 1 65 <b>Farina</b> 25 1 lb packages ..... 1 50 Bulk, per 100 lbs. .... 4 00 <b>Original Holland Rusk</b> Packed 12 rolls to container 3 containers (40) rolls 3 20 <b>Hominy</b> Pearl, 100 lb. sack ..... 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box ..... 60 Imported, 25 lb. box ..... 2 50 <b>Pearl Barley</b> Chester ..... 2 60 Empire ..... 2 60 <b>Peas</b> Green, Wisconsin, bu. 2 00 Green, Scotch, bu. .... 2 00 Split, lb. .... 5 <b>Sago</b> East India ..... 4 1/2 German, sacks ..... 4 1/2 German, broken pkg. .... <b>Tapoca</b> Flake, 100 lb. sacks ..... 4 1/2 Pearl, 130 lb. sacks ..... 4 1/2 Pearl, 36 pkgs. .... 2 25 Minute, 36 pkgs. .... 2 75  <b>FISHING TACKLE</b> 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  <b>Cotton Lines</b> No. 1, 10 feet ..... 5 No. 2, 15 feet ..... 7 No. 3, 15 feet ..... 9 No. 4, 15 feet ..... 10 No. 5, 15 feet ..... 11 No. 6, 15 feet ..... 12 No. 7, 15 feet ..... 15 No. 8, 15 feet ..... 18 No. 9, 15 feet ..... 20  <b>Linen Lines</b> Small ..... 20 Medium ..... 26 Large ..... 34  <b>Poles</b> Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80	<b>FLAVORING EXTRACTS</b> <b>Jennings D C Brand</b> Terpeneless 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 <b>Jennings D C Brand</b> 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  <b>FLOUR AND FEED</b> <b>Grand Rapids Grain &amp; Milling Co.</b> <b>Winter Wheat</b> Purity Patent ..... 5 40 Seal of Minnesota ..... 5 00 Sunburst ..... 5 00 Wizard Flour ..... 5 20 Wizard Graham ..... 5 20 Wizard Gran. Meal ..... 4 00 Wizard Buckwheat ..... 6 00 Rye ..... 4 40 <b>Valley City Milling Co.</b> Lily White ..... 5 60 Light Leaf ..... 5 10 Graham ..... 5 30 Granena Health ..... 2 40 Gran. Meal ..... 1 75 Bolted Med. .... 1 65 <b>Volgt Milling Co.</b> Graham ..... 4 60 Volgt's Crescent ..... 5 40 Volgt's Flour ..... 5 40 Volgt's Hygienic ..... 4 60 Volgt's Royal ..... 5 80 <b>Watson-Higgins Milling Co.</b> Perfection Flour ..... 5 40 Tip Top Flour ..... 5 00 Golden Sheaf Flour ..... 4 60 Marshall's Best Flour ..... 4 85 <b>Worden Grocer Co.</b> Quaker, paper ..... 5 30 Quaker, cloth ..... 5 40 Quaker Buckwheat bbl 5 50 <b>Kansas Hard Wheat</b> <b>Worden Grocer Co.</b> American Eagle, 1/4s ..... 5 35 American Eagle, 1/4s ..... 5 25 American Eagle, 1/4s ..... 5 15 <b>Spring Wheat</b> <b>Roy Baker</b> Golden Horn, family ..... 5 20 Golden Horn, bakers ..... 5 10 Wisconsin Rye ..... 3 80 <b>Judson Grocer Co.</b> Ceresota, 1/4s ..... 5 80 Ceresota, 1/4s ..... 5 90 Ceresota, 1/4s ..... 6 00 <b>Worden Grocer Co.</b> Wingold, 1/4s cloth ..... 6 00 Wingold, 1/4s cloth ..... 5 90 Wingold, 1/4s cloth ..... 5 80 Wingold, 1/4s paper ..... 5 85 Wingold, 1/4s paper ..... 5 80 Bakers' Patent ..... 5 65 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/4s cloth ..... 5 60 Sleepy Eye, 1/4s cloth ..... 5 50 Sleepy Eye, 1/4s cloth ..... 5 40 Sleepy Eye, 1/4s paper ..... 5 40 Sleepy Eye, 1/4s paper ..... 5 40  <b>Meal</b> Bolted ..... 3 80@4 00 Golden Granul'd ..... 3 80@4 00 <b>Wheat</b> Red ..... 1 07 White ..... 1 07 <b>Oats</b> Michigan carlots ..... 45 Less than carlots ..... 47 <b>Corn</b> Carlots ..... 68 Less than carlots ..... 70 <b>Hay</b> Carlots ..... 16 00 Less than carlots ..... 17 00 <b>Feed</b> Street Car Feed ..... 33 No. 1 Corn & Oat Feed ..... 33 Cracked corn ..... 32 Coarse corn meal ..... 32  <b>FRUIT JARS</b> Mason, pts., per gro. 4 55 Mason, pts., per gro. 4 45 Mason, 1/2 gal. per gro. 7 30 Mason, can tops, gro. 1 65  <b>GELATINE</b> Cox's, 1 doz. large ..... 1 45 Cox's, 1 doz. small ..... 90 Knox's Sparkling, doz. 1 25 Knox's Sparkling, gr. 1 25 Knox's Acid'd. doz. 1 25 Nelson's ..... 1 50 Oxford ..... 75 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90  <b>GRAIN BAGS</b> Broad Gauge ..... 18 Amoskeag ..... 19  <b>Herbs</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25	<b>HIDES AND PELTS</b> <b>Hides</b> 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  <b>Pelts</b> Old Wool ..... 60@1 25 Lambs ..... 10@ 25 Shearlings ..... 10@ 20  <b>Tallow</b> No. 1 ..... @ 5 No. 2 ..... @ 4  <b>Wool</b> Unwashed, med. .... @18 Unwashed, fine ..... @13  <b>HORSE RADISH</b> Per doz. ..... 90  <b>Jelly</b> 5lb pails, per doz. .... 2 20 15 1/2 pails, per pail ..... 48 30lb pail, per pail ..... 90  <b>JELLY GLASSES</b> 1/2 pt. in bbls., per doz. 15 1/2 pt. in bbls., per doz. 16 8 oz. capped in bbls. .... 18  <b>MAPLEINE</b> 2 oz. bottles, per doz. 3 00  <b>MINCE MEAT</b> Per case ..... 2 85  <b>MOLASSES</b> <b>New Orleans</b> 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  <b>MUSTARD</b> 1/4 lb 6 lb. box ..... 16  <b>OLIVES</b> Bulk, 1 gal. kegs 15@1 25 Bulk, 2 gal. kegs 10@1 20 Bulk, 5 gal. kegs 10@1 15 Stuffed, 5 oz. .... 90 Stuffed, 8 oz. .... 1 25 Stuffed, 14 oz. .... 2 25 Pitted (not stuffed) ..... 2 25 Manzanilla, 8 oz. .... 90 Lunch, 10 oz. .... 1 35 Lunch, 16 oz. .... 2 25 Queen, Mammoth, 19 ..... 4 25 Queen, Mammoth, 28 ..... 5 75 Olive Chow, 2 doz. cs, per doz. 2 25  <b>PICKLES</b> 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 ..... 14 50 Barrels ..... 7 75 5 gallon kegs ..... Sweet Small Barrels ..... 14 50 Half barrels ..... 8 00 5 gallon kegs ..... 3 25  <b>PIPES</b> Clay, No. 216, per box 1 75 Clay, T. D., full count 60 Cob ..... 90  <b>PLAYING CARDS</b> No. 90, Steamboat ..... 75 No. 15, Rival, assorted 1 25 No. 20, Rover, enam'd. 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin fin. 2 00 No. 808, Bicycle ..... 2 00 No. 632, Tourn't whist 2 25  <b>POTASH</b> Babbitt's, 2 doz. .... 1 75  <b>PROVISIONS</b> <b>Barreled Pork</b> 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  <b>Dry Salt Meats</b> S P Bellies ..... 14 1/2@15  <b>Lard</b> Pure in tiers ..... 11 1/2@12 Compound Lard, 8 1/2@9 80 lb. tubs ..... advance 1/4 60 lb. tubs ..... advance 1/4 50 lb. tubs ..... advance 1/4 20 lb. pails ..... advance 3/4 10 lb. pails ..... advance 3/4 5 lb. pails ..... advance 1 3 lb. pails ..... advance 1	<b>Smoked Meats</b> Hams, 12 lb. av. 17 @17 1/2 Hams, 16 lb. av. 16 1/2 @17 Hams, 18 1/2 lb. av. 16 1/2 @17 1/2 Skinned Hams ..... 18 @18 1/2 Ham, dried beef ..... 21 @22 California Hams 11 @12 Picnic Balled Hams ..... 15 Balled Hams ..... 26 1/2@27 Minced Ham ..... 13 @13 1/2 Bacon ..... 17 1/2@25  <b>Sausages</b> Bologna ..... 10 @10 1/2 Liver ..... 7 1/2@8 Frankfurt ..... 11 @11 1/2 Pork ..... 13 @14 Veal ..... 11 Tongue ..... 11 Headcheese ..... 9  <b>Beef</b> Boneless ..... 20 00@20 50 Rump, new ..... 21 00@22 00  <b>Pig's Feet</b> 1/4 bbls. .... 1 05 1/2 bbls., 40 lbs. .... 2 10 3/4 bbls. .... 4 25 1 bbl. .... 8 50  <b>Tripe</b> Kfts, 15 lbs. .... 90 1/4 bbls., 40 lbs. .... 1 60 3/4 bbls. 80 lbs. .... 3 00  <b>Casings</b> Hogs, per 1/4 ..... 35 Beef, rounds, set ..... 18@20 Beef, middles, set ..... 30@35 Sheep, per bundle ..... 80  <b>Uncolored Butterine</b> Solid Dairy ..... 12 @16 Country Rolls ..... 12 1/2@18  <b>Canned Meats</b> 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, 1/4s ..... 90 Deviled Ham, 1/4s ..... 50 Potted Tongue, 1/4s ..... 50 Potted Tongue, 1/4s ..... 90  <b>RICE</b> Fancy ..... 6 @6 1/2 Japan Style ..... 5 @5 1/2 Broken ..... 4 @4 1/2  <b>ROLLED OATS</b> Rolled Avena, bbls. .... 4 75 Steel Cut, 100 lb. sks. 2 35 Monarch, bbls. .... 4 50 Monarch, 90 lb. sacks 2 15 Quaker, 18 Regular ..... 1 45 Quaker, 20 Family ..... 4 00  <b>SALAD DRESSING</b> 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  <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer ..... 3 00 Wyandotte, 100 1/4s ..... 3 00  <b>SAL SODA</b> Granulated, bbls. .... 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1 25  <b>SALT</b> <b>Common Grades</b> 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  <b>Warsaw</b> 56 & dairy in drill bags 40 28 lb. dairy in drill bags 20  <b>Solar Rock</b> 56 lb. sacks ..... 25  <b>Common</b> Granulated, Fine ..... 1 05 Medium, Fine ..... 1 10  <b>SALT FISH</b> <b>Cod</b> Large, whole ..... @7 1/2 Small, whole ..... @7 Strips or bricks 7 1/2@10 1/2 Pollock ..... @4 1/2  <b>Halibut</b> Strips ..... 15 Chunks ..... 16  <b>Holland Herring</b> 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 Queen, bbls. .... 11 00 Queen, 1/2 bbls. .... 5 75 Queen kegs ..... 62  <b>Trout</b> No. 1, 100 lbs. .... 7 50 No. 1, 40 lbs. .... 2 25 No. 1, 10 lbs. .... 90 No. 1, 8 lbs. .... 75	<b>Mackerel</b> 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  <b>Whitefish</b> 100 lbs. .... 9 75 50 lbs. .... 5 25 10 lbs. .... 1 12 8 lbs. .... 1 22 100 lbs. .... 4 65 40 lbs. .... 2 10 10 lbs. .... 75 8 lbs. .... 65  <b>SEEDS</b> Anise ..... 14 Canary, Smyrna ..... 6 1/2 Caraway ..... 10 Cardomom, Malabar 1 20 Celery ..... 50 Hemp, Russian ..... 5 Mixed Bird ..... 5 Mustard, white ..... 8 Poppy ..... 11 Rape ..... 5 1/2  <b>SHOE BLACKING</b> Handy Box, large 3 dz. 3 50 Handy Box, small ..... 1 25 Bixby's Royal Polish ..... 85 Miller's Crown Polish ..... 85  <b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rapple in jars ..... 43  <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2  <b>SPICES</b> <b>Whole Spices</b> Allspice, Jamaica ..... 9 Allspice, large Garden 11 Cloves, Zanzibar ..... 27 Cassia, Canton ..... 14 Cassia, 5c pkg. doz. 25 Ginger, African ..... 9 1/2 Ginger, Cochin ..... 14 1/2 Mace, Penang ..... 70 Mixed, No. 1 ..... 16 1/2 Mixed, No. 2 ..... 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 70-80 ..... 30 Nutmegs, 105-110 ..... 22 Pepper, Black ..... 13 Pepper, White ..... 25 Pepper, Cayenne ..... 22 Paprika, Hungarian .....  <b>Pure Ground in Bulk</b> Allspice, Jamaica ..... 12 Cloves, Zanzibar ..... 30 Cassia, Canton ..... 12 Cassia, African ..... 18 Mace, Penang ..... 75 Nutmegs, 75-80 ..... 35 Pepper, Black ..... 15 Pepper, White ..... 35 Pepper, Cayenne ..... 24 Paprika, Hungarian ..... 45  <b>STARCH</b> <b>Corn</b> Kingsford, 40 lbs. .... 7 1/2 Muzzy, 20 lb. pkgs. 5 1/2 Muzzy, 40 lb. pkgs. .... 5 <b>Gloss</b> Kingsford ..... 7 1/2 Silver Gloss, 40 lbs. .... 6 1/2 Silver Gloss, 16 3lbs. 6 3/4 Silver Gloss, 12 6lbs. 8 1/4 <b>Muzzy</b> 48 lb. packages ..... 5 16 3lb. packages ..... 4 12 6lb. packages ..... 6 50lb. boxes ..... 3 1/2  <b>SYRUPS</b> <b>Corn</b> Barrels ..... 26 Half barrels ..... 28 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 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25  <b>TABLE SAUCES</b> Halford, large ..... 3 75 Halford, small ..... 2 25  <b>TEA</b> <b>Japan</b> 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 <b>Gunpowder</b> Moyune, medium ..... 35 Moyune, choice ..... 33 Moyune, fancy ..... 50@60 Pingsuey, medium ..... 35 Pingsuey, choice ..... 33 Pingsuey, fancy ..... 50@55	<b>Young Hyson</b> Choice ..... 30 Fancy ..... 40@50  <b>Oolong</b> Formosa, Fancy ..... 50@60 Formosa, Medium ..... 28 Formosa, Choice ..... 35  <b>English Breakfast</b> Medium ..... 25 Choice ..... 30@35 Fancy ..... 40@60  <b>India</b> Ceylon, choice ..... 30@35 Fancy ..... 45@50  <b>TOBACCO</b> <b>Fine Cut</b> Blot ..... 1 45 Bugle, 15 oz. .... 3 84 Bugle, 10c ..... 1 00 Dan Patch, 3 and 16 oz. 22 Dan Patch, 4 oz. .... 11 52 Dan Patch, 2 oz. .... 5 76 Fast Mail, 16 oz. .... 7 80 Hiawatha, 16 oz. .... 60 Hiawatha, 5c ..... 5 40 May Flower, 16 oz. .... 9 36 No Limit, 8 oz. .... 1 80 No Limit, 16 oz. .... 3 60 Ojibwa, 8 and 16 oz. .... 3 40 Ojibwa, 10c ..... 11 10 Ojibwa, 5c ..... 1 85 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 3 90 Peach and Honey, 5c 5 76 Red Bell, 16 oz. .... 3 96 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 ..... 9 56 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, 1/2 lb. foil 2 25 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 30 Sweet Mist, 8 oz. .... 11 10 Sweet Mist, 5c ..... 5 76 Telegram, 5c ..... 6 00 Tiger, 5c ..... 6 00 Tiger, 25c cans ..... 2 35 Uncle Daniel, 1 lb ..... 6 60 Uncle Daniel, 1 oz. .... 5 22  <b>Plug</b> 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 Axe ..... 32 Bracer, 8 and 12 lb. 30 Big Four, 6 and 16 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. .... 41 Climax, 7 oz. .... 41 Days' Work, 7 & 14 lb. 62 Creme de Menthe ..... 28 Derby, 5 lb. boxes ..... 65 5 Bros., 4 lb. .... 65 Four Roses, 10c ..... 90 Gilt Edge, 2 lb. .... 50 Gold Rope, 6 & 12 lb. 58 Gold Rope, 4 & 8 lb. 58 G. O. P., 12 & 24 lb. .... 40 Granger, Twist, 6 lb. .... 48 G. T. W., 10lb & 21 lb 36 Horse 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. .... 48 Kismet, 6 lb. .... 45 Maple Dyp, 20 oz. .... 25 Merry Widow, 12lb. .... 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. .... 35 Patterson's Nat. Leaf 96 Peachey, 6-12 & 24 lb. 40 Picnic Twist, 5 lb. .... 45 Piper Hedsick, 4 & 7 lb. 69 Piper Hedsick, per doz. 66 Polo, 3 doz., per doz. 48 Redcut, 1 1/2 oz. .... 38 Scrapple, 2 & 4 doz. .... 38 Sherry Cobbler, 8 oz. .... 32 Spear Head, 12 oz. .... 44 Spear Head, 14 1/2 oz. 47 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  <b>Scrap</b> All Red, 5c ..... 5 76 Am. Union Scrap ..... 5 40 Bag Pipe, 5c ..... 5 88 Cutlas, 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 20 Old Songs, 5c ..... 5 76 Old Times, 1/4 gro. .... 5 50 Polar Bear, 5c, 1/4 gro. 5 76 Red Band, 5c 1/4 gro. 5 76 Red Man Scrap 5c ..... 1 42

## SPECIAL PRICE CURRENT

12

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

## Smoking

All Leaf, 2 1/4 & 7 oz. 30  
 BB, 3 1/2 oz. .... 6 00  
 BB, 7 oz. .... 12 00  
 BB, 14 oz. .... 24 00  
 Bagdad, 10c tins ..... 11 52  
 Badger, 3 oz. .... 5 04  
 Badger, 7 oz. .... 11 52  
 Banner, 5c ..... 5 76  
 Banner, 8 oz. .... 3 20  
 Banner, 16 oz. .... 3 20  
 Belwood, Mixture, 10c 94  
 Big Chief, 2 1/4 oz. .... 6 30  
 Bull Durham, 5c ..... 5 85  
 Bull Durham, 10c ..... 11 52  
 Bull Durham, 15c ..... 17 28  
 Bull Durham, 8 oz. .... 3 60  
 Bull Durham, 16 oz. .... 6 72  
 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 ..... 6 00  
 Brotherhood, 5c ..... 5 95  
 Brotherhood, 10c ..... 11 00  
 Brotherhood, 16 oz. .... 3 30  
 Carnival, 5c ..... 5 70  
 Carnival, 1 1/2 oz. .... 3 30  
 Carnival, 16 oz. .... 40  
 Cigar Clip's Johnson 30  
 Cigar Clip's Seymour 30  
 Identity, 3 & 16 oz. .... 30  
 Darby Cigar Cuttings 4 50  
 Continental Cubes, 10c 90  
 Corn Cake, 14 oz. .... 2 55  
 Corn Cake, 7 oz. .... 1 45  
 Corn Cake, 5c ..... 5 76  
 Cream, 50c pails ..... 4 70  
 Cuban Star, 5c foil ..... 3 72  
 Cuban Star, 16 oz pails 30  
 Chips, 10c ..... 10 20  
 Dills Best, 1 1/2 oz. .... 7 90  
 Dills Best, 3 1/2 oz. .... 7 70  
 Dills Best, 16 oz. .... 7 30  
 Dixie Kid, 5c ..... 4 48  
 Duke's Mix, 5c ..... 5 76  
 Duke's Mix, 10c ..... 11 52  
 Duke's Cameo, 5c ..... 5 76  
 Drum, 5c ..... 5 04  
 F. R. A. 4 oz. .... 11 52  
 Fashion, 5c ..... 6 00  
 Fashion, 16 oz. .... 5 28  
 Five Bros., 5c ..... 5 76  
 Five Bros., 10c ..... 10 53  
 Five cent cut Plug ..... 29  
 F O B 10c ..... 11 50  
 Four Roses, 10c ..... 90  
 Full Dress, 1 1/2 oz. .... 4 48  
 Glad Hand, 5c ..... 11 88  
 Gold Block, 10c ..... 11 88  
 Gold Star, 50c pail ..... 4 70  
 Gail & Ax Navy, 5c ..... 5 76  
 Growler, 5c ..... 4 42  
 Growler, 10c ..... 94  
 Growler, 20c ..... 1 85  
 Giant, 5c ..... 5 76  
 Giant, 16 oz. .... 3 30  
 Hand Made, 2 1/2 oz. .... 4 48  
 Hazel Nut, 5c ..... 5 76  
 Honey Dew, 1 1/2 oz. .... 40  
 Hunting, 5c ..... 50  
 I X L, 5c ..... 6 10  
 I X L, 16 in pails ..... 32  
 Just Suits, 5c ..... 6 00  
 Just Suits, 10c ..... 11 88  
 Kiln Dried, 25c ..... 2 45  
 King Bird, 7 oz ..... 11 52  
 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. .... 38  
 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  
 Neon Hour, 5c ..... 1 44  
 Old Colony, 1-12 gro. 11 52  
 Old Mill, 5c ..... 5 76  
 Old English Curve 1 1/2 oz 96  
 Old Crop, 5c ..... 5 76  
 Old Crop, 25c ..... 20  
 P. S., 8 oz. 30 lb. cs. 19  
 P. S., 3 oz., per gro. 5 70  
 Pat Hand, 1 oz. .... 63  
 Patterson Seal, 1 1/2 oz. .... 48  
 Patterson Seal, 3 oz. .... 96  
 Patterson Seal, 16 oz. 5 00  
 Peerless, 5c ..... 5 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 ..... 1 00  
 Plow Boy, 14 oz. .... 4 70  
 Pedro, 10c ..... 11 93  
 Pride of Virginia, 1 1/2 77  
 Pilot, 5c ..... 5 76

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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 Tip Top, 5c ..... 50  
 Sweet Tip top, 10c ..... 1 00  
 Sweet Tips, 1 1/2 gro. .... 10 08  
 Sun Cured, 10c ..... 88  
 Summer Time, 5c ..... 5 76  
 Summer Time, 7 oz. .... 1 65  
 Summer Time, 14 oz. 3 50  
 Standard, 5c foil ..... 5 76  
 Standard, 5c paper ..... 6 24  
 Standard, 10c paper ..... 8 64  
 Seal N. C., 1 1/2 cut plug 70  
 Seal N. C. 1 1/2 Gran. 63  
 Three Feathers, 1 oz. .... 48  
 Three Feathers, 10c 11 52  
 Three Feathers, 2 1/2 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 ..... 1 90  
 Tuxedo, 80c tins ..... 7 45  
 Twin Oaks, 10c ..... 96  
 Union Leader, 50c ..... 5 06  
 Union Leader 25c ..... 2 25  
 Union Leader, 10c ..... 11 60  
 Union Leader, 5c ..... 5 95  
 Union Workman, 1 1/2 5 76  
 Uncle Sam, 10c ..... 10 80  
 U. S. Marine, 5c ..... 6 00  
 Van Bibber, 2 oz. tin ..... 88  
 Velvet, 5c pouch ..... 48  
 Velvet, 10c tin ..... 96  
 Velvet, 8 oz. tin ..... 3 84  
 Velvet, 16 oz. can ..... 7 68  
 Velvet, combination cs. 5 75  
 War Path, 5c ..... 5 85  
 War Path, 8 oz. .... 1 60  
 Wave Line, 16 oz. .... 40  
 Way up, 2 1/2 oz. .... 5 75  
 Way up, 16 oz. pails 31  
 Wild Fruit, 5c ..... 5 76  
 Wild Fruit, 10c ..... 11 52  
 Yum Yum, 5c ..... 6 09  
 Yum Yum, 10c ..... 11 52  
 Yum Yum, 1 lb. doz. 4 80

## TWINE

Cotton, 3 ply ..... 22  
 Cotton, 4 ply ..... 22  
 Jute, 2 ply ..... 14  
 Hemp, 6 ply ..... 13  
 Flax, medium ..... 24  
 Wool, 1 lb. bales ..... 6

## VINEGAR

White Wine, 40 grain 8 1/2  
 White Wine, 80 grain 11 1/2  
 White Wine, 100 grain 13  
 Oakland Vinegar & Pickle  
 Co.'s Brands.  
 Highland apple cider .18  
 Oakland apple cider .13  
 State Seal sugar .11  
 Oakland white pickling 10  
 Packages free.

## WICKING

No. 0, per gross ..... 30  
 No. 1, per gross ..... 50  
 No. 2, per gross ..... 50  
 No. 3, per gross ..... 75

## WOODENWARE

Baskets  
 Bushels, wide band ..... 1 00  
 Bushels, wide band ..... 1 15  
 Market ..... 40  
 Splint, large ..... 3 50  
 Splint, medium ..... 3 00  
 Splint, small ..... 2 75  
 Willow, Clothes, large 8 25  
 Willow, Clothes, small 6 75  
 Willow, Clothes, me'm 7 50  
 Butter Plates  
 Ovals  
 1 1/2 lb., 250 in crate ..... 30  
 1 1/2 lb., 250 in crate ..... 30  
 1 lb., 250 in crate ..... 35  
 2 lb., 250 in crate ..... 65  
 5 lb., 250 in crate ..... 85  
 Wire End  
 1 lb., 250 in crate ..... 35  
 2 lb., 250 in crate ..... 45  
 3 lb., 250 in crate ..... 55  
 5 lb., 250 in crate ..... 65  
 Churns  
 Barrel, 5 gal., each ..... 2 40  
 Barrel, 10 gal., each ..... 2 55  
 Clothes Pins  
 Round Head.

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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 ..... 225  
 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 40  
 Fibre ..... 2 40  
 10 qt. Galvanized ..... 1 70  
 12 qt. Galvanized ..... 1 90  
 14 qt. Galvanized ..... 2 10  
 Toothpicks  
 Birch, 100 packages ..... 2 00  
 Ideal ..... 85  
 Traps  
 Mouse, wood, 2 holes 22  
 Mouse, wood, 4 holes 45  
 Mouse, wood, 6 holes 70  
 Mouse, tin, 5 holes ..... 65  
 Rat, wood ..... 80  
 Rat, spring ..... 75  
 Tubs  
 20-in. Standard, No. 1 7 50  
 18-in. Standard, No. 2 6 50  
 16-in. Standard, No. 3 5 50  
 20-in. Cable, No. 1 ..... 8 00  
 18-in. Cable, No. 2 ..... 7 00  
 16-in. Cable, No. 3 ..... 6 00  
 No. 1 Fibre ..... 10 25  
 No. 2 Fibre ..... 9 25  
 No. 3 Fibre ..... 8 25  
 Large Galvanized ..... 5 75  
 Medium Galvanized ..... 5 00  
 Small Galvanized ..... 4 25  
 Washboards  
 Bronze Globe ..... 2 50  
 Dewey ..... 1 75  
 Double Acme ..... 3 75  
 Single Acme ..... 3 15  
 Double Peerless ..... 3 75  
 Single Peerless ..... 3 25  
 Northern Queen ..... 3 25  
 Double Duplex ..... 3 00  
 Good Luck ..... 2 75  
 Universal ..... 3 15  
 Window Cleaners  
 12 in. .... 1 65  
 14 in. .... 1 85  
 16 in. .... 2 30  
 Wood Bowls  
 13 in. Butter ..... 1 50  
 15 in. Butter ..... 2 00  
 17 in. Butter ..... 3 75  
 19 in. Butter ..... 6 00  
 Assorted, 13-15-17 ..... 3 00  
 Assorted, 15-17-19 ..... 4 25  
 WRAPPING PAPER  
 Common Straw ..... 2  
 Fibre Manila, white ..... 3  
 Fibre Manila, colored 4  
 No. 1 Manila ..... 4  
 Cream Manila ..... 3  
 Butchers' Manila ..... 2 1/2  
 Wax Butter, short 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. .... 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

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## 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



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



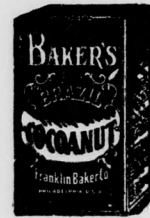
White House, 1 lb. ....  
 White House, 2lb .....  
 Excelsior, Blend, 1lb .....  
 Excelsior, Blend, 2lb .....  
 Tip Top, Blend, 1lb .....  
 Royal Blend .....  
 Royal High Grade .....  
 Superior Blend .....

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

## COCOANUT

Baker's Brazil Shredded

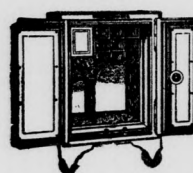


10 5c pkgs., per case 2 60  
 26 10c pkg., per case 2 60  
 16 10c and 33 5c pkgs.,  
 per case ..... 2 60



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

## SAFES



Full line of fire and burglar  
 proof safes kept in

17

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



The only  
 5c  
 Cleanser  
 Guaranteed to  
 equal the  
 best 10c kinds  
 80 - CANS - \$2.80

## SOAP

Lautz Bros' &amp; 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 15  
 German Mottled 25 bx 3 05  
 Marseilles, 100 cakes ..... 3 00  
 Marseilles, 100 cks. 5c 4 00  
 Marseilles, 100 ck toil 4 00  
 Marseilles 1/2 box toil 2 10

Proctor &amp; Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Whisley

Good Cheer ..... 4 00  
 Old Country ..... 2 40

## Soap Powders

Snow Boy, 24s family  
 size ..... 3 75  
 Snow Boy, 60 ss ..... 2 40  
 Snow Boy, 100 ss ..... 3 75  
 Gold Dust, 24 large ..... 4 50  
 Gold Dust, 100 ss ..... 4 00  
 Kirkline, 24 4th ..... 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 XXXX ..... 4 25  
 Rub-No-More ..... 3 85  
 Nine O'clock ..... 3 30

## Scouring

Enoch Morgan's Sons

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



We Manufacture

Public Seating

Exclusively



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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Grocery stock and fixtures. Invoice about \$3000. Low rent, no better location Southern Michigan, 3,000 population. Division point railroad center, good farming district, very attractive opportunity. Doing good business. Address No. 207, care Michigan Tradesman. 207

\$30,259 stock of clothing, shoes, men's furnishings and notions, also two-story solid brick building, worth \$9,000. All clear, to exchange for a good farm or timber lands. Please do not answer unless you have farms that are clear. Address P. O. Box 493, New London, Wis., where stock is located. 206

320 acres nice level black land, trade for merchandise. Geo. V. Smith, 158 No. Market, Wichita, Kansas. 199

Cash for your business or property. I bring buyers and sellers together. Business places, and real estate bought, sold and exchanged. If you want to get into or out of business, write me. I have farms that can be exchanged for stores and stores that can be traded for real estate. I have cash buyers looking for openings and business places for sale. Let me know your requirements. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 198

For Sale—Furniture and undertaking business; good reasons for selling. Address W. 80, care Tradesman. 205

For Sale—Pair Dayton scales, cost \$100, sell for \$60. Also fine American account register, 100 accounts. Good as new, \$30. J. Ariss & Son, Box 214, Remus, Michigan. 204

Merchandise of all kinds bought for cash. Sales strictly confidential. Detroit Mercantile Co., 345 Gratiot Ave, Detroit, Mich. 215

For Rent—At Elmira, Mich., large light double store. \$15 month, with gas, furnace, shelving, tables, living rooms. A. W. Stein, Fenton, Mich. 214

Store building for sale. Stock of general merchandise, valuation about \$7,000, for cash. Particulars write or call on Grant McKee, Viola, Mo. 210

Established plumbing, steam-fitting and tinning business, annual sales about \$20,000; good location, plenty of storage room, low rental. Owner large contractor and cannot give this business personal attention. Sell at inventory, about \$4,500. Might sell half interest to experienced man capable of taking charge. The Russell Real Estate Co., Ogdensburg, N. Y. 209

For Sale—A good tailoring, clothing and furnishing business in one of the best Western Pennsylvania towns, population 7,000. Reason for selling, sickness. Address J. B. Bedard, St. Marys, Pa. 208

Grocery—A bargain in first-class grocery in one of the best Oklahoma towns; about \$1,800 will handle. Address Box 51, Vinita, Okla. 201

For Sale—\$18,000 stock of dry goods, carpets, rugs, linoleums and ready-to-wear goods in a good live town of 7,000 in Western Michigan. Stock is in good condition. Double store, 45 x 90 and 24 x 110. Rent for entire building, two floors, \$75 or \$60 for main part. Can reduce to \$12,000 or less. Will sell at \$5c of invoice if taken soon. Death of owner reason for selling. No trades considered. Address No. 200, care Tradesman. 200

To Exchange—Fine 160 acre Noble county, Oklahoma farm; this is extra good land; price \$50 per acre; \$3,000 incumbrance. What have you to offer in exchange for the equity? Will give you a good bargain. Address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 203

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

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

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—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—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

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

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

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—Royal meat chopper, 1/4 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. 197

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

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

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

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

For Sale—Grocery and general store. New and growing town on P. M. railroad, Manistee county, Michigan. \$6,500 for stock and buildings. Stock for cash and building on time if desired, or will rent building. Good established business. Groceries, dry goods, notions, shoes, clothing, drugs, tobacco, flour, feed. Splendid opportunity for right man. Address R. O. Johnson, 1250 First National Bank Bldg., Chicago. 139

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

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—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

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

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, bath 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 L. Stephenson Co., Wells, Delta County, Michigan. 78

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

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

For Sale—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

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

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

## HELP WANTED.

Wanted—Experienced lady to assist in art goods and jewelry departments at Ottawa Beach and Grand Haven. Address Yared Oriental Bazaar. 202

Wanted—Young man with dry goods experience. Good opportunity for the right young fellow in one of the most progressive stores in Michigan. Kindly state experience, age, etc., and salary wanted. Address No. 212, care Tradesman. 212

Dry goods man wanted. Man with family and regular habits. Wanted to act as assistant manager in dry goods department of a good busy store. Address No. 213, care Tradesman. 213

Wanted—Man with a general store experience and competent to take charge of store if necessary. Address No. 211, care Tradesman. 211

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—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 reducing stocks of merchandise. For dates and information write to Henry Noring, Auctioneer, Reedsburg, Wis. 115

## Vicious Misuse of Parcel Post.

Some merchants, inspired by certain jobbers who should know better, are using parcel post as a means of selling articles they should carry in stock.

This is a vicious misuse of parcel post.

It is full of peril to the retailer and loaded with profit for the retail mail order houses.

That any jobber would display such an amazing indifference to the future as to make a bid for this sort of trade is something hardly believable.

Yet they are. Some even are sending out small catalogues listing articles they will send direct to the consumer, if the merchant so orders.

Now, what is all this but the same old evil under a different name—the evil that merchants in small towns have been fighting ever since retail mail order began to grow. We mean the evil of consumers ordering goods by mail instead of depending on the store which pays the retailer his profit and makes him his living.

Why should any merchant want his customers to receive things from another concern by mail?

He gets his profit on the transaction, of course. But each small gain means a much greater loss. With each sale of this kind, he gradually loses his hold on the customer. Each succeeding mail sale profit gives his store another body blow. From this kind of mail buying, it is only a step to retail mail order buying. And no merchant will admit he wants his customers to buy from R. M. O. houses.

But what of the jobbers who encourage the retailers in this rank heresy?

Does it not seem almost equivalent to an admission on their part, at least in their own minds, that the retail store as such is doomed, that the small town is on its last legs, and that the retail mail order method of doing things is, after all, the right one? Their tactics remind one of the words, "Eat, drink and be merry, for to-morrow ye die." Their parcel post selling campaign would almost imply an intention to get all they can while the retail store is still a factor in business life.

We believe in the future of the retail store. It will grow as the years go on—if it is conducted as a retail store and does not seek after strange gods in the way of mail order trade.

The merchant who conducts the right kind of store, has for sale what the people have a right to expect in a store, lets the people know what he has for sale, and sells the goods in the store—he need have no fear of retail mail order.

Getting people into the store is and will be the salvation of the retailer.

This parcel post direct-to-the-consumer idea pulls hard in the opposite direction.

## NEW YORK MARKET.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, June 16—The utmost demoralization prevails in the coffee market, both the spot and option. Consternation prevails among buyers and the losses sustained within a few weeks are appalling. Some predict 10c and even 9c for Santos No. 4s. At the moment the quotation is 11 $\frac{3}{4}$ @11 $\frac{1}{2}$ c. Rio No. 7s, 9.60@9.70c. In store and afloat there are 1,779,800 bags, against 2,100,568 bags at the same time last year. Mild grades are dull and probably some shading would be made. Good Cucuta, 12 $\frac{1}{4}$ c.

With chaos in the coffee trade, there seems to be a better feeling among the tea men and a fairly steady volume of orders has been received. There is plenty of room for improvement and meantime the "boys" are taking to the woods and the seashore.

The advance of sugar to 4.30 sent in a lot of orders which perhaps would not have come had there been a decline of as many points. Granulated is about  $\frac{3}{4}$ c below a year ago.

Rice is quiet and prices are steady. Orders have been mostly for small lots. Quotations are practically as at last report—53 $\frac{3}{4}$ c for prime domestic and 5 $\frac{1}{2}$ c for choice.

Molasses is mighty quiet, as might be expected during this heated term. Stocks are moderate. Good to prime, 35@40c.

In canned foods there is, apparently, a stronger and better feeling all around. The rate generally made for tomatoes is 82 $\frac{1}{2}$ c, f. o. b. factory, and at this figure some good sales are reported. There is something of a scarcity of 50c corn. String beans are in good jobbing demand and other lines are selling with more freedom than for some time.

Butter is quiet. Creamery specials, 28 $\frac{3}{4}$ c; firsts, 27 $\frac{1}{2}$ @28c; imitation creamery, 24 $\frac{1}{2}$ @25c; factory 23 $\frac{1}{2}$ @24c.

Cheese is quiet, with a good deal being put in storage. Whole milk, 14 $\frac{3}{4}$ c.

Eggs are steady for desirable stock. There is a great supply just a little "under" and this works off for 17@20c. Best, 17@24c.

## Manufacturing Matters.

Detroit—The Bellevue Furnace Co. has increased its capital stock from \$35,000 to \$50,000.

Detroit—The Universal Metal Products Co. has changed its name to the Universal Metal Co.

Comstock—The plant of the W. T. Davis Co., machinists, was destroyed by fire June 12. Loss about \$8,000.

Detroit—The Detroit Lead Pipe & Sheet Lead Works has changed its name to the Detroit Lead Pipe Works.

Alanson—The Hinkley Handle Co. has engaged in business with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Escanaba—The Ladoga Timber Co. has been organized with an authorized capitalization of \$10,000, of which

\$5,000 has been subscribed and paid in in property.

Kalamazoo—The Resteasy Bedding Co. is erecting a two-story building, 30x75 feet on Ranson street, which they will occupy with their stock of beds and bed supplies.

Hartford—The Hartford Steam Bakery, operated by F. G. Swartz, has been closed by the Hubbard Portable Oven Co., of Chicago, who hold a chattel mortgage on the oven.

Detroit—The Automatic Lamp Control & Accessory Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Jackson—The Melling-Northrup Co. has engaged in the general machine shop business with an authorized capital stock of \$11,400, all of which has been subscribed and paid in in property.

Detroit—A new company has been organized under the name of the Deadlock Elevator Co., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Detroit—The John J. Brown & Sons Boiler Co. has been incorporated with an authorized capital stock of \$100,000, which has been subscribed, \$101.80 being paid in in cash and \$99,898.20 in property.

Detroit—The Gypsite Fire Proofing Co. has been incorporated with an authorized capital stock of \$12,500 common and \$7,500 preferred, \$17,500 of which has been subscribed, \$5,000 being paid in in cash and \$12,500 in property.

Marshall—The Detroit Trust Company has filed a petition in the Circuit Court asking that the bid of \$1,600 made by Frank M. French, of this city, for the lands and buildings of the New Process Steel Co., be confirmed by the court.

Detroit—The John J. Brown & Sons Boiler Co. has been incorporated to manufacture, repair and sell steam boilers and all materials incident thereto, with an authorized capital stock of \$100,000, which has been subscribed, \$101.80 being paid in in cash and \$99,998.20 in property.

Detroit—The Anguish Manufacturing has engaged in business to manufacture and deal in automobile parts, accessories and equipment, metal stamping, die and tool work, etc., with an authorized capital stock of \$50,000 common and \$30,000 preferred, of which \$47,630 has been subscribed, \$5,157 being paid in in cash and \$42,473 in property.

## The Retailer Is Still Here.

The dismal prediction of those who said that parcel post would knock out the retailer in the country town will not be realized.

The country town and the country store will be on the job in this country for many years to come.

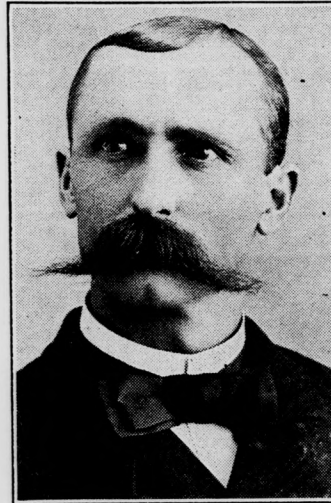
The retail merchants have taken hold of the parcel post situation and are getting out of it the good it has for them.

It has some good features and some bad ones, but that is the way with everything in this life.

## Retires From Trade After Twenty-Nine Years.

Caledonia, June 17—C. F. Beeler, who has been engaged in the drug business here for twenty-nine consecutive years, has sold his stock to W. D. Day, of Galesburg, who has had twenty-one years experience in the drug business.

Conrad F. Beeler was born near Freeport, October 26, 1858, and attended the district schools before taking two years of college work at Berea, Ohio, followed later by a course at the Grand Rapids Business College. After several years engaged in



C. F. Beeler

teaching he turned his attention to pharmacy and on April, 10, 1884, with Wm. Nagler purchased the drug store in this village of Cornelius Crawford. This firm lasted six years and at the end of that time Mr. Nagler located at Howard City, Mr. Beeler continuing the business here. Close application to business prevented him from taking any active part in politics, although he has held several village offices. He will now devote his time to leisure and probably visit distant parts of the country which he has not had time to do before.

W. D. Day was born at Belding, Ionia county, July 31, 1870. He attended the local school and high school at Belding, and for several years clerked in a drug store at that place. While there he passed the State Board examination in 1891. For eight years he was located at Coral, where he clerked and later bought out the proprietor. He has been a successful druggist in many Michigan towns, the last being at Galesburg. For the last two years he has been in the West.

Fred Marley who has worked for Mr. Beeler for some time will continue in the employ of Mr. Day.

## Strong Parents Needed.

Little Walter's Sunday school teacher recently made some remarks concerning the advisability of early baptism.

"I hope," she said, "all the children in this class have been baptized so that you can join the church early."

When Walter got home he asked

his mother whether he had ever been baptized.

"No, dear, you haven't, she replied.

"Why not?" he demanded.

"Well, there's no particular reason. We have just neglected it."

"Can't I ever be baptized now?"

"Of course you can."

"Did you ever see a boy as big as me gettin baptized?"

"Yes."

"Does older boys than me ever get baptized?"

"Of course. People often get baptized after they are grown up."

"Gee!" Walter exclaimed, after he had thought the matter over a moment; "how can their parents hold them up for the minister to wet their heads?"

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

Buffalo, June 18—Creamery butter, fresh, 25@28c; dairy, 23@26c; poor to good, all kinds, 18@22c.

Cheese—Fancy, old 17c; choice, 15@16c; new choice 14 $\frac{1}{2}$ @15c; poor to common, 10@15c.

Eggs—Choice, fresh candled, 21c; at mark 19 $\frac{1}{2}$ @20c.

Poultry (live)—Turkeys, 14@15c; cox, 12@13c; fowls, 17@18c; springs, 28@30c; ducks, 16@20c.

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

Potatoes—40c per bu.

Rea & Witzig.

Lowell—A pure food inspector came to Lowell Tuesday and, as a result, Fashbaugh & Jones paid a fine of \$25 and costs for using sulphite in their hamburg steaks. According to the story told Judge Andrews, before whom they were taken, they were using the sulphite under the supposition that it was entirely harmless. The stuff bore a label carrying out their contention, and they also stated that they had sent a sample to the State Analyst some time ago for analysis, but, instead of notifying them to desist in using it, prosecution was ordered and the visit of the inspector Tuesday was for that purpose.

Ishpeming—A. W. Myers, President of the A. W. Myers Mercantile Co., recently received a \$50 bill, wrapped in a newspaper clipping, through the mail. A note, written in a disguised hand, accompanied the money, but neither Mr. Myers nor any of the employees of the company could tell why the money was sent, or who wrote the note. Mr. Myers believes that the \$50 is either conscience money or that it was sent by some one who owes an account at the store. The letter was mailed in Ishpeming.

## BUSINESS CHANCES.

## SPECIAL SALES.

Let us do a season's business at a profit for you in a ten days' sale. Write for date and terms. A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 217

For Sale—Shoe store in thrifty manufacturing city of five thousand people. Established fifteen years. Yearly sales, \$20,000. Stock inventories about \$3,000. Reason for selling, death of owner. Address No. 216, care Michigan Tradesman. 216

For Sale or Trade—European hotel and restaurant, fully equipped and doing a good business; 18 rooms; best location. Investigate. Owner leaving account health. Bert Price, Lafayette, Indiana. 218



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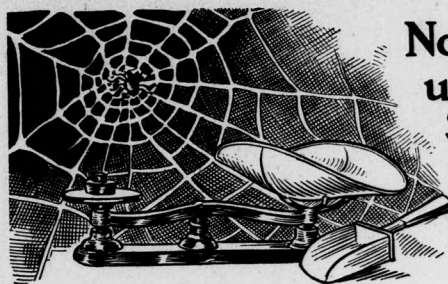
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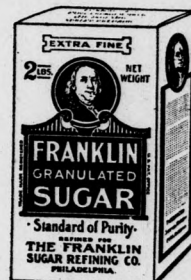
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Weighing sugar, putting it in bags, losing by waste of time, overweight and cost of bags and string used eats up all the profit of selling sugar. In fact, the grocer who follows such old-fashioned methods loses money. No wonder the sale of FRANKLIN 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.

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"Your customers know FRANKLIN CARTON SUGAR means CLEAN sugar"

# Use Your Head Instead of Your Shoulders

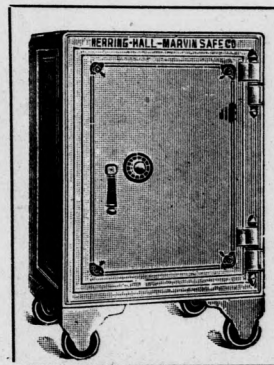


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—W. L. Brownell.

A man in business if he would be successful must use his head. In some men's heads the bump of caution is more fully developed than in others. Every business man whose bump of caution is normal realizes that he is running a great risk when he leaves his books of account on a shelf or under the counter when he locks up his store at night.

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**GRAND RAPIDS SAFE CO.** *Tradesman Bldg., Grand Rapids, Mich.*



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