

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 25, 1913

Number 1553

Once in a While

Once in a while the sun shines out,
And the arching skies are a perfect blue;
Once in a while mid clouds of doubt
Hope's brightest stars come peeping through.
Our paths lead down by the meadows fair,
Where the sweetest blossoms nod and smile,
And we lay down our cross of care
Once in a while.

Once in a while within our own
We clasp the hand of a steadfast friend,
Once in a while we hear a tone
Of love with the heart's own voice to blend;
And the dearest of all our dreams come true,
And on life's way is a golden mile,
Each thirsting flower is kissed with dew.
Once in a while.

Once in a while in the desert sand
We find a spot of the fairest green;
Once in a while from where we stand
The hills of Paradise are seen,
And a perfect joy in our hearts we hold—
A joy that the world cannot defile;
We trade earth's dross for the purest gold,
Once in a while.

Nixon Waterman.

The Old Town

My friend, have you heard of the town that lies
On the banks of the river Slow?
You have only to fold your hands and glide
Down the slope of weak-will's slippery side,
And quickly there you'll go.

The town is as old as the human race,
And it grows with the flight of years;
It is rapt in the fog of idler's dreams,
Its streets are paved with discarded schemes
And sprinkled with useless tears.

The Power of Prayer

More things are wrought by prayer
Than this world dreams of. Wherefore let thy voice
Rise like a fountain for me night and day.
For what are men better than sheep and goats
That nourish a blind life within the brain,
If, knowing God, they lift not hands of prayer
Both for themselves and those who call them friend?
For so the whole round earth is every way
Bound by golden chains about the feet of God.

Alfred Tennyson.


WHEN YOU SEE

THE
SIGN OF  GOOD
CANDY

"DOUBLE A"

Remember it came from

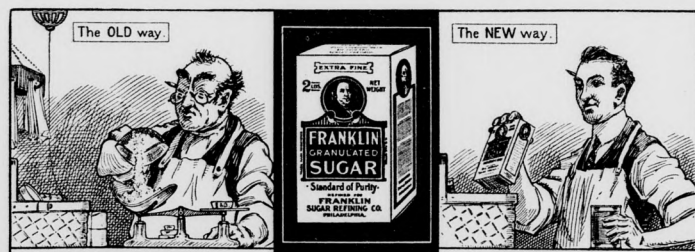
The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.

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



JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS



FRANKLIN CARTON SUGAR IS A LABOR SAVER

Grocers of to-day realize that they must work hard enough without doing anything that is not absolutely necessary, so they welcome the FRANKLIN CARTON which takes all the work out of retailing sugar. FRANKLIN CARTON SUGAR is READY TO SELL WHEN YOU GET IT; there's no weighing, no wrapping or tying. It saves you the cost of bags and time and prevents loss by overweight. Use the time you would take for putting sugar in bags to make a display of the neat blue FRANKLIN CARTONS; they'll sell, because FRANKLIN CARTON SUGAR is well known to the public.

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

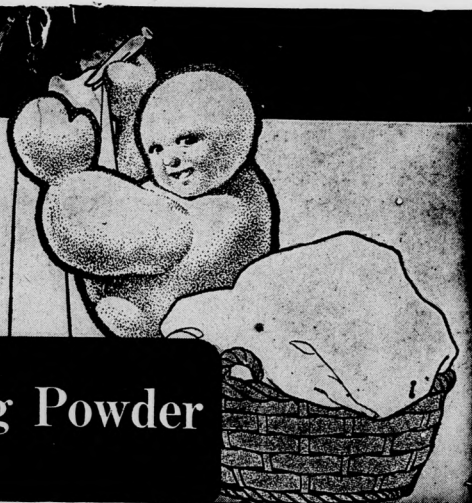
THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA, PA.

"Your customers know FRANKLIN CARTON SUGAR
is CLEAN sugar."

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

Lautz **Snow Boy** Washing Powder

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



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Thirtieth Year

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THE LOSS ON STRAWBERRIES.

City folks are quite inclined to laugh when the report comes from the rural districts that the peach or the strawberry or some other crop has been killed by a winter freeze or damaged by a late frost. Perhaps this is because such reports have so many times been followed by bumper crops that they regard it as the usual false alarm and see in the scare that has been given their rural cousin something to laugh at. If the city folks realized what the failure of any particular crop really meant, not only to the farmer but to the city as well, instead of making merry over the alarms that are sounded, they, too, would be nervous and afraid. This season we have a failure in the strawberry crop. The early prospects were most favorable for a berry crop that would beat the records. Just as the vines were in full bloom came the May freeze. That temperature went down into the 20s. It wasn't a frost such as may come any time in late May, but it was a dead cold, followed by dry weather and bright sunshine. The strawberry bloom was frozen—the crop was gone. The city folks in May may have wondered how this concerned them, and in June they are finding out. A year ago strawberries of the finest quality were selling on the market at 60 cents to \$1 a crate and car lot shipments were being sent out of town. This year berries of very inferior quality are selling at \$1.75 to \$2.50 a crate and are hard to get even at that figure. Those who live in the city have had to pay double or more for such berries or they have had to go without. The May freeze was general throughout the State and it has not been possible to ship in berries to supply the local demand.

The freeze was a disaster to the farmer to even a greater degree than to the city. A full crop of berries would have meant a turn over in this district alone of approximately \$100,000, even at the low prices that prevail when berries are plenty. The crop this year, it is estimated, will scarcely reach a value of \$15,000, even though the prices are almost out of sight. Last year one of the

Walker township growers, with a seven acre patch, brought in from 200 to 300 cases daily for two weeks with a cash return of from \$150 to \$250 a day. This season he is bringing in 10 to 20 crates a day and about one week will clean him up. This is but a single instance. There are others just like it in varying degrees in all the country tributary to Grand Rapids. The farmers have lost out on one of their most profitable small crops and this will mean that they will have just so much less money to spend.

Last year the Michigan peach crop was a total failure, and it is estimated that it cost the State at least a million dollars. The farmers were first hit by the disaster, but during the fall and winter and spring it reached the city merchants, the banks and everybody. The fact is the failure of any of our crops is just as much a disaster to the city as to the country, and when city folks realize this, instead of smiling when the report comes of frost or freeze, they will get down on their marrow bones with the farmers to pray that the Lord may spare them.

PRESIDENT'S PREDICAMENT.

President Wilson's announcement that he will sign the Sundry Civil Appropriation bill, with the proviso that no part of the money appropriated for the enforcement of the anti-trust law shall be spent in the prosecution of labor combinations of farmers' associations, however clearly they may violate that statute, cannot be made to look honorable by any apology or explanation, however smooth or plausible. It is true that the bill makes many appropriations of funds for different branches of the public service and that they will be needed for the fiscal year beginning July 1. It is true that the obnoxious proviso, which President Taft in vetoing the bill characterized as "vicious class legislation," does not change the anti-trust law or directly exempt labor organizations or farmers' alliances from its operation. It may be true that other funds at the command of the Department of Justice can be used for prosecuting such combinations if occasion should arise.

To fall back upon such pleas is sheer evasion of a responsibility to express disapproval of the violation of a vital principle of our Government in the most direct and effective way. The President says that he disapproves of it and that he intends to see that the laws are faithfully executed, as he has sworn to do. But he knows what the intent of this proviso injected into the appropriation bill was, and in signing the bill he gives it his official approval. After

doing so, to use other funds for the prosecution of those whom it was intended to exempt, would be construed as an act of bad faith, and there is not the least reason for believing that it would be done.

As for the serious matter of failing to make appropriations for many important purposes before the new fiscal year opens, Congress has power to make deficiency and emergency appropriations for the period of delay in getting the full bill through; but it did not need to take long to strike out this proviso of less than a dozen lines and repass the bill, and the President himself has wasted considerable time in hesitation. Besides, Congress has been in session since the middle of April and he had plenty of time when this bill was in the hands of the committee in the House to express his disapproval of the pernicious proviso. If he had done so, there is little doubt that it would have been eliminated before the bill was reported and kept from reappearing in either house. This belated apology cannot be accepted as at all satisfactory.

Manufacturing Matters.

Tecumseh—Heeson Brothers & Co., have merged their business into a stock company under the same style, to operate and conduct a general foundry and manufacture all kindred goods pertaining to iron, with an authorized capital stock of \$30,000 common and \$15,000 preferred, all of which has been subscribed, \$2,000 being paid in in cash and \$43,000 in property.

Greenville—The Greenville Wholesale Baking Co., of which D. C. Carlin is President, has completed its plant of 500 South Lafayette street and the machinery has been set to motion. It is an up-to-date bakery, one story cement building, has cement floor, and is equipped with latest and most sanitary machinery and ovens for the manufacture of all kinds of baked goods for the wholesale trade. An electric power dough mixer has a capacity of 500 loaves to one mixing, while the oven can hold 360 loaves of bread at one baking, total capacity of the shop with one baker being 3,000 loaves per day.

West Branch—The sawmill operated for years by the Batchelor Timber Co. has gone out of commission. It is owned by J. T. Wylie and the Batchelor estate, who also recently purchased the Bliss & Van Auken sawmill and flooring mill at Saginaw. They will centralize their operations and do all their manufacturing at Saginaw, the company having enough timber for a run of fifteen years. The mill at this place has been cutting nearly 10,000,000 feet annually. The

planing mill and heading mill operated in connection with the sawmill and owned by the same company will continue operations for several months.

Battle Creek—An order of composition, whereby the firm of Taylor Bros., the bankrupt candy manufacturers, may be allowed to issue \$35,000 in first mortgage bonds on their plant for working capital and resume operations and second mortgage 4 per cent, bonds with which to pay creditors 50 cents on a dollar, was made in Federal Court by Referee in Bankruptcy Lee E. Joslin, at Detroit, June 23. One hundred and sixty-four of the 252 creditors accepted the order. Judge Tuttle announced that he will enter an order, probably on July 7, asking the remaining creditors to show cause why the ruling of the Referee in Bankruptcy should not be accepted. The concern's liabilities amount to \$400,000.

Munising News: Thomas F. Follis, perhaps the best known traveling man who regularly visits Munising distinguished himself a year ago by cleverly masquerading as a Salvation Army soldier at the Grand Council meeting at Bay City. At the recent U. C. T. Grand Council meeting at Grand Rapids, Mr. Follis decided to "put one over" Editor Stowe of the Michigan Tradesman, for which journal he is the Cloverland correspondent. He therefore got himself up most fetchingly in female attire and, according to report, made a decided impression on the editor of the Tradesman. In carrying out the plot against Mr. Stowe, when the "lady" went out joy riding with a friend, the party was arrested for exceeding the speed limit and haled into the police court where the editor offered \$200 in cash as security for "her" appearance when wanted. About this time Follis was arrested in open court for masquerading as a woman. For a brief period he was dumbfounded. Then he woke up, pleaded guilty, and meekly shared with Editor Stowe the honors as goat.

One of the amusing features of the Blue Goose entertainment at the Coliseum was the action of Wilbur Burns in leaving the hall when the show was about half through, after grandiloquently requesting his hearers at the beginning of the entertainment to either leave the hall then or wait until the show was over. It probably never occurred to Wilbur when he took his departure that he was not living up to the letter and spirit of his own ironclad rule.

Getting business is just like courting a girl—you have to present the right kind of goods and keep on calling.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, June 23—Well, we're home from Grand Rapids and all sobered up and settled down to business again. We thought of saying that the convention was now only a memory, but it is much more than that. We delight to think of the old familiar faces we saw there and of the new faces we saw for the first time, of the old acquaintances that we renewed and the new acquaintances that we established under such favorable auspices. We believe that the Grand Rapids convention will linger long in our memory. From the time that we entered the headquarters first until we took our last farewell, it certainly was one continual round of pleasure, not in the least impaired even as we stood at the bar of justice before Judge Hess on a serio-comic charge, hatched up in the fertile brain of Wilbur Burns. It was put over in very good shape, but we certainly insist upon Wilbur disabusing his mind of any thought that he "had us going" at any stage of the game. We, nevertheless, enjoyed sharing the honors as the goat with our dear friend, Editor Stowe, as long as the incident goes down to history with Editor Stowe as the Billy Goat and his humble correspondent as the "Nanny." We took one part of the warrant seriously, the part which reads "and to the evil example of the whole male population of the city of Grand Rapids." My goodness! what would we ever do if Wilbur Burns or Harry Hydorn or John Martin should, in an evil moment, follow the bad example that we set, especially such a handsome man as Martin, who, if he should shed the Kaiser Wilhelm mustache, could look the part "so completely and so perfectly and so beautifully."

One of the missing links of the convention was Sunny Jim, a meeting with whom we had previously looked forward to with no small amount of pleasure. Why didn't you come, Sunny?

Brother Charles A. Wheeler is in our city to-day and informs me that the Blue Goose egg has arrived in perfect safety and that U. C. T. dignity and myself, with the assistance of Brother Will Pohlman and Ole Christofferson, will to-morrow evening, at the Clifton Hotel, set the egg under a responsible goose with fitting pomp and ceremony, there to be placed in the process of incubation until our next annual convention at Saginaw, when the Blue Goose will appear again in all her glory and beauty and under even more favorable auspices than at Grand Rapids. We have solemnly agreed that once a month will we meet and confer with the Mother Goose on the progress of the incubation. The meetings will be absolutely secret.

The Grand Council is, indeed, to be congratulated on the infusion of such material into its personnel as Brother H. E. Perry, Grand Treasurer, Brother John A. Hach Jr., Grand Sentinel, and Bro. L. P. Thompkins on the

Grand Executive Committee. The future of the organization can be assured in the hands of such strong men.

It was one of the great pleasures of the convention to meet our old friend, Brother John A. Struble, of Ann Arbor Council, who, a number of years ago, used to be a conductor on the D., S. S. & A. Railway, whose home used to be at Marquette, which position he resigned to take up the grip and become a commercial traveler. However, the old railroad instinctive love returned and he has recently taken a position as passenger conductor on the Ann Arbor Railway. By a nice compliance with the wishes of the U. C. T. boys, that railroad company consented to let Mr. Struble run the special train of delegates from Owosso and Saginaw, and thus we had the novel experience of a U. C. T. conductor. Bro. Struble is an ardent member of Ann Arbor Council.

Take notice: Charlie Wheeler intends next week making a whole lot of fun of the necktie I wore at the pleasant dinner party we enjoyed at the Peninsula Club as the guests of Mr. Stowe. "Forewarned is forearmed."

We are delighted to know that Sunny Jim is not to leave us, but that he has secured a good position with Burnham, Stoepel & Co. and thus again becomes a real live traveling man and, better than ever, that he will become the regular Detroit correspondent for the Tradesman. The paper has been "on the bum" since we began to miss "Cogent Criticisms from Sunny Jim."

We regret to announce that Mrs. Serena L. Case, mother of Fred S. Case, Cashier at the Marquette County Savings Bank, died unexpectedly early Tuesday morning at the home of Dr. and Mrs. E. H. Campbell, at Newberry, where she was making a short visit enroute to Detroit. Her death was caused by an apoplectic stroke. She was born in 1835. One year later she came with her parents to Michigan, who settled near Howell. She married Spaulding M. Case, a prosperous merchant of Brighton, who died a few years later. She had two sons, the late Claude W. Case and Fred L. Case, of this city. She also is survived by two brothers and a sister.

The manufacturing interests of Michigan have suffered a distinct loss in the death, by accident, of H. H. Everard, of Kalamazoo. Mr. Everard had much to do with the earlier stages of the paper industry in the Upper Peninsula, the immense paper mill plant at Munising having been built under his management and for several years after it went into commission he was its general manager. The accident which caused his death happened during the annual visit of the Detroit Chamber of Commerce. While the party was inspecting the pulp and paper plant at Sault Ste. Marie, Ont., a stairway on which he was standing gave way, fracturing two of his ribs and injuring his spine. The people of the Upper Peninsula, especially of Munising, learn of this sad accident with deep regret.

We are very much pleased with the new hotel law and we render to Bro. John A. Hach and his capable colleagues on the Legislative committee full credit and thanks for their untiring and meritorious work in bringing the matter to such a successful outcome. We could ask now for no greater fun than to be appointed as Deputy Hotel Inspector for the Upper Peninsula and, believe me, if such an appointment comes to us, we would make some of them sit up and take notice.

Some few weeks ago we wrote about farming development at Maple Ridge. We are now very glad to state that an industrial boom has been launched at that place. The Oshkosh Excelsior Co., of Oshkosh, Wis., has started to erect a new plant for the manufacture of excelsior. The building is to be of concrete and steel and the plant is to cost \$25,000. By the terms between its officers and the local people of Maple Ridge, it is to be in operation within eighteen months. It will employ from thirty to fifty men and will furnish a convenient market for poplar, basswood and other logs of the soft wood variety.

The Frank J. Sheedlo Harness Co., at Escanaba, closed its doors last Monday and an inventory and an examination of the books was begun immediately. Mr. Sheedlo died three years ago and since that time its manager, Frank N. Fountain, put up a brave fight to extricate the company from the "woods," but, despite his efforts, the crash came as the inevitable last week. It is expected that careful management will result in full settlement to all creditors.

Fred Westcott, of the I. E. Swift Co. hardware store, of Houghton, is gaining both name and fame as a window decorator and we are of the opinion that he has few, if any, equals in the State of Michigan. His latest effort is a display of safety razors and is of compelling interest and represents a studious mind and many hours of careful work. The background is in panel work, outlined in poppies and ferns, with various medallions painted by Mr. Westcott himself. Two large medallions are paintings of a satisfied shaver with a safety razor in action. The central design of the background is an enlarged production of the trademark of the manufacturer of the particular razor displayed. The focus of the window is a display of razors set on velvet covered rectangular cushions radiating from a circular central cushion. They raise mechanically at regular intervals and form a very pleasing color effect. An ordinary nail keg in striking contrast to the color scheme of the window is brought into use with most pleasing effect. While the keg is opened out to show the razors, it also discloses a mechanical device of a man shaving himself with a safety razor while he is rocking his baby. Taking it all in all, it is as fine a window exhibit as we have ever seen and we shall watch the result of the contest with eager interest, as we fail to see any reason why this window should not carry first prize. We re-

gret our inability to be able to secure a photo of the window for the benefit of the Tradesman readers.

A very pretty wedding took place here this week, when Miss Margaret Kern and Mr. Henry Nelson took upon themselves the solemn vows of marriage. Miss Kern is the daughter of the late John Kern, former superintendent of the waterworks. The marriage took place at the home of her mother, 414 North Front street. The bride and her attendants entered the living room to the strains of Lohengrin's wedding march, played by Mrs. Fred Kern, of Oshkosh, with violin obligato by Miss Mabel Anderson. The out-of-town guests consisted of Fred Kern, a brother of the bride, his wife and daughter, of Oshkosh, Wis., the Misses Lillian, Agnes and Ethel Bergdahl, of Ishpeming and Oscar Johnson, of Hancock.

We are pleased to announce the marriage of Brother Clifford Lafave, our esteemed Page, to Miss Mary Vezina, of Negaunee. Brother Lafave was born and raised in Marquette county and has been popular ever since childhood, everybody who knows him being his friend. His bride was born and reared in Negaunee and is the daughter of a highly respected family and also enjoys the respect and esteem of all who know her.

The Marquette Chronicle got ahead of us on our arrival at Marquette last Sunday and spoiled our story of our impersonation of a woman at Grand Rapids by publishing a rather "jokey" account of it in Saturday evening's paper. It would be well for the Chronicle, however, to note that we have a rather sensitive aversion to being dubbed "Tommy," always preferring (when we have a choice) to be called just plain "Tom" or some other appellation that would suggest a little more dignity and a little less belittlement. Ura Donald Laird.

May Have Been Mistaken.

Mears, June 20—In a letter published in the Tradesman of May 7, written by me, I congratulated the editor on his article in the issue of that periodical for April 30 regarding the Mishawaka Woolen Mfg. Co., of Mishawaka, and in that letter I made claim that I had some trouble with the above concern and that they refused to make good to me five pair of rubber boots that were returned to them as defective. They have since written me, claiming that no such transaction ever occurred, on receipt of which I undertook to review the correspondence and shipping bill, but not being able to locate same, I am led to the conclusion that the experience related must have been with some other company. Therefore, in justice to the Mishawaka Woolen Mfg. Co., I cheerfully make this correction, to remove any wrong impression that may have been caused by my letter. C. A. Brubaker.

"Mr. Wise," said Jimmy, "if you put the stenographer's desks behind each other instead of next to each other, you could run the machinery with the chin music you'd save."

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, June 23—The market for spot coffee continues with gloom and hardly a man in the trade is happy. Rio No. 7 is worth 9½c and Santos 4s, 11¾c. Milds are dull and about nominal. Good Cucuta, 11¾c. In stock and afloat there are 1,779,302 bags of Brazilian coffee, against 2,155,051 bags at the same time last year.

There has been more activity in the sugar trade and orders have come in in a satisfactory manner, although buyers are taking pains not to overstock themselves. The general quotation is 4.30c, although the Arbuckles are naming 4.20c. There is less talk of the effect of the tariff, as it is believed the bill will not be passed in time to have an effect this season anyway.

New Japan teas are meeting with free sale, while old stock is dull. The general tone of this market is more cheerful and dealers generally appear to be quite well satisfied with the outlook.

About the usual condition prevails in the rice trade. Stocks are not especially large, but fully equal to all demands and prices show little if any change in any respect. Prime, 5@5½c. choice, 5¾@5½c.

Spices are meeting with moderate enquiry, but the general tone seems rather to favor the seller. There is little if any speculation and prices, both spot and future, are unchanged.

The market for molasses, as might be expected, is quiet and sales are invariably of small lots. Good to prime, 35@40c.

The whole line of canned goods seems to show improvement. New prices on California goods are said to be slightly higher than last year, particularly peaches and apricots. California products (fruits) are cleaned up, it is said, more closely than for some time. Tomatoes are not freely offered at anything below 85c. Futures are strong. Cheap corn is in good request and other lines are working out in a satisfactory manner.

Butter is slightly lower, owing to freer receipts. Creamery specials, 27¾@28c; firsts, 26¾@27¼c; imitation, 24½@25c; factory, 22½@24c.

Cheese is a trifle lower. Whole milk, 14¾c.

Eggs are steady and the better sorts are very well held. Of the lower grades there is quite an accumulation and the range is down to 18@19c. For top varieties, best whites, Western, 20@23c.

Shoe Prices Going Up.

"History will repeat itself and shoe prices will rise after shoes are placed on the free list, just as hides rose after hides were placed on the free list."

So a manufacturer predicts, "Shoes will go up," he says, "because the law of supply and demand is superior to the law of the tariff."

"Hides and leather and leather

goods are going up all over the world, because supplies of raw material are decreasing and demand for manufactured leather goods is increasing. After the tariff bill becomes a law, there will be a boom in business in this country. Everybody will want shoes, prices will rise.

"Some may think to get lower prices by buying shoes at lower prices, in domestic or foreign markets. But they will be getting lower grade shoes.

"Retailers will get an awful drubbing when shoe prices go up, for manufacturers will press them for increases, while consumers will fight them for the lower prices which they have been led to expect by the promises of the prophets of the political party in power. Shoe prices won't be lower until two head of cattle grow where one grew before, or, in other words, until the hide supply is increased."

If this is correct, the time to prepare for is now. The dealer who does not look the situation over carefully will regret it.

The hide market is featured with stability of prices and ordinary trading. Tanners are buying according to the needs of their plants, which are averaging about 60 per cent. of capacity and are extremely cautious at that. The practical elimination of speculation has given to purchases a basis for hide dealers to fairly estimate the demands for finished stock and thus far their approximations should not contain an element promising of an early increased consumption.

The fundamentals of the market are sufficiently well known to allow reasonable activity or excite caution, therefore the continued curtailment of output is suggestive that the tanners are not wholly convinced that the improved tone to the shoe market is actually permanent. Furthermore, allowing that it be so, there are several things yet unsettled which tend to cause merchants to favor contraction rather than expansion, so the hide market is subordinated to what tanners believe will best apply to the conservation of their interests.

Notwithstanding this restrictive trading the market was ¼ @ 1 cent higher than a year ago, as the following quotations show:

June, 1913		June, 1912	
Branded cows	.....16¾	15½	
Branded bulls	.....13¾	11½	
Native bulls	.....13½	13	
Native cows	.....17	16	
Native steers	.....18	17½	
Texas steers (heavy)	..18	17	
Texas steers (light)	..17½	16¾	
Butt branded steers	..17	16	
Colorado steers	.....16½	15½	

The future is favorable to a maintenance of this difference, and there are those who believe that a notable increase of business would cause a demand which a market running short for a year or more could not at once supply, and an advance might follow. —Boot and Shoe Recorder.

If you want to hear a quiet man talk fluently, start him to talking about his pet enemy.

Proceedings in Western District of Michigan.

St. Joseph, June 13—In the matter of William H. Evans, bankrupt, of St. Joseph, an adjourned first meeting of creditors was held and claims allowed. The referee entered an order disallowing certain claims on the ground that the indebtedness was incurred subsequent to November 25, 1909, when the creditors' petition was filed against the alleged bankrupt, who was formerly adjudged bankrupt on March 18, 1913. The petition of the bankrupt for \$250 cash, in lieu of his personal property exemptions, was withdrawn, as the same was improperly filed. The meeting was adjourned for 60 days.

June 14—In the matter of Clarence M. Jennings, Robert Jennings and Jennings Brothers, bankrupts, of Lawrence, Robert Jennings waived his claim to personal property exemptions, amounting to some \$130 for the benefit of the general creditors.

June 16—In the matter of James Ingersoll Day, bankrupt of Decatur, the referee has confirmed the sale of some 25,000 gallons of grape juice to Theo. Netter, of Chicago, for the sum of \$2,500, the same being sold as perishable stock by the trustee without notice to creditors. Thomas E. Godfrey, a creditor of the bankrupt estate, has filed a petition asking that a certain chattel mortgage for \$1,500 which was given 20 days before the bankruptcy proceeding, be set aside and that he be subrogated to the rights of the mortgagee as an attaching creditor.

June 23—In the matter of August Peters, bankrupt, the trustee, Burton G. Starke, of St. Joseph, sold the stock and fixtures of the bankrupt to O. D. Butler, of Lansing, for the sum of \$463. The real estate, consisting of an equity in certain vacant lots, of the appraised value of \$125.00 was sold to Phillip Lynch, of Benton Harbor. Certain piano contracts of the appraised value of some \$650 were withdrawn from the sale by the trustee.

In the matter of James Ingersoll Day, bankrupt, an adjourned first meeting of creditors was held at the referee's office. The bankrupt was sworn and examined

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.

by attorneys for the creditors, the testimony to be transcribed and filed. Claims to the amount of \$2,000 were allowed. The trustee filed a petition requesting the court for an order permitting him to abandon certain real estate, as the same was of no value to the estate. The compensation of the custodian and appraisers was agreed upon and the meeting adjourned to July 15.

Ann Arbor Wants More Traveling Men.

Ann Arbor, June 24—For the purpose of inducing more commercial traveling men to locate in Ann Arbor, the Civic Association has appointed a commercial travelers' committee to be composed of the following members: Frank P. Gilpin, chairman; Olin Kenyon, H. H. Seeley, George G. Stimpson, W. D. Royce, G. W. Langford, Roy Seeley, W. W. Wadhams, Charles B. Coe.

The Association believes that from every point of view this city should afford a fine location for the traveling man, and the idea gives the Civic Association a new and novel method trying to increase Ann Arbor's population.

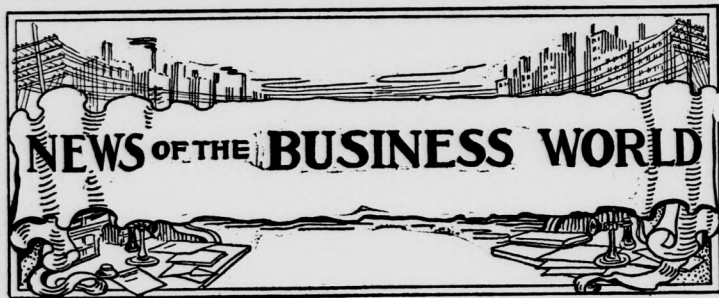
The Association has a list of over seventy commercial travelers who reside here. These men have a Council of their own, which has a membership of over forty.

There are three kinds of people in the world. "The wills, the won'ts and the can'ts." The first accomplish everything, the second oppose everything and the third fail in everything.

A man imagines his troubles would disappear if he had all the money he is entitled to.



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



Movements of Merchants.

Leonidas—Charles McKinster succeeds Barney & White in the drug business.

South Haven—Clarence Bachman succeeds C. E. Teeter in the grocery business.

Detroit—The Armitage Leather Co. has increased its capital stock from \$25,000 to \$200,000.

Benton Harbor—The Pauley Jewelry Co. has changed its name to the Chapman Jewelry Co.

Cedar Springs—William J. Pollock, recently of Belding, has engaged in the bazaar business here.

Lansing—Hokum & DePue succeed F. S. Stephens in the bazaar business on East Franklin avenue.

Berlin—William Hanna will shortly engage in general trade in the Monroe building, which he has purchased.

Detroit—The Austin-Olson Co., dealer in auto trimming supplies, has changed its name to the J. H. Austin Co.

Charlotte—H. A. Goodrich, butter and egg dealer at Eaton Rapids, has opened a branch cold storage plant here.

Durand—C. T. Holmes & Co. are closing out their stock of dry goods and notions and will retire from business.

Detroit—The capital stock of the National Home & Hotel Supply Co. has been decreased from \$20,000 to \$2,500.

Litchfield—Arthur Ely has sold his grocery stock to Mr. Levencourt, recently of Shepard, who has taken possession.

Tuscola—Lightning struck the store building and damaged the Delroy Palmer hardware and grocery stock June 19.

Bancroft—J. W. Carman has taken possession of the Burrier & Cole grocery and dry goods stock, which he recently purchased.

Charlotte—Arthur F. Vickory has sold his drug stock to Frank E. Beard, his former partner, who will continue the business.

Jackson—William Breitmayer, dealer in furniture, lost his warehouse, containing about \$5,000 worth of furniture, by fire June 18.

Bay City—D. B. Perry, who conducted a drug store here for the past forty years, died at his home June 18, after a short illness.

Portland—Owing to the unsatisfactory bean crop for the last two years, F. S. Lockwood, who has conducted an elevator business here for the past eight years, has been compelled to retire and his entire assets, consisting of real estate and personal property, will be sold. Lorenzo Web-

ber, of the Webber State Savings Bank, is trustee.

Charlotte—Bert Peck has assumed the management of the Wear-U-Well Shoe Co. store, succeeding Guy O. Boyd, who has resigned.

Otsego—Mrs. A. J. Schilling has sold her millinery stock to Mrs. C. Wyckoff, recently of Greenville, who will continue the business.

Kalamazoo—J. R. Baxter, who conducts a grocery store on East avenue, has sold his stock to F. E. Hill, who will continue the business.

Orion—The H. C. Allen crockery and grocery store was entered by burglars last week and goods to the amount of \$300 carried away.

Perry—E. E. Day, recently of Grand Rapids, has purchased the E. L. Watkins crockery and grocery stock and will continue the business.

Portland—C. C. Rice & Son, grocers, have filed a voluntary petition in bankruptcy. The liabilities are placed at \$7,000 and the assets at \$3,300.

Hillsdale—R. J. Corlett & Sons and Charles Chapple, who recently lost their lumber plants by fire, are replacing the buildings with fire proof structures.

St. Johns—R. D. Bergin has sold his grain elevator, coal and hay stock to George F. Dimond & Co., recently engaged in the wholesale produce business at Saginaw.

Kalamazoo—The Kalamazoo Oil Co. has been organized with an authorized capital stock of \$10,000, of which \$5,140 has been subscribed and paid in in property.

Kalamazoo—J. K. Wright, grocer at the corner of East avenue and Trimble street, has sold his stock to L. W. Ferguson, who will continue the business at the same location.

Kalamazoo—The N. C. Tall Co. has engaged in the general retail jewelry business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Rudyard—The Rudyard Co-Operative Co. has engaged in the general mercantile business, with an authorized capital stock of \$2,000, which has been subscribed and \$500 paid in in cash.

Owosso—The Brahman H. Taylor bankrupt stock of dry goods and shoes was sold at auction June 23, to a Detroit firm for \$1,500, which is 83 per cent. of the appraised value of the stock.

Charlotte—The Herbst & Peck Tailoring Co. has dissolved partnership, J. N. Herbst taking over the interest of Bert Peck, his partner.

Munising—Frank Izzard has sold

his stock of confectionery, tobacco and fruit to George Lee and William Joslin, who have formed a copartnership and will continue the business under the style of Lee & Joslin.

Allegan—Fred Wohlfeil has sold his interest in the Brand Market to Charles Brand and Julius Maskey, the copartners. In turn, Mr. Brand sold his interest in the Three Rivers market to Mr. Wohlfeil.

East Jordan—Lewis & Burdick, grocery and meat dealers, have dissolved partnership and the business will be continued by E. L. Burdick, who has taken over the interest of his partner, E. A. Lewis.

Mt. Clemens—Switzer Bros., jewelers, have merged their business into a stock company under the style of the Ward N. Switzer Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Stambaugh—M. P. Kirkish, who recently closed out his stock of dry goods and clothing at Ishpeming, is erecting a cement and brick store between this place and Palatka and will occupy it with a stock of general merchandise about August 1.

Stockbridge—Depositors of the defunct Bank of Stockbridge, controlled by Glazer and Gay, which failed during the bankers' panic of 1907, have received a third dividend, the latest being 5½ per cent. In all 41 per cent. in dividends have been declared.

Traverse City—Fire Friday completely destroyed the stock of goods of the LeBot Sisters, 153 East Front street and put W. J. Hobbs, the meat man out of business for a time.

The Breen & Halladay Fuel Co. has increased its capital stock from \$10,000 to \$20,000.

Auburn—Thieves broke into the postoffice, Heath & Reardon's elevator and the Michigan Central depot here recently. They passed over \$18 worth of stamps at the postoffice, secured nothing after ransacking the elevator office, but got a gold watch valued at \$25 in the American Express office in the depot.

Stanton—C. H. Carothers, the grocer, is installing a grape arbor in his store to be used in connection with his ice cream business. The arbor will be trimmed with grape vines containing artificial grapes which will look like real ones when you see them hanging on the vines. Inside of the arbor will be placed mahogany booths with large plate mirrors on the interior of the same for a background. Four persons can be comfortably seated in each booth.

McMillan—Charged with selling poisons in packages other than those prescribed by law, Dr. Leland Moss, druggist at this place has been placed under arrest on complaint of W. U. Everest, woods superintendent of the Lake Superior Iron & Chemical Co. The arrest is a sequel to the tragic death of Robert Milne, an employee of the corporation. Milne was a cattle herder. He had been given a bottle of carbolic acid by Supt Everest, purchased, it is alleged, at the Moss store for use at the ranch, and he, himself, had, it is said, purchased

a bottle of whiskey at the same establishment. Milne drank the acid in mistake for the whiskey and died in agony within twenty minutes. A State law forbids poisons of any kind being sold in bottles not provided with serrated stoppers. It is charged that the acid purchased by Everest was not so equipped and in fact, it is averred, the poison and the whiskey were put up in identically the same bottles and with similar wrappers.

Manufacturing Matters.

Monroe—The Seitz Automobile & Transmission Co. has changed its name to the Detroit-Wyandotte Motor Co.

Detroit—The Hubmark Rubber Co. has engaged in business with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Alma—The Alma Motor Truck Co. has been incorporated with an authorized capitalization of \$50,000, of which \$25,000 has been subscribed and \$5,000 paid in in cash.

Kalamazoo—The Kalamazoo Electric Lens Sign Co. has been organized with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

Michelson—The Michelson Lumber Company, operating a saw and shingle mill here, is running its plants to full capacity, and cutting timber recently purchased from the Ward estate.

Detroit—The Grant Motor Co. has been organized with an authorized capital stock of \$100,000 common and \$65,000 preferred, of which \$100,000 has been subscribed, \$500 being paid in in cash and \$99,500 in property.

Cheboygan—The Cheboygan Creamery Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,800 has been subscribed \$5,400 being paid in in cash and \$400 in property.

Ravenna—The plant of the Ravenna Creamery Co., together with 5,000 pounds of butter was destroyed by fire, June 18. Loss about \$6,000, insurance \$2,300. The plant will be rebuilt at once.

Cadillac—The Mitchell-Diggins Iron Company expects to start its furnace about July 13, and it is probable that the three chemical plants of Cadillac and Jennings will start up on or before that date.

Merritt—Carr & Barrett have finished their cut here and are shipping their machinery and camp equipage to Rexton, a town on the Duluth, South Shore & Atlantic Railway, where the firm has a five-year cut.

Ionia—The Ypsilanti Reed Furniture Co. has decided to build a two-story addition to its three-story building. This company is 60,000 chairs behind on orders and has little hope of catching up until its daily output is increased from 600 to 800 chairs, and the two-story addition will enable it to double its capacity. The new factory cost \$100,000 and the addition will cost \$50,000 more. Other improvements will also be made.

The more pains you take with your eating the fewer you have afterward.



The Produce Market.

Butter—Receipts continue liberal and the quality is the best of the year. The market is firm and prices unchanged, on a basis about 5 per cent. higher than year ago. The bulk of the receipts of creamery is going into cold storage, and the future of the market depends on the weather and the extent of speculative buying. Fancy creamery is quoted at 28@29c in tubs and 30@31c in cartons. Local dealers pay 19c for No. 1 dairy and 19c for packing stock.

Cabbage—\$3 per crate for Louisville.

Carrots—50c per box.

Celery—Home grown is now in market, commanding 25c per bunch.

Cherries—\$1.50 per crate of 16 qts. for sour; \$1.75 for sweet.

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—50c per doz., for home grown.

Eggs—Receipts continue liberal and the quality is good for the season. The consumption of eggs is about normal and some of the receipts are still being taken by speculators. Stocks in storage, however, are already larger than last year, and the market is barely steady. Local dealers pay 17c, loss off.

Egg Plant—\$2 per box from Florida.

Grape Fruit—\$5@6 per box.

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 command \$8.50 @9.50 per box.

Lettuce—Home grown head, \$1 per bu.; hot house leaf 6c per lb.

Musk Melons—California Rockfords command \$3@3.50 per crate.

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 \$4 for 36s, \$4.25 for 30s and \$4.50 for 24s.

Potatoes—New are working a little lower, white stock from Virginia having declined to \$3 per bbl., while red Triumphs from Texas fetch 80c per bu.

Poultry—Local dealers pay 22c for broilers; 12½c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight.

Radishes—10c per doz.

Strawberries—\$2 per crate of 16 qts.

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

Spinach—65c per bu.

Tomatoes—\$1.15 per crate of 4 baskets, Texas grown.

Veal—Buyers pay 6@12c according to quality.

Watermelons—35@45c a piece.

The Grocery Market.

Sugar—While raws are no higher, refined grades have been advanced—10c on hards and 15c on softs. All refiners except one now hold refined at 4.40c. Arbuckles is still accepting orders on the basis of 4.30c. Overseas were reported by refiners, the distributors being more anxious for sugar owing to the increased consumption incidental to the hot weather. The trade is carrying light stocks, and, were it not for the tariff uncertainty, might be expected to take hold more actively. The prospects do not favor any change in the bill now before the Senate, so far as sugar goes, but the grocers are taking no chances. In any event, the summer campaign is likely to be over before the bill can go into effect, so that the fear is rather illusory.

Coffee—Rio and Santos grades are unquestionably lower than a week ago. Milds, with the exception of the better grades, are weaker in sympathy with Brazils. Mocha and Java are steady to firm and in light demand.

Canned Fruits—Gallon apples are 15@20c per doz. higher, due to the fact that they are getting cleaned up. California canned goods on spot are quiet and unchanged. Some packers have now named prices on new pack, cherries, peaches and apricots being quoted 10@15c above last year. Small Eastern staple goods are unchanged and dull.

Canned Vegetables—Tomatoes, both spot and future, are unchanged, and will probably show no material change in the immediate future, unless some decisive crop catastrophe makes a short pack certain. At the present writing lateness is the only thing that has positively happened so far. There is a fair demand for tomatoes, but no inclination to speculate. Cheap corn has sold well and is scarcer and firmer in consequence. Other grades of corn, both spot and future, are unchanged and quiet. Peas are also unchanged. Nearly all packers have withdrawn quotations on futures.

Canned Fish—New pack domestic sardines, by reason of scarcity, are about 10c per case higher. Imported sardines scarce, high and wanted. Salmon shows no change, either spot or future.

Dried Fruits—Little or nothing is doing in California raisins at present. The Associated Company seems to have the situation well in hand and the outlook is for a stronger and better controlled market in the fall than for many years past. Currants remain quiet, with no change in prices. In futures not much is being done, though, according to some authorities, a little business has been booked in futures, although it is still too early to tell what the character of the new crop will be. The crop is now passing through its most crucial period. There has been and there still continues to be an unusually good demand for prunes for this time of the year, and as stocks on the spot are getting into small compass the trend of prices is upward. In futures business just now is slow. Quite a little business has been done in futures, but as packers' views are high, especially on the large sizes, buyers who, as a rule, are limiting their purchases to the larger counts are withholding orders, believing that conditions do not warrant the large premiums now demanded on 30s and 40s. They argue that if, as claimed, the crop is to be short, the larger sizes will be in excess as always on a short crop. As a matter of fact, buyers at this end do not take much stock in the crop reports coming from the Coast, as past experience has taught them to discount the estimates. According to some accounts, the coming crop of California prunes, while short of the average, which includes some big crop years, will be ample for all requirements. In the meantime stocks on the spot are cleaning up and as offerings of popular sizes become lighter the market hardens. Peaches are in fair demand, with the supply rather small. Apricots are getting cleaned up and the price is steady to firm.

Cheese—The consumption and the make are increasing considerably, and some fancy cheese is being put in storage. The average quality of the present receipt is good, and the market is steady on the present basis.

Syrups and Molasses—Corn Syrup is unchanged. Compound syrup is dull and unchanged. Sugar syrup and molasses are both dull at ruling prices.

Salt Fish—Cod, hake and haddock are unchanged and quiet. Mackerel is still dull, Irish fish particularly being inclined to be weak. Mackerel will probably show no improvement for several months.

Provisions—There is an increased consumptive demand for smoked meats. Pure lard is steady, with a fair demand at unchanged prices. Compound is firm and active, with possible advances in the near future. Dried beef, barreled pork and canned meats are all unchanged with a seasonable demand.

John I. Gibson, Sec'y of the Western Michigan Development Bureau, has disposed of his residence in Battle Creek and will take up his residence in Grand Rapids as soon as he can secure a desirable residence by purchase.

Good Word for General Manager Walker.

Detroit, June 24—You certainly covered the point all right in your editorial of June 18 on "Fool Meddlers" and I thank you very much for writing so boldly on one phase of union abuse of power.

I am also interested in the article appearing on page 9 of the same issue, in which one of your correspondents takes a fall out of the D., S. S. & A. He must have written this piece quite awhile ago, because Mr. Walker, the new General Manager, has been on the proposition at least a year, and from what I hear he is doing wonders up in that part of the country in the way of helping the traveling men. He certainly is a live proposition himself and he has had experience which will be of great value to him in appreciating what the traveling public require. I have known Mr. Walker for a good many years. When I first became acquainted with him, he was traveling for the D., S. S. & A., soliciting wool business out in Montana, and he certainly knows what is necessary for a traveling man to go up against, either in soliciting freight or selling goods, and I am sure he will do everything in his power to give the traveling public in Northern Michigan the best service he can afford to give them for the money which he receives in return. Geo. C. Conn, Freight Traffic Manager P. M. R. R.

Appreciation of the Late H. H. Everard.

A companion and friend of many years has gone and the shadows are heavy.

Herbert Everard was a man, with the finest sense of honor; the highest conceptions of duty; loyal to the truth and brave in maintaining what he believed to be right. Strong intellectually, his ideas and opinions were formed only after much study and reflection and always expressed with great moderation. There was no noisy attempt on his part to reveal his ability to the world and, strange as it may seem, on this matter he appeared to be indifferent. There was neither sounding brass nor tinkling cymbal in his make up. There was something about him that immediately "put one on his good behavior," and in conversation or in argument you were impelled to acquit yourself in such a manner as to preserve his good opinion. He indulged in no thoughtless words himself and could not tolerate them in others. Independent but with great anxiety to be right, criticisms which he might incur, although unpleasant, were not of serious consequence to him if he had the approval of his conscience. He was a thoughtful and deliberate conversationalist, with the rare faculty of being a good listener.

L. E. Philipps, shoe dealer at Muskegon, has purchased the shoe stock of A. H. Nabel, at 821 South Division avenue, and will continue the business at the same location.

John D. Mangum, Marquette postmaster and lumberman, was in town for a few hours Saturday on his way home from Bay City and Saginaw.



Citizens Telephone Company in Strong Position.

The financing of the Citizens Telephone Company has been arranged. A bond issue will be made of \$750,000, contingent upon the consent of the State Railway Commission, which in this instance will be a mere formality. Of the bonds authorized only \$500,000 will be taken down at this time, the remaining bonds remaining in the treasury for future contingencies and construction. The \$500,000 will be used in paying the accrued taxes due the State, which will call for something like \$176,000 and all the floating indebtedness, amounting to about \$150,000 and in taking up about \$100,000 bonds issued on the Battle Creek and Jackson properties. With the issue of the bonds the sale of stock will cease, which will be an excellent thing for the company. The dividend policy has not yet been determined, but this will come up at the regular meeting of the directors in July. The dividend rate will, undoubtedly, be reduced from 8 to 6 per cent., but whether this will begin with the August disbursement or applied later has not yet been decided. Many of the stockholders are dependent upon their incomes and to have he income cut 25 per cent. with so brief a notice might work hardship and, in consideration of this, the delay may be granted. The bonds will be 6 per cent. ten year gold and will be issued in denominations of \$25, \$50, \$100, \$500, and \$1,000 to facilitate their distribution among small investors. The Michigan Trust Company is financing the bond issue and, it is said, has already placed a large share of them.

The Citizens Telephone stock is in shares of \$10 and many thousand shares have been sold one and two shares at a time to small investors. The company has been persistently knocked by some of the big men in Grand Rapids financial circles, but it has had the confidence of the small investors, to whom the 8 per cent. dividend rate looked attractive, and who used it much as they would a savings bank in the disposal of their surplus. Until recent years the company made a practice of buying back the stock at par if the investor wanted his or her money, but this practice became unbearable when brokers selling other stocks would take Citizens in exchange and then sell the Citizens at below par to get quick action. The company wisely decided not to sustain the market under such conditions and the stock has since been allowed to take care of itself.

In the past year the stock has been quoted in the local market all the way from 90 to 98, fluctuating in market value as other stocks have done. Under the new conditions, the stock will in all probability, bring par on a 6 per cent. basis and rule above par if the 8 per cent. dividend rate is continued.

With assets of \$4,000,000, the \$750,000 Citizens bonds, if all were to be issued at this time, ought to be very attractive to investors and ought easily to be maintained at par or when business conditions improve, at a premium. The small denominations will, undoubtedly, be absorbed in time by the small investors exactly as the stock was taken. The bonds represent a first lien on all the property of the company and the stock comes after them, both as to earnings and assets.

Frank Welton, Cashier of the City Trust and Savings Bank, has resigned to take effect July 1. He made an extended Western trip last fall, visiting Portland, Seattle and other points and was so impressed with the opportunities and possibilities of the West that since then he has desired to go there to live. He has not made definite plans yet, but it is likely he will locate in Portland and that his son, who has been with one of the commercial agencies for several months, will go with him. His successor in the City Trust and Savings Bank has not yet been announced. Mr. Welton has a wide business acquaintance in Grand Rapids and the State and many warm friends who will wish him success in what ever he may undertake. He began his banking career in Benton Harbor, was for several years cashier of the First National of Traverse City and came here to be cashier of the National City about ten years ago. When the National City was merged with the Grand Rapids National he became Cashier of the City Trust and Savings. He is careful and conscientious in all his work, of excellent business judgment and has the confidence of those with whom he comes in contact. With the departure of Mr. Welton from the city, Grand Rapids will lose one of the best after dinner speakers and brightest toastmasters. Mr. Welton has an infinite wit, a bubbling humor, a great fund of good stories with the knack of telling them well. He can roast the next speaker on the programme to a frazzle and yet do it so gently and genially that the victim rather likes instead of resents it. The Grand Rapids Credit Men, the

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. Caukin,
Cashier
J. C. Bishop,
Assistant Cashier

United
States
Depository

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000



The Old National Bank

GRAND RAPIDS, MICH.

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

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

Advertising Club and all the other dinner giving organizations will miss him.

The postal savings deposits are growing gradually, but have not yet reached any very remarkable amount. On December 4 last, six months ago, the postal savings deposits in the city banks totalled \$23,207.39, and now the total is \$30,115.11, a gain of \$6,907.72 or about \$1,150 a month. In the same period the South Grand Rapids Savings Bank has gained \$35,000 in its savings and certificate and the Kent State something like \$115,000. The postal savings has a limited clientele, a class of depositors who are afraid of the banks, are satisfied with the small interest allowed by the Government and are willing to abide by the unreasonable restrictions imposed by the postal department. If the Grand Rapids banks were not so well conducted and so sound, it is likely the number of postal depositors would be greater. The postal account, however, is one worth developing. It represents for the most part money which otherwise would be hidden away in the ground or old tea kettles. Of the postal deposits the Old National has \$19,527.44, the Grand Rapids National City \$4,811, the Fourth National \$3,598.67 and the Kent State \$2,178.

It is understood that Chicago can have the Comptroller of the Currency if some banker of standing and experience as a National banker is found who is willing to accept it. George B. Caldwell, President of the Investment Bankers Association of America, is regarded here as the most likely to be named, if he will take it. He was at one time a National bank examiner, but is now a Vice-President and at the head of the bond department of the Continental & Commercial Trust & Savings Bank of Chicago. He is a Michigander by birth and education, having been a resident of Greenville, Grand Rapids and Detroit before going to Chicago. No doubt it would mean a financial sacrifice for Mr. Caldwell to accept the position, as the Comptroller's office pays only \$5,000 a year, about one-quarter of what would be a fair salary for an official supervising over 7,000 National banks.

Chicago bankers favor speedy legislation to reform currency measures. W. T. Fenton, of the National Bank of the Republic, holds that banking and currency reform is of more vital interest to the United States than the tariff bill and that it should be enacted at the present session of Congress. "With all the bankers and business men of the country," said Mr. Fenton, "we are urging upon Congress, through the National Citizens League, the Association of Commerce and other organized bodies, the importance of action on a currency bill during the recent session. Banking and commercial interests throughout the United States are anxious to have the question settled without unnecessary delay and in a manner that will afford us the relief we need. More

than that, we are entitled to have it settled. Business interests are virtually agreed that the country is now, more than ever before, in need of adequate relief through its currency supply. It is ridiculous for congressmen to hesitate in their action in this matter on the ground that it is something new and that the people ought to be further informed. As a matter of fact, the people have been urging reform of our banking laws for years and nearly every presidential platform for years has promised to carry it out. The need of such changes in the banking laws as will permit banks to use their reserves in times when business conditions are such as to require their use, has been preached from one end of the country to the other. Nearly everybody who wanted or would take any education on the matter has got it or had the chance to get it. Now is the time for action. I like the way the Administration at Washington has gone at the matter thus far and I hope it will keep going."

James B. Forgan, President of the First National Bank of Chicago, has long been an advocate of bank law reform in this country, but he does not see any more urgent need for it now than there has been for years. "We need a change in our banking laws, of course," said Mr. Forgan; "but I do not see that the need is any more pressing now than it has been. Bankers are approaching the fall demand for money to move crops without definitely knowing how they will do it. They can meet it, of course, for they have been in the same situation every fall for years and have always managed to get through. The trouble is, as everybody knows, that the present banking law does not afford the banks proper facilities for transacting more than the normal run of business. What we need is a central agency for the massing of bank reserves in such a way that they may be of use when necessary and not locked up in individual vaults as they have to be under the present law. There is money enough in the country to meet the requirements of business if it is properly handled and does not have to be locked up at times when it is needed most. As to the chances of suitable action by Congress at this session I am not informed, but there is certainly need of the right kind of banking and currency legislation."

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.	370	380
Am. Light & Trac. Co., Pfd.	106	108
*Am. Public Utilities, Com.	55	58
*Am. Public Utilities, Pfd.	72	74
Can. Puget Sound Lbr.	1	1 1/4
Cities Service Co., Com.	95	98
Cities Service Co., Pfd.	79	81
Citizens' Telephone	85	90
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	56	60
Comw'th Pr. Ry. & Lt., Pfd.	77	80
Elec. Bond Deposit, Pfd.	70	75
Fourth National Bank	212	
Furniture City Brewing Co.	55	65
Globe Knitting Works, Com.	135	140
Globe Knitting Works, Pfd.	100	100
G. R. Brewing Co.	155	
G. R. National City Bank	180	181
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	30	34
Macey Co., Com.	200	
Macey Company, Pfd.	95	97

Mihigan 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.	41	42
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	15	18
Tennessee Ry. Lt. & Pr., Pfd.	71	74
Utilities Improvement Co., Com.	50	52
Utilities Improvement Co., Pfd.	70	74
*United Light & Ry., Com.	66	70
*United Light & Ry., 1st Pfd.	75	78
*United Light & Ry., 2nd Pfd.	75	77
(old)		
United Light & Ry., 2nd Pfd.	71	73
(new)		
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 1/2 101
G. R. Railway Co.	1916	99 100
Kalamazoo Gas Co.	1916	99
Saginaw City Gas Co.	1916	
*Ex-dividend.		

June 25, 1913.

UNITED LIGHT AND RAILWAYS COMPANY

CHICAGO GRAND RAPIDS DAVENPORT

DIVIDEND NOTICE

The Board of Directors of the United Light and Railways Company has declared a dividend of One and One-Half Per Cent (1 1/2%) on the First Preferred Stock; Three-Quarters of One Per Cent (3/4%) on the Second Preferred Stock and One Per Cent (1%) on the Common Stock of this Company, payable July 1st, 1913, to Stockholders of record at the close of business June 14th, 1913. BENJAMIN C. ROBINSON, Treasurer.

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

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

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000

Surplus and Profits - \$300,000

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

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The National Automatic Music Company

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Grand Rapids, Mich.

C. F. Sweet, President

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less than 1%

SEND FOR LITERATURE

National Piano Mfg. Co.

Howe, Corrigan & Company

Recommend

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First Preferred Stock

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

\$100.00 Bonds—5% a Year

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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.

Conservative Investors Patronize Tradesman Advertisers



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as Second Class Matter.

E. A. STOWE, Editor.

June 25, 1913

UNLOADED WHITE ELEPHANT.

The Pere Marquette Railroad has gotten nicely rid of one of its white elephants and should be open to congratulation. The receivers have disposed of the Ottawa Beach Hotel to a syndicate headed by Benj. S. Hanchett, representing the Holland interurban; J. H. Morton, of the Graham & Morton boat line, and J. Boyd Pantlind, and will abandon its seven miles of track from Holland to the lake shore as not worth operating. The Ottawa Beach resort was established about twenty-five years ago as a railroad enterprise by the old Chicago & West Michigan, when J. B. Mulliken was its President and Wm. A. Gavett General Passenger Agent. A resort was platted on the north side of the Black Lake channel, cottage lots were sold and to give the enterprise a start the railroad built the big hotel at a cost of \$50,000 or \$75,000. For a time the resort was boomed. Resorters were brought over from Chicago and Milwaukee and cheap rates were given from this city to encourage settlement. The enterprise did not pay and gradually the railroad lost interest in it, ceased applying the stimulants and the resorters had to depend upon their own efforts to keep the place alive. For a long time the hotel yielded an annual deficit. Then J. Boyd Pantlind took the management and made it pay. Last year the railroad company resumed the management and this is to continue the present year. During all these years the railroad has been giving service from the city during the two or three months of the summer season and at a rate that did not cover expenses. This year the railroad, selling the hotel property, will abandon the enterprise entirely. The buyers of the hotel property are closely identified with the Holland interurban and the deal, in fact, is an interurban move to gain the control of the resort traffic. The interurban runs on the south side of the lake to Macatawa Park and under the new deal passengers wanting to go to the Beach will be given free transfers on a ferry that will be established across the channel. The new control has had experience in handling traffic, knows how to give service that will please the public and fully appreciates the importance of popularizing the service

to make it pay. Limited trains with no stops until Holland is reached will be run and during the season these will be run at such frequent intervals that it will be easier to reach the resorts than ever before and nearly as quickly as by the railroad. The resort itself will be improved. The hotel will be made better and no longer will have the noise and dirt of the locomotives passing the door. A dancing pavilion will be built and probably a miniature trolley line to the bathing beach. There will be co-operation with the cottage owners in making the place attractive. Not the least of the benefits that will accrue will be that Sunday excursions will no longer be dumped at the resort to disturb the quiet. Those who really want to go to the Beach will be able to do so at the same price as to the Park, but the raffish will not cross over. The change will be a good thing for Ottawa Beach and ought to add greatly to its popularity as a resort.

Not the least important effect of the change at the Beach is its probable influence on Macatawa Park. In recent years the Park management has been exceedingly greedy and grasping, charging for everything and giving nothing in return. The place has grown almost to city size when the summer population is there, but this has been in spite of the management, instead of anything that has been done to popularize the place. Ottawa Beach, it may be expected, will now become a real competitor of the resort and a more liberal policy will have to be adopted.

FALL FURNITURE SEASON.

The fall furniture season opened this week with a good list of buyers in attendance for the start and more coming. The indications are that the number of buyers will be up to the July average, which means around 1,200 for the season. The manufacturers are optimistic, as they always are at this stage of the game, that the season will be a good one. The probabilities, however, are that the orders booked at this time will be conservative. There will be a lot of looking and much taking of memorandum, but the tendency, it is believed, will be to go slow in placing the actual orders. Congress is still in session which means that the tariff question is still open. The financial situation is none too favorable for activity in business. If the buyers are slow in making commitments it will be merely a reflection of the way business men generally and in all lines feel. They hope for good times in the fall, but are not inclined to take too many chances. The opening is likely to be light, but if congress ever gets through juggling with the tariff, if the financial legislation the country demands is enacted and if crops are good the hope for a good fall trade later may be realized.

Owing to the shortage in hotel accommodations the visiting salesmen have almost unanimously sought quarters in private houses for the season, thereby relieving the situation to the extent of about 500 guests. With the salesmen out of the way the

buyers will have the hotels to themselves, and even then they are likely to be crowded when the season is at its height. Work is well under way on the New Pantlind, or rather in wrecking the old buildings to clear the site for the new hotel, and this will cheer buyers and sellers alike with the hope of better conditions in the future.

The Grand Rapids lines are, for the most part, in order and ready for inspection as soon as the buyers arrive. The outside lines exhibited in the exposition buildings are far from complete. In fact, it is not recalled when so few lines were ready for the opening. It will be another week, at least, before the outsiders will be in shape. Among those not ready are some of the high grade lines which have always taken pride in being on the ground early with their samples. Some were held up by slow freight delivery, some by accidents on the road, some by delays in getting their goods started and some by the congestion here with several hundred cars arriving all at the same time.

One of the important acquisitions for this market this season is the Windsor Folding Bed Co., of Chicago, manufacturers of high grade bedroom and dining room furniture which has heretofore shown exclusively in the Chicago market. The exhibit is unique in that only a few representative pieces are exhibited to show workmanship, finish and other important details, while the rest is shown by photograph only. To the experienced furniture man the photograph is almost as good as the real article and this method of exhibiting is being tried as an experiment. It makes the expense much less for freight and handling and less space is required. The Windsor company was founded by M. B. Moyer, a former traveling salesman for Berkey & Gay, and the business is now carried on by his sons. The company originally manufactured folding beds and still retains the old name. The folding bed became a newspaper and vaudeville joke, people were frightened by occasional accidents through careless use and the folding bed trade died. The Windsor company switched to dining room and bed room goods and has been notably successful. The Gunn Furniture Co., of this city, was originally a folding bed concern, but turned to office furniture and sectional cases.

As for the new patterns, more of them are shown this season than ever, and this is especially true of the lines which appeal to the holiday trade. The designs are not far different from those shown in January, or for that matter, a year ago. The predominant tone is English. The Adams is put forth as the leader in the high grade lines in mahogany, with Sheraton and Chippendale trailing and some Hepplewhite. Very few pieces in the French periods are shown. The Colonial patterns hold their own in staple goods, but are out of the running for faddish goods. In oak the early English periods predominate. No new periods have been brought out. The tendency has been

to strengthen the old periods and to improve upon them.

Six lines of Chinese grass goods are shown in the market this season. These goods are of sea grass, manufactured in the Orient with Hong Kong as the center of the industry. They are chairs, settees, rockers, tables and similar goods for summer use. They are fairly well made and in good design and are very cheap. They were first shown here two or three years ago and met with such success that other importers have entered the market. The goods ordered now will be for delivery next March and to be sold next summer. These goods do not compare with the American goods in finish and workmanship, but their cheapness makes them in demand. In connection with the sea grass furniture, Japanese, Chinese and Filipino baskets, screens, curtains and other wares are shown.

TOUGH ON THE WORKMEN.

If the boiler makers, machinists and blacksmiths formerly in the employ of the Pere Marquette, and who went out on strike a couple of months ago upon orders from Vice-President Ryan of the boilermakers union, were men of ordinary intelligence it would be supposed that they would by this time realize how outrageously Ryan and his associates have been stringing them. The strike has been kept alive by a succession of lies and misrepresentations, promises which have failed in the fulfillment, hopes that have never come to pass. In the first place, Ryan promised an easy victory against a company that had too many other embarrassments to permit it to make much of a fight, but the easy victory did not come. When it was apparent the receivers did not intend to surrender, it was promised that the engineers, firemen and conductors would join in the strike out of sympathy—but they did not. Then it was promised that the Federal Court, under whose jurisdiction the road is being conducted by the receivers would interfere—but the Court had nothing to say. The meddling interference of some of the municipalities was held up as a ground for hope, but nothing came of it. Now the promise is made that the switchmen's union will show its sympathy by quitting work and this is likely to be as vain a promise as have been all the others. Each succeeding promise has served to keep the strike going for another week. How much longer Ryan's promises that never come to fulfillment will hold out is a matter of conjecture. In the meantime Ryan is living well at a high priced hotel with all his expenses paid, and he takes trips about the State by railroad and automobile when he feels like it at the expense of the union, and his poor dupes are out of work with families on their hands to support. The strike is, no doubt, an excellent thing for Ryan, but it is tough on the workmen. This is a good illustration of unionism and its methods.

It isn't enough to point out the weak spot in a system or business; get busy and do something to strengthen it.

SHOW YOUR APPRECIATION.

Men need a word of encouragement now and then just as much as they need food. For as food is to the body, so is encouragement to the mind and heart. A worker who is discouraged is not half a man. And even the most liberal compensation cannot take the place of a word of appreciation and encouragement given in the right spirit at the right time.

"That is a good job, Henry" said a business man to his clerk, who had just finished ruling a book for him. And the young man threw himself into his work with renewed energy and interest. The man never knew how much that slight word of approval meant to the clerk, nor how much it added to his enthusiasm.

Men and women crave the assurance that their work is meeting with satisfaction. To withhold that assurance when it is due is not merely poor business policy—it is an injustice. Part of the compensation of every worker is the satisfaction of knowing that he is accomplishing something and to withhold that satisfaction is often more grievous than to hold back money duly earned.

More and more must those in authority in business recognize the human element in men and women—the part the heart plays in the work. It is possible, of course, to say too much to a man, giving him an over-elated sense of his value—but the tendency seems rather in the other direction. As a rule, men do not get encouragement enough.

THE OTHER SIDE.

A correspondent, referring to the point quoted from a prominent employer, to the effect that "not over five per cent. of the employees of the average mercantile concern are in earnest, that is, are really trying to do their best," writes:

"We must consider both sides of the question. If it is true that only five per cent. are in earnest, it seems to my mind a severe arraignment of employers themselves. Interest cannot be one-sided. It must be mutual. Employers can develop more interest among employees by the simple process of manifesting more interest on their own part. Many employers do not know their employees at all and do not make much effort to know them. They know the heads of departments, and sometimes the assistants; the rest of the force they don't know even by sight. Furthermore there is seldom anything like a promotion system whereby honest attention to business gets proper recognition and reward. Vacancies are frequently filled with new employees when the older ones are well able to do the work. Let employers show some definite interest in employees and you will see the employees' interest in the business increasing."

SELECTING A MAN.

Picking out the right man for the place often measures the difference between success and failure in a business. More often it measures the difference between a moderate success and a phenomenal one.

Twenty or more years ago a certain mercantile house was started with the idea of doing things in an original way, and a man was chosen to carry out the idea. He had had no previous experience in that line, but he had the right idea and grasped the plan enthusiastically. The work began on a simple scale so that the experienced man was able to feel his way. The business grew until it attained great proportions. The same man is still at the head of it, not as the owner, but as the manager. He proved to be the right man for the place. It would be difficult to imagine how he might have made the business more successful in that particular line.

Suppose some other man had been chosen in the beginning. Suppose he had had wide experience, but different ideas. He might have turned the whole business into other channels and have given it a different character. He might not have been able to grow up with it or might have left it after the first year's trial. The present greatness of the business might have been unknown to-day if it hadn't been that the right man was chosen when the business was small.

THE TOUCH OF POWER.

In handling men it is important to appreciate the degree to which they respond to a word or look. It is commonly admitted that the knowledge of how to handle men is a great business asset. How else are they to be dealt with except by words and thoughts and attitudes and hints and all those little things by which men come to understand each other.

A word of appreciation for work well done, a word of caution for unseen danger, a word of helpful criticism for faulty work, a word of advice in time of uncertainty, a word of encouragement when the spirit is low—these are important things in dealing with men. The manager who neglects them or deems them unimportant is greatly mistaken as to the functions of a manager, no matter how great are his capacities in other lines.

Some managers are too prone to expect the very best results and yet not appreciate them when they get them. Even when these results have been worked out under extreme difficulties and inconveniences, there is often no word of recognition of the fact. The thoughtless omission of the right word at the right time, even if it be but a single word, may make a great difference in the subsequent spirit of the employee. Men feel the effects of the words and attitude of the men above them, just as the big locomotive responds to the engineer's touch at the throttle lever. It is highly important that every touch be the right one at the right time.

The rule of "leaving well enough alone" is all right, but it is too often used by the fellows who are too lazy to make a move, even if they know in their inmost souls that the old way of doing a thing could be improved upon.

A NEW BROOM.

When a man takes charge of an office or a department he invariably cleans out an accumulation of things which are more or less worthless and makes a number of changes which are obviously needed. It is the old story of the new broom that sweeps clean. Why should not the present incumbent assume for a time the role of a new manager and make such changes as his successor might make?

Think what a novel experience it would be to come down to the office some morning with all the fresh enthusiasm of a new manager. Put yourself squarely in his place. Regard yourself, up to yesterday, as your own predecessor. Criticise the laxity of that predecessor with all the sternness you might employ if he happened to have another name than your own. Make no excuses for him or for his methods and accumulations. Get an entirely new view of the situation and outline the policy you mean to pursue. If you need a new desk, get one. If you need a new cabinet get one. If you know a better way to organize the work, do it. If your attitude toward those about you has been too reserved or too familiar, change it. Do everything with the spirit in which you might take a new position, with the added assurance and knowledge of conditions which experience has given you. Perhaps this is just the change you need.

PROFITABLE REFORMS.

Many worthy reforms are being made quietly through the rules of business houses. Men of purpose who are in authority in business houses should not overlook the opportunity thus afforded. As almost every wrong habit affects the tone of a business or the capacity of the individual, it is possible, without stepping beyond the simple bounds of business propriety, to curtail many evils and thus render a distinct service to society.

An instance worthy of note may be found in the rule of a certain large store which prohibits the use of chewing gum by employees while on duty. The good effect of this rule is not merely in breaking the repulsive habit among several hundred employees, but in the example it affords to other concerns and in the stigma it places upon one of the most unrefined and inexcusable habits that ever gained ground with thoughtless persons. Further than this, it brings to the attention of many parents the idea of preventing the habit among children.

As a further evidence of the business value of such rules may be mentioned the fact—well known among successful salesmen—that the use of chewing gum and tobacco is so offensive to some customers that they hesitate to transact business with salesmen who use them in their presence.

GIVE CREDIT FOR THE BEST.

It usually pays to treat a man according to the best there is in him. A certain clerk was regarded as quarrelsome and incompetent. The floorwalker and the other clerks treated him accordingly—and to them

he always seemed to live and act the part of a most disagreeable man.

Finally he got a position in another store where his old reputation was not allowed to follow him. The manager treated him with courtesy and respect, calling him "Mr. Daniels" instead of "Bob," and gave him credit for being a first-class clerk. Every latent power of his manhood expanded to meet this better estimate of himself, and he soon became, in fact as well as in theory, a competent clerk with a normal disposition—one of the best in the store.

The fact was, the manager knew of the man's reputation but refused to build on the old foundation. He established a better estimate of the man and gave him an opportunity to live up to it.

Do you know the men about you by the best there is in them or by the worst? Try giving them credit for all they might be and watch them respond to your estimate.

INFLUENCE OF WOMEN.

A man took charge of an office in which he had been working as an assistant. The force was composed of six or eight men. The first move of the new manager was to put a young woman in the office. In speaking of the matter he said:

"The presence of a woman in an office has a refining influence on the men. Our men have grown careless in their actions and conversation and have given the office a spirit of coarseness that would not be shown if a woman were present. I want to purify the general atmosphere of the office and I know no better way than to have a refined young woman there."

The experiment was immediately successful. The character of the conversation of the office was greatly improved, a tendency to mild profanity was checked and coarse jesting was felt to be out of place. The young woman sat quietly at her desk, entirely unconscious of the transformation her presence was causing. Her ladylike reserve commanded respect and constantly reminded each man of the necessity of being a gentleman.

In thousands of offices the same refining influence is going on. More is due to the presence of a woman in the business world than is commonly realized. They are missionaries of refinement and deserve credit in proportion as they fulfil that function.

One of the illusions is that the present hour is not the critical, decisive hour. Write it on your heart that every day is the best day in the year.

Some people take a good deal of pride in the boast that they are "poor, but honest;" but if you labelled them "poor, but lazy," you'd come nearer the truth.

Once there was a man who said he would never do anything he hadn't done before. Fortunately, there were not many of him, so the world still continues to advance.

Times aren't like they used to be and most of us are glad of it.



Attractive Window Trim of Woodenware Staples.

To build the window display of woodenware, illustrated herewith, you will need the following:

Merchandise.

One dozen tooth brushes.
One dozen packages toothpicks.
One dozen whisk brooms.
One dozen varnish brushes.
One dozen steak pounders.
One box shelf paper.
One dozen clothes lines.
One box shelf paper.
One dozen mop sticks.
One dozen dish mops.
One dozen house brooms.
One dozen clothes pins.
One dozen washboards.
One dozen rolling pins.
One dozen hair brushes.
One dozen clothes brushes.
Two dozen scrub brushes.
One dozen hand brushes.
One dozen shaving brushes.

Fixtures.

Four halves of barrel hoops.
Three tall wooden boxes.
Two candy pail lids.
Two lath.
One 10-inch board, 30 inches long.
Two 6-inch boards, 30 inches long.
Six rolls green crepe paper.
Pins.
Nails.
Price tickets.

woodenware lends itself very readily to attractive window trims.

In most cases the trimmer tries to display too much merchandise, making his work look overdone. Hence the trouble.

Cover the background with green crepe paper. This can be quickly and neatly done by pinning the paper in position. About four rolls should be enough for covering the background and fixtures.

Then nail four halves of barrel hoops to the top of the background in the manner shown by the drawing. To the one at the left attach six steak pounders. To the next pin six whisk brooms. The next should contain six clothes lines and the one on the right end six dish mops.

Now pin a roll of shelf paper along the top of the background for a border and along the right end of the window near the glass pin six scrub brushes as shown by the photograph. This will finish the background.

Next get the center unit in shape. Cover a box and a wide board with white or green crepe paper and you have the fixtures ready. Put the board on top of the box as shown in the drawing and nail to it six towel rollers. To the front of the box pin six boxes of toothpicks, and against the box lean a card of varnish brushes.

A box, a 6-inch board, a narrow wooden strip and a candy pail lid, all

covered with crepe paper, are the fixtures you need for the unit on the left. Arrange them as in the drawing. Put a pile of scrub brushes on either end of the board. In the center put a box of clothes brushes. Put a washboard lengthwise across the top of another against the box in front. Put another lengthwise on the floor. Pin two pieces of shelf paper to the wooden strip and eight hand brushes to the candy pail lid. This finishes the unit.

Behind the unit stand two brooms on the floor and in front of it three mop sticks. The mop sticks can be tied together eighteen inches from the top and spread out to form sort of a tripod effect.

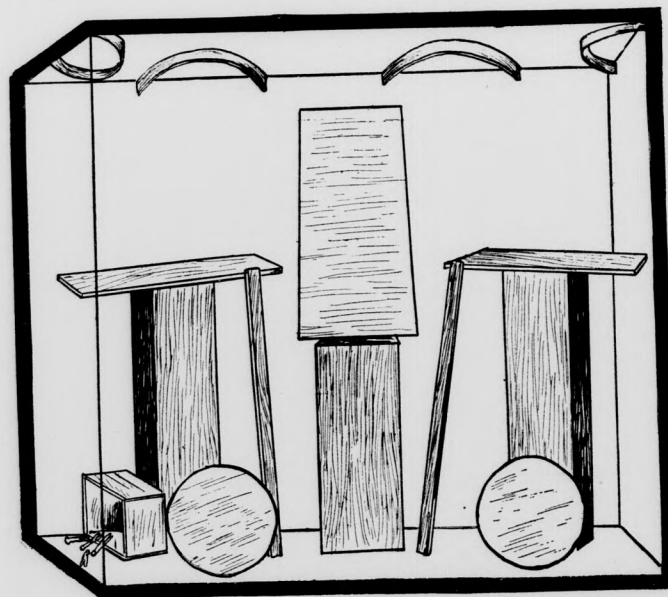
The unit on the right end of the

and then a pile of clothes brushes.

Be sure to put on plenty of price tickets as you go. When a trimmer waits till the display is nearly finished before using his price tickets he is likely to knock part of it down in putting them on.—Butler Way.

Do Not Forget the Fourth.

Regularity is a great characteristic of the seasons. So perfectly do they follow the order of their arrangement, and with such clock-like precision do they steal upon us, whether or not we are expecting them, it is not unusual for them to catch us unawares. We sometimes find ourselves wondering if it really can be summer again, and only realize it to the full when heat becomes burdensome. But here it is again, and the



Drawing of Fixtures.

window is constructed out of the same kind of fixtures.

On the left end of the board over the box pile a dozen shoe brushes in the manner shown by the photograph. Pile eight scrub brushes on the right end. In the center put a box of hair brushes. The box can be made to stand by pinning the lid to the board and leaning the box against it.

Arrange three washboards the same as on the other side and pin three pieces of shelf paper to the small strip of wood leading from the box to the floor. Put a broom and three mopsticks on the floor behind this unit. Arrange three mopsticks in front in the tripod effect shown on the other side.

Pin a dozen tooth brushes to the candy pail lid in front. Lean a rolling pin against the washboard on the floor.

You are through with the trim now except for the floor plan next to the glass. The arrangement of this is plainly apparent in the photograph.

At the left is a box of clothes pins dumped out on the floor. On top of the box is a box of shaving brushes and leaning against it are two shoe brushes.

Next comes a rolling pin, a box of shaving brushes, another rolling pin

great day of Independence will arrive in a short time. Do not forget the Fourth of July, what it means to us historically, and what it means to the merchant commercially. Powder, games, outing, all these things are to be considered from the standpoint of sales. To sell there must be something in stock that the customer considers sufficiently attractive to take in exchange for coin. You know what those things are. You have been through other Fourths. Just bear in mind how soon it will be here, and be ready.

The ladder of success was never intended to be cluttered up with men roosting there just to gaze at the scenery!

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



Photograph of Window Trim.

Delayed Letter From the Celery City.

Kalamazoo, June 17—Kalamazoo Council left Kalamazoo Friday morning on a special train for Grand Rapids with three cars of U. C. T. members and their wives. Battle Creek came over with a good delegation and joined us at the G. R. & I. depot. Kalamazoo had secured the fifteen piece Fischer's band for the two days and we certainly were a happy congenial crowd.

Our ball team went to Grand Rapids with the intention of bringing home the first prize money and the cup. They did and that last game was worth the trip to the Rapids if one attended nothing else. The boys all played ball as though they meant it and those in the grand stands seemed to be working just as hard to win. It is sufficient to say that there were many, many boys who went home quietly because their throats were not in a condition to express themselves audibly.

Grand Rapids certainly did herself proud in the entertainment of the convention. Nothing was left undone to make it pleasant for those in attendance and we all feel a very warm friendship for our brothers in the Furniture City and their wives, too, who helped see that our ladies were royally entertained. It was impossible to take in all of the good things provided for our pleasure. We thank you, Grand Rapids, and again thrice thank you.

We had forty-five members of our Council in line at the parade, besides twelve members who did not join

us, though they were in the city. A few of those came too late as the parade was moving and others felt that they could not stand the march in the warm sun. The boys of 156 and 253 looked very nice and clean in their white ducks, white shirts and white hats.

George B. Parks, of No. 156, had the misfortune to slip when entering a street car in Mishawaka a few days ago and fell to the floor of the vestibule striking his right leg on the step and bruising it badly. I called on him this afternoon and the bruise is looking very angry and is spreading. Doctor Collins is giving daily attendance and Mrs. Parks is looking after him very carefully, but it looks as though it would take some time to heal.

Our Senior Counselor, Frank H. Clay, is confined to his bed yet with a threatened attack of typhoid fever which is very stubborn and refuses to yield to the doctor.

Mrs. W. A. Cooke is at Bronson Hospital, where she was operated on for appendicitis last Tuesday. Reports are very favorable at present.

Mr. Stowe, of the Tradesman, entertained us very nicely during the convention and showed us the sights of beautiful Grand Rapids ending with a very nice luncheon at the Peninsular Club Saturday evening. This was certainly appreciated and we will show our thanks by trying to have a letter every week. R. S. Hopkins.

While you are counting the thorns on the stem the rose withers.

Moth Preventatives.

At this season of the year it is a time honored custom for housekeepers to pack away the winter garments, woolen underwear, blankets, furs, etc.; consequently the pharmacist is called upon daily to furnish something to kill moths, when these troublesome insects have made their appearance.

Pharmacists should be very careful about recommending or guaranteeing any of the many articles on the market said to kill moths. Tons of camphor and naphthalene in the form of flakes and balls (sold under the misnomer, camphor balls) and other tar products have been used, but "no one has yet produced a single moth killed by such preparations." The editor is under the impression that this statement was made by the late French professor, Berthelot, the founder of the science of thermo-chemistry. Lately again two French scientists, Lecaillon and Audige, have found that the popular naphthalene only exercises its toxic effect in a confined atmosphere and that even then its action is very slow. As a matter of record, the sale of naphthalene in flakes, and especially in the form of balls, has been constantly on the decrease, evidently due to the fact that housekeepers have discovered that this chemical does not kill moths.

Cheer up. Although you may not amount to as much as you think you do, it is ten to one you amount to more than others think you do.

Business Wagons

12 styles carried in stock-12

\$ 47.00 to \$140.00

SHERWOOD HALL CO., Ltd.
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A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

Michigan Distributors for
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Catalogue or quotations on request

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



The Karo Demand is Increasing Everywhere

Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker. It is influencing millions of housewives to use more Karo than ever—

telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

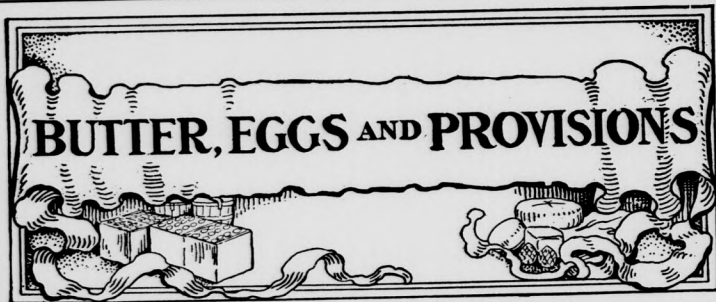
With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

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

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

Corn Products Refining Company

New York



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.

The Truth About Cold Storage of Foods.

Bulletin 93 by Geo. K. Holmes, Bureau of Statistics, U. S. Department of Agriculture represents an extraordinary amount of painstaking labor in gathering information, compiling it in tables and digesting it for use of producer, dealer and consumer. The information was collected from a large number of cold storage warehouses, both private and public, situated in all parts of the United States. The commodities represented are fresh beef, mutton, pork, dressed poultry, butter and eggs.

In the case of butter, the months of highest production are May and June and the months of largest mean relative marketing are June and July, and the two months last named are also the months of lowest wholesale price in the thirteen cities for which prices are consolidated and also are the months during which the price at the farm is lowest.

On the other hand, the period when the production of butter is lowest is from November to March, while the period during which the mean relative marketings are lowest is from November to April, and this is the principal portion of the period during which the mean relative price of butter in the thirteen cities is high and also the mean relative monthly price of butter at the farm.

Production is directly related to marketings and inversely related to prices.

During the three heavier cold storage months (September, October, November) of the storage year 1910-11, 47 per cent. of the fresh beef placed in cold storage during the whole year was received into the warehouses, 59.8 per cent. of the fresh mutton (August, September, October), 59.2 per cent. of the dressed poultry (November, December, January), 70 per cent. of the butter (June, July, August, and sometimes May), and 79.4 per cent. of the eggs (April, May, June).

In the lighter cold storage months of the same year, February, March and April, 10.3 per cent. of the fresh beef placed in cold storage during the whole year was received into warehouses; in May, March and April, 8.1 per cent. of the mutton; in May, June and July, 3.4 per cent. of the dressed poultry, in February, March and April, 2.7 per cent. of the butter; and

in December, January and February, 1.4 per cent. of the eggs. The receipts of fresh pork into cold storage are quite evenly distributed throughout the year.

It was established in this investigation that 71.2 per cent. of the fresh beef received into cold storage in the cold storage year 1909-10, was delivered within three months after receipt, 28.8 per cent. of the fresh mutton, 95.2 per cent. of the fresh pork, 75.7 per cent. of the dressed poultry, 40.2 per cent. of the butter and 14.3 per cent. of the eggs.

The percentage of the year's receipts delivered in seven months is 99 for fresh beef, 99.3 for fresh mutton, 99.9 for fresh pork, 96.1 for dressed poultry, 88.4 for butter and 75.8 for eggs.

An important result of this investigation is that the receipts of fresh beef, mutton and pork, dressed poultry, butter and eggs into cold storage are entirely or very nearly exhausted by the deliveries within 10 months.

It is a matter of some consequence to farmers and to consumers if the cold storage of farm products results in carrying over to the next year of production a quantity large enough to depress the price of that year. From the natural storage year ending August, 1910, 9.6 per cent. of the receipts are carried over to the next year in the case of fresh beef; the percentage for fresh mutton for the natural storage year ending July, 1910, was 15.1; for fresh pork for the natural storage year ending April, 1910, 5.4; for dressed poultry for the natural storage year ending July, 1910, 7.7; for butter for the natural storage year ending April, 1910, 4.9; and for eggs for the natural storage year ending April, 1910, 0.2 of 1.

The fresh beef received into cold storage during the year beginning May, 1909, was kept there on the average for 2.28 months; the fresh mutton, 4.45 months, the fresh pork, 0.88 of one month; and butter, 4.43 months. The dressed poultry received during the year beginning March, 1909, was kept on the average of 2.42 months; the eggs 5.91 months.

The report states that the owners of cold storage commodities "must use good judgment and take their goods out of storage before the costs of storage, added to the original cost of the goods and some profit, will raise the total amount of cost of goods above the market price. It is a problem of the future."

For the average length of time in cold storage, as ascertained in this investigation, the actual costs of storage are: Fresh beef, 0.997 of 1 cent

Potato Bags

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

Quick Shipments Our Pride

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Established 1876

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Receivers and Shippers of all Kinds of

Fruits and Vegetables

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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.

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POSITIVELY A BIG TIME SAVER



Nest and incubator eggs will soon be coming in, and the dealer who is not candling eggs will be the loser. Buying of eggs on a loss-off system is with us and is sure to stay. Candle your eggs, Mr. Merchant, before your customers, showing them the bad eggs. They will not ask you to pay for bad eggs. No dark room or cellar necessary. Simply place our "Tester" on your counter. Can be used wherever electricity is available. Can candle 36 eggs in one minute. Supplied in two sizes.

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

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

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

RAPID EGG TESTER CO. Saginaw, Michigan

SEEDS

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

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

a pound; fresh mutton, 1.564 cents a pound; fresh pork, 0.350 of 1 cent a pound; for dressed poultry, 1.079 cents a pound; for butter, 2.532 cents a pound; for eggs, 3.505 cents a dozen.

This investigation endeavors to arrive at some tentative conclusions with regard to the percentage of the national production that enters into cold storage during the year. The results of estimates and computations make it appear that 3.1 per cent of a year's production of fresh beef, commercial slaughter, goes into cold storage. 4.1 per cent. of the commercial slaughter of mutton, and 11.5 per cent. of the commercial slaughter of pork. Of the farm and factory production of butter during the year, 9.6 per cent. goes into cold storage and of the farm and non-farm production of eggs, 15 per cent.

A computation of the wholesale value of five of the commodities embraced in this investigation received into cold storage during the year is ventured with the result that the wholesale value of the fresh beef received into cold storage is estimated to be \$15,000,000; fresh mutton, \$1,600,000; fresh pork, \$18,000,000; butter, \$40,000,000; eggs, \$64,000,000. The total wholesale value of these commodities received into cold storage during the year is \$138,000,000 at prices of the year ending October, 1911.

The report contains a study of cold storage butter as a fraction of the supply for New York City, and a similar study for eggs for Boston, Chicago and New York.

It is declared in this report that the results have been established by inductive processes and, in this respect, that they are more or less distinguished from results of investigations by state commissions, which have had a narrow basis of fact and have depended considerably upon the academic processes of assumed incomplete premises and upon deductions. The investigation negatives some popular misconceptions with regard to the cold storage business and substantially sustains some of the assertions made by cold storage warehousemen.

Dairy Products in Canada.

The dairy figures for 1912 can scarcely be regarded as entirely satisfactory. Complete figures are not in for all the provinces, but there is possibly not more than 5,000 pounds of butter unaccounted for.

In Manitoba there was a sharp decrease in the out-put of dairy butter, while creamery butter, for which factory figures are obtainable, showed a decrease of 159,441 pounds. There was no shrinkage in value, owing to the advance in price; dairy butter having sold on an average throughout the year at 2 cents a pound higher than in 1911, and creamery butter at 4 cents a pound higher, says Daily Consular and Trade Reports.

Manitoba is the chief cheese making province of Western Canada, and the returns from factories show that there was a falling off in cheese manufactured of 30,000 pounds. The advance in price was ½ cent a pound

which helped to even up the amount received from this product. The output of cheese in Manitoba for 1912 was only 536,618 pounds, as against 923,528 in 1910. During the entire year large quantities of Ontario cheese were sold on the Winnipeg market, and early in February, 1913, the retail price of the best Ontario cheese, 1912 make, was 22½ cents per pound, indicating that the consumers in the prairie provinces are paying unduly for the small output of the season. The average wholesale price of cheese during 1912 was 13 cents, and if there was a full supply of the home-made article it could be sold at 15 cents a pound and leave a comfortable margin for both maker and handler. At the present time cheese, instead of being a staple, is a luxury.

The butter made in the government creameries in Saskatchewan showed an increase of some 295,000 pounds over the output. Much butter is now made in private creameries in Saskatchewan; statistics of this production can not be obtained, but it is reasonable to suppose that the output of private creameries has increased as much as in the government establishments. Judging from the figures obtainable, the price received for butter made in government creameries was slightly lower in 1912 than in 1911, the rate per pound in each year being 27.20 cents and 28.86 cents, respectively. Butter made in private creameries, however, showed a distinct advance in price, indicating that the quality more nearly approximated that of the creameries under government supervision.

Alberta may be considered the banner province for dairy products in 1912. The output showed an increase of 730,000 pounds, while the price was 2 cents a pound higher than in 1911. The increased production of alfalfa, clover and root crops was no doubt an important factor in the increased production.

The decrease in butter and cheese making in Manitoba does not indicate that fewer cows are being kept. In fact, the number of cows increased during the year. They did not increase in proportion to the requirements of the province, however, and the increased milk consumption in all of the large centers accounts for many farmers giving up butter making. There was only a brief period in the middle of the summer when it was not necessary to bring in cream and milk from the American side for the market in Winnipeg, and the supply of milk and cream was far from adequate. There has also been a rapid increase in milk consumption in the cities of Saskatchewan and Alberta, such as Regina and Saskatoon.

Calgary, Edmonton and Lethbridge have almost doubled their milk consumption within the last three years; yet both Saskatchewan and Alberta have increased their butter production.

Either the things that you like are not good for you or the things that are good for you are things nobody else likes.

Chance for Real Growers of Potatoes and Beans.

Bay City, June 23—You may remember that under date of September 18, 1912, you published an editorial in regard to the West Michigan Fair, in which you referred to the pot hunter exhibitors. You may also remember that I endorsed the stand you took and suggested some changes.

I am pleased to note that you have put this change in operation, so far as potatoes are concerned, at the West Michigan Fair and I am pleased to draw your attention to the fact that the Michigan State Fair has also made some changes in potatoes as well as beans.

Now, if the real growers of the State will come forward and put up an exhibit after these premiums; an exhibit which will demonstrate to the fair officials that this is the better way, it will be but an easy matter to make changes all along the line in the premium list.

The Michigan State Fair offers premiums of \$20, \$15, \$10 and three of \$5 each, both for the best bushel of late potatoes and the best bushel of early potatoes.

While this scheme was not original with me, I am pleased to have the honor of helping to get it started anyway.

T. F. Marston,
Sec'y Northeastern Michigan Dev. Bureau.

Good will as a business asset is the hardest to get and the easiest to lose, yet without it no business long can prosper.

The wise adviser is he who first finds out what his friend wants to do and then advises him to do it.

We want Butter, Eggs, Veal and Poultry

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

All Kinds of Feeds in Carlots Mixed Cars a Specialty

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

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H. WEIDEN & SONS

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

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Fifty-one year's record of Fair Dealing



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.

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

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

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

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

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

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.



New Styles in Hats for the Fall.

The soft orders for immediate delivery are mostly in greens and blues, high crown effects and welt edges, which is conclusive evidence of the trend of style at the moment. Bows at the rear, with buckles, are the favorite trimming features. In stiff hats, bows in the back and rear quarter, and wide bands are the novelty features.

That the psychological effect of a backward spring business should lead an inexperienced retailer to restrict the volume of his fall orders to less than his actual requirements, is readily comprehensible, because in learning the game he is going to make mistakes, and it is natural for him to infer, without analyzing the matter, that inactive spring business is the precursor of a backward fall trade.

It is inconceivable, however, why the retailer of experience, with the lessons of past years to guide him, should allow himself to be similarly affected. The fall business always is good—retailers themselves can make it better—but whether it is "good" or "better," it is ancient history now that hat stocks are always inadequate for the early fall business, and then there are rush orders to the factories with request that manufacturers make shipment the day they receive the orders. With the factories filled with rush orders from thousands of retailers they are unable to fill them promptly enough to prevent lost sales for the retailers—in addition to which there are many other troubles incident to the rush—mistakes that would not occur if the factories were given more time.

The farsighted retail hatter should plan now for his harvest of good business in the fall by placing his orders in such manner as will assure a well supplied stock of merchandise for his early fall sales.

The style tendency is well defined and by exercising careful judgment the proper styles can be chosen and liberal orders placed with confidence that the harvest time will mean active sales and profitable business.

Larger shapes will be favored for nobby trade, both high class and the more popular, in high crown, with full top and medium brim dimensions. The crowns will be pushed down on the top to produce a negligee effect, with no effort to make the dent even around the crown, or may be "double-creased"—that is, a crease the length of the crown and another across the width, making the long crease wide in the center and tapering toward each end—or the regular crease, but without any dent at the sides. Brims will

be flat with welt edge or a small roll all around and with little or no "set."

Retailers ought to go strong on blues for fall. Greens will be popular, but as they have been ready sellers as a novelty for this spring, retailers should differentiate the styles for fall and recommend blues as the correct fall color.

For the new soft hat trimmings wide bands are universally preferred and the nifty dressers will have bows in the back with a buckle.

A remarkable velvet hat sale is in prospect for fall. The aggregate of the advance orders already placed forms an immense volume of business.

Stiff Hat Styles for Fall.

There are two distinct features of the derby fashions for the coming season. For popular vogue low crown wide brim hats with full tips will prevail, but for the fine trade the evolution of style is bringing the fashion back to higher crowns, tapering and narrower brims, with well rolled curl and more set, the favored proportions being 5 and 5¼ by 1¾. While the popular trade will cling for at least another season to low crowns and wide brims, it is quite likely if past performances are a guide, that tips will be gradually taken in, crowns raised and brims narrowed, a process of evolution so slight that the change of styles is not very apparent for several seasons, and the general public is content in unconcerned bliss with several seasons' wear of the same old hat. There are some live hatters who will find it profitable to effect a radical change in the stiff hat vogue—where are they?

For stiff hat trimmings novelty styles will have wide bands with light or heavy rib, and bows in the back or on the rear quarter, furnished with buckles.

The situation in Bankoks is very difficult owing to the great advance in price for the bodies. Grades formerly quoted at \$11 and \$12 per dozen advanced to \$18, \$16 grades to \$22, \$18 grades to \$26 and at the advanced prices the qualities are not nearly so good as the same grades at former prices.

The Bankok may be classed as a good value hat at \$5 or \$6 and under prevailing conditions it will be difficult if not impossible to produce really desirable quality to retail at this price. Bankoks that retailers bought for \$36 last year will cost at least \$48 this season and it is certain that the \$5 Bankok this year will be no better than the \$3.50 hat of last summer.

Panamas.

Ever increasing favor is bestowed

season after season on Panama hats, and as they raise the price standard for retailers everywhere, their sale should be encouraged in every way, not only for the very substantial direct profits in the sales of the Panamas, but also for the psychological effect in stimulating demand for the higher priced felt hats.

The man who knows an opportunity when he sees it, has gone the biggest part of the way on the road to success.

Great organizers are men who are able to distinguish between initiative and "freshness."

If the boss calls you down, be grateful; the probabilities are you should have been fired.

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

RAMONA WEEK



Special Engagement of the Grand Rapids Favorite and America's Famous Tenor

JOSEPH F. SHEEHAN

THE LONGWORTHS

In a Dainty Singing Act, Featuring Their Own Compositions

LOCKE & WOLF
Whirlwind Dancers

REED'S ACROBATIC BULL TERRIERS

WOODS & WYDE
Music, Rhyme and Humor

HUGO LUTGERS
"The Swedish Dialect Preacher"

THE BIMBOS
"A Novelty Act That's Different"

RAMONAGRAPH
Latest in Motion Pictures

Plan to Spend Your Fourth All Day at Ramona

Why Put Your Hand in the Lion's Mouth?

IF you feel that you must adopt the trading stamp system to enable you to compete with your neighbors in trade who are putting out system stamps, go your neighbor one better by adopting **YOUR OWN STAMPS**, bearing your own name or the name of your store, and thus avoid all chance of substitution which has caused hundreds of merchants large losses and much annoyance. These stamps can be redeemed by articles from your own store or cash from your till, thus enabling you to absorb the enormous profits which middlemen derive from their imperfect and wholly one-sided systems. We are prepared to make specially designed and engraved plates for this purpose for \$15. This done, we can then furnish the stamps in sheets of 100, bound in books of 50 sheets each, as follows:

125,000 stamps.....	\$15
250,000 ".....	25
500,000 ".....	45
1,000,000 ".....	85

The small books in which the stamps are attached can be furnished on equally favorable terms and on short notice.

TRADESMAN COMPANY
Grand Rapids

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, June 9.—In the matter of Taylor Brothers Co., bankrupt, Battle Creek, Michigan. First meeting of creditors held at Circuit Court room in Battle Creek as per notice. W. E. Taylor sworn and examined. B. J. Onen and Security Trust Company nominated for trustee and vote taken. No election.

In the matter of United Confectionery Companies, bankrupt, Battle Creek. First meeting of creditors held at the Circuit Court room, Battle Creek. Present the bankrupt by John O. McIntyre, Vice-President, who was sworn and examined. Burritt Hamilton, attorney for receiver, present. Detroit Trust Company unanimously elected trustee, with bond of \$500. The assets of the bankrupt located at Decatur, Illinois, sold for \$500 and sale confirmed. The property at Battle Creek sold to Charles D. Todd for \$450 and sale confirmed.

In the matter of Winn & Hammond, bankrupt, Detroit. Adjudged sale of assets held. The property was again offered for sale and the highest bid received therefor was \$6,100 by Charles D. Todd; for the lease, \$850 by Charles D. Todd; the trustee recommended the acceptance of the said bids and an order was made confirming the sale of the property. The stock for which \$6,100 was bid was sold on the understanding that at least that amount would be realized by the estate and whatever additional as might be secured by Mr. Todd, less certain commissions and expenses.

June 10.—In the matter of Edward Kosmowski, bankrupt, Detroit. Hearing on petition for confirmation of composition. No one present excepting attorney for the bankrupt. Report made and filed by the referee recommending the confirmation of the offer by composition. Order duly entered by the District Judge confirming same and directing distribution of the funds.

In the matter of the Hippodrome, Inc., bankrupt, Detroit. The trustee reported the sale of the assets and property at \$1,800 and, upon his recommendation, the sale was confirmed.

June 11.—In the matter of Horace W. Bronson, bankrupt, Adrian. First meeting of creditors held by Referee Joslyn. Bankrupt sworn and examined. The custodian reported the sale of the property as follows: Stock in trade, \$885, and equity of redemption \$85. These bids were confirmed by the referee. James H. Cornelius elected trustee with bond of \$1,000, and first dividend of 20 per cent. ordered paid.

June 13.—In the matter of Wylie Manufacturing Co., bankrupt. Final meeting of creditors held. The final account of the trustee shows total receipts of \$1,807.14, with disbursements of \$940.35; balance on hand, \$866.89, to which will be credited interest on same. Receiver and trustee allowed the maximum statutory commission. William Friedman, attorney for trustee, allowed \$160. The uncollected accounts were sold to the Wilber Mercantile Agency for \$50, which amount will be added to the balance on hand. Unless appeal is taken from the order allowing the claim of James McCarthy at \$25 priority, the estate will be closed any time on or after June 23.

June 16.—In the matter of Samuel Swaab, bankrupt, dealer in jewelry and trunks, Detroit. Hearing on bankrupt's offer composition of 20 per cent. Bankrupt sworn and examined by the referee. Report of receiver filed, showing total cost of property on hand \$5,951.44; appraised at \$3,924.21. Total expenses of receiver including rent and insurance \$528.70. The report was received and will be considered later. After the bankrupt had been examined the offer of 20 per cent composition was again made and filed as of this date. Continued to 3 p. m.

June 17.—In the matter of the Kastner Coal and Cartage Co., a corporation, bankrupt. First meeting of creditors held. William J. Lehmann sworn. Charles C. Russell, Vice-President of the bankrupt company, sworn. George F. Monaghan Manager, sworn. Charles A. Bray, receiver, nominated for trustee. A. M. Parker nominated for trustee. Mr. Bray received a majority in number and amount of all votes cast and objection was made by Mr. Griffin to his election on the ground that he was not a suitable person to act as trustee. After consultation with Mr. Bray, Mr. Monaghan stated that he wished to have the votes cast for Charles A. Bray for John Miller as trustee. Roy Kastner recalled and examined by Mr. Griffin. Mr. Pokorny and the referee. Continued to June 20 and any objections that may be filed why the claims should not be counted for Mr. Miller as trustee will be considered at that time. The receiver authorized to continue as before until the election of a trustee.

In the matter of L. H. Westphal & Sons, bankrupts, Brighton. First meeting of creditors held. C. L. Christie appeared for bankrupts. Louis E. Howlett and H. S. Durand for creditors. Frank G. Westphal sworn and examined. Arthur Prosser, of Brighton, and William J. Lehmann, of Detroit, nominated for trustee. Matter of election adjourned to June 19.

In the matter of Morris Potolsky, bankrupt, Detroit. Voluntary petition and schedules filed and order adjudicating pe-

ditioner bankrupt entered. The bankrupt was engaged in business of men's furnishings, etc. No secured or priority creditors are scheduled. The following constitutes the unsecured creditors as scheduled: Sarasohn & Shetzer, Detroit \$110.36
B. B. & Company, Detroit 34.65
Michigan Shoe Co., Detroit 140.90
D. Bergstein, Detroit 13.04
Berlin Cap Co., Detroit 22.00
Baker & Marvill, Detroit 34.25
Mohawk Overall Co., Detroit 13.88
B. Berman & Co., Detroit 525.51
Kokomo Trunk Co., Kokomo 38.50
Progressive Pants Co., Cincinnati 129.50
M. Kessler & Son, Detroit 47.78

Total \$1,110.37

The bankrupt schedules no real estate, but personal property as follows: Stock in trade, \$500; household goods, \$150. Exemptions claimed in business and household goods.

June 19.—In the matter of Morris Levy, bankrupt, Detroit. Adjudged final meeting of creditors held. The final account of the trustee, showing total receipts of \$200 and disbursements of \$2, leaving balance on hand of \$118, examined and allowed. The trustee is directed to pay the moneys on hand as follows: For bond of trustee, \$5; advertising, \$5; three appraisers, each \$5; Bernard B. Selling, attorney for petitioning creditors, expense, \$39.03. After payment of administration expenses and the trustee's statutory fees the balance will be paid to Bernard B. Selling on account of attorney fees. After payment of the foregoing amounts, the estate will be closed, the trustee and surety on his bond released and discharged.

In the matter of David L. Shenker, bankrupt, dealer in men's furnishings, Detroit. Final meeting of creditors held. The trustee reports total receipts, including the sale of the bankrupt's exemptions, of \$1,530, and disbursements, including exemptions and first dividends, of \$928.19, leaving a balance of \$601.81. The attorney for the bankrupt is allowed the sum of \$110, less \$75 already paid, Clark Lockwood Bryant & Klein, attorneys for petitioning creditors, allowed \$150 and expenses of \$36.48, and the trustee and receiver the full statutory fees. After payment of these amounts and administration expenses, the balance will be paid as a supplemental first and a second and final dividend. On such payments being made, the estate will be closed and the trustee released and discharged.

In the matter of Harry Disner, bankrupt, Detroit. Final meeting of creditors to pass upon the trustee's final report and account, attorney's fees and to transact such other business as may properly come before such meeting, including the closing of the estate, has been called to be held at the office of Referee Joslyn, Detroit, July 1.

In the matter of Margaret Hoover Co., bankrupt, Detroit. Final meeting of creditors to pass upon the trustee's final report and account, attorney's fees, administration expense and to transact such other business as may properly come before such meeting, including the closing of the estate, has been called to be held at the office of Referee Joslyn first day of July.

In the matter of John E. Wasson, bankrupt, Pontiac. The first meeting of creditors to permit them to file claims, appoint a trustee, examine the bankrupt, determine the manner and time of the sale of bankrupt's assets, etc., will be held at Pontiac, July 1.

In the matter of W. G. May-Morrison Co., bankrupt, Detroit. Final meeting of creditors to pass upon the trustee's final report and account, attorney's fees, administration expense and to transact such other business as may properly come before such meeting, including the closing of the estate has been called to be held at Referee's office July 1. The uncollected book accounts will also be offered for sale at the same time and place.

In the matter of Harry Barsky, bankrupt, Detroit. The final distribution sheet has been forwarded to the trustee ordering a final distribution of the funds on hand. The total percentage paid to creditors whose claims were filed and allowed is 25.8 per cent. The total assets of \$540 is being paid out as follows: Dividends to unsecured creditors, \$285.38; deposit fees, \$30; compensation of referee and trustee, \$36.33; attorney's fees, \$100; miscellaneous expense, \$88.29.

In the matter of Kastner Coal & Cartage Co., bankrupt, Detroit. Adjudged first meeting of creditors held. Objections to the right of certain claims to vote for trustee, said claims aggregating \$25,151.65, filed by Millis Griffin & Lacy. Objection to claim of John Miller overruled. Objection withdrawn. Objections to claim of Edwin Sanders overruled. The total votes cast for Mr. Miller (one of nominees) are thirty-six claims in the aggregate sum of \$32,401.18. The total votes cast for Mr. Parker (a nominee) are seventeen claims in the aggregate sum of \$11,412.79. Mr. Monaghan objected to five of the claims voted for Mr. Parker. John Miller, having received a majority in number and amount of all claims voting to which no valid objection has been made, he was elected trustee. Bond fixed at \$10,000 by unanimous vote of all creditors present. Case continued to June 27, at which time the trustee will report any bids received for the property and report how and in what manner he desires to have the property sold. Mr. Miller accepted the trust and files bond duly approved.

In the matter of Anna Anderson, trading as F. Anderson & Company, bankrupt, grocer, Detroit. The final distribution sheet has been forwarded to the trustee. The total assets in this estate amounted to \$533.13, disbursed as follows: Dividends to unsecured creditors, \$81.05; value of property not administered by bankruptcy court securing liabilities of bankrupt, \$305.24; deposit fees, \$30; fees and commissions of referee and trustee, \$19.39; attorney fees, \$75; miscellaneous expense, \$22.45.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

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

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

September.
Mid-West Association of Deaf Mutes, Grand Rapids, 1.
Central German Conference, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.
Grand Council Order Star of Bethlehem, Detroit, 2.
State Encampment Knights of Pythias, Kalamazoo, 2-3-4.
Grand Circuit Races, Kalamazoo, 4-8.
Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.

Michigan Federation of Labor, Kalamazoo, 16-19.
Eastman Kodak Exposition, Grand Rapids, Sept. 29, Oct. 4.

October.
Michigan State Pharmaceutical Association, Grand Rapids, 1-2.
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.
Grand Lodge Loyal Order of Moose.
Annual Conference on Vocational Guidance, Grand Rapids, 19-20.
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.
Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.
Michigan State Teachers' Association, Ann Arbor, 30-31.

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

December.
Michigan Knights of the Grip, Grand Rapids.
January, 1914.
Modern Maccabees of the United States, Bay City, 11-15.

Stay Here.

If you don't like the kind of town That this town seems to be; If buildings here are tumbled down A way you hate to see; If something isn't up-to-date Or good as things of old, While other towns are simply great (Or so you have been told),

If you would like to see a place That's full of push and snap; A town that hits a faster pace, A town that's on the map; Yes, if a way you'd like to know To find it in a jerk, I'll tell you where you ought to go— You ought to go to work.

You needn't pack a trunk or grip And leave the folks behind; You needn't go and take a trip Some other place to find; You needn't go and settle down Where friends of old you miss— For if you want that kind of town, Just make it out of this.

Every time you knock a competitor you miss a good chance to keep still.

Assured Wear Satisfaction



Our outing shoes are always given preference by the wise wearer who knows, because of their assured wear satisfaction and foot comfort.

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



Status of the Principal Dry Goods Staples.

The cotton goods markets are firm, and some fair trading is still going on in convertibles. Converters handling linings for clothing manufacturers have run their stocks to such low points that they have been forced into the markets, and they have been purchasing more twills, heavy sateens, and specialty cloths for lining purposes. Some additional business came forward in the mails from jobbers who are buying small lots of domestics.

There is still considerable business done in bleached cottons that counts well at the end of the day, although it does not add much to the forward orders at the mills. Yet values hold very steady and there is little reason now to look for any sharp revision downward this month, when the jobbers come in for their fall assortments of branded bleached lines.

In prints, business is still very moderate. Jobbers in the West are buying goods in about half the quantities usual at this time. They are buying a larger share of percale than a year ago, and printed draperies are selling better than last year. Staple ginghams rule steady, while dress ginghams are being brought from jobbers in moderate lots. The trend toward wide cloths in both prints and ginghams is still very noticeable. Brown cottons, branded, are not being ordered freely, but the manufacturing trades are buying more liberally. In fact, some of the large houses handling brown sheetings are snugly sold for some weeks to come.

The growth of interest in union suits among knit goods manufacturers is accounted for in the trade by the much larger sales reported from week to week in Eastern mill markets. A late development in knitted union suits is the offering for a new season of a class of fabric not unlike some of the cloth union suits or nainsook suits that have sold well in recent years.

The silk industry is beginning to prepare for a higher level of prices to meet the higher costs of production that are inevitable as a consequence of the prolonged labor unrest.

Although clothing manufacturers are making more enquiries about men's wear serges for the next spring season, no business has been placed for that period, so far as can be learned, because selling agents do not know what basis of values are going to obtain. Most purchasers are asking for information simply to satisfy their curiosity, but there are a few who seem to mean business. Until manu-

facturers know what their costs are going to be they will not be in a position to quote prices. Some buyers state they expect to procure staple and fancy goods at about the figures that prevailed two years ago, but selling agents doubt if values will go to such low levels.

Duplicate orders on heavy weight suitings except on certain special lines are being placed in a spasmodic manner. Out-of-town clothiers are ordering additional supplies with more freedom than the local manufacturers. The tendency among the latter seems to be to get rid of all the light weights they have on hand and to take their chances in obtaining heavy weight fabrics later in the season.

Fancy White Goods.

The demand for fancy white goods continues to overshadow all business on plain cloths. It is not so good a year for piques as some stylists were hoping for, although some of them are being distributed steadily. The ratines, crepes, voiles and cords are the large sellers.

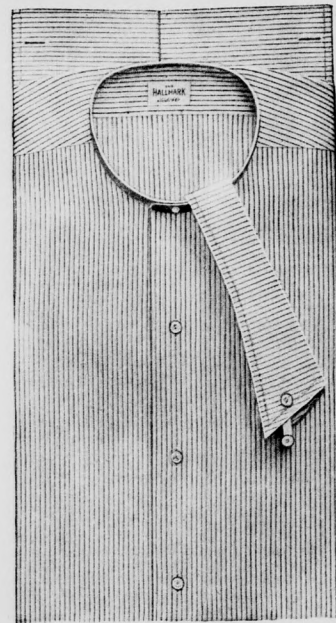
It was expected that the vogue for colored goods and piece dyes would exclude many white cloths from a satisfactory sale, but this has not proved to be the case in a great many instances. The users of the choicest grades of cotton goods find that certain weaves are more desirable in all white than any variation of colors. Some of the finest hub effects and ratines are shown to better advantage in white than in colors.

Stylists are preparing a great many cloths for next year that are in many respects better than anything yet shown in the foreign samples. Some of them are choice crepe fancies with many figures and stripes in the most intricate weaves. There are some showings of sample pieces of fine white ratines that are better than anything hitherto attempted in this country.

Some of the foreign stylists are showing striking combinations of satin stripes and voile or crepe grounds in cloths to sell at retail at \$1.50 a yard. In white, they are exquisite, and will probably find a strong place in the lines of goods made for the early Southern resort trade.

Some secondary distributors of linens placed moderate size repeat orders on housekeeping goods for the fall season and the interest manifested by these factors, while relatively small compared with the commitments made during the busy periods, were nevertheless taken as pretty good evidence that an encouraging amount of business was being procured by the jobbers from the small

DO NOT FORGET



That we are headquarters for Men's Shirts, Soft Negligee with Detached Collars, just the thing for hot weather. The celebrated Hallmark kind at \$8.50 and \$12.00 dozen.

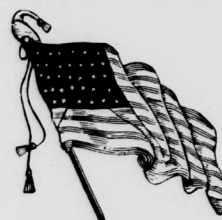
Grand Rapids Dry Goods Co.
Exclusively Wholesale Grand Rapids, Mich.

Ha-Ka-Rac

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

WRITE FOR SAMPLES
WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.



4th of July Decorations

We can fill your orders promptly for Wool Bunting, Cotton Bunting and Stick Flags, Tri-color and plain color Buntings.

PAUL STEKETEE & SONS
Wholesale Dry Goods :: Grand Rapids, Mich.

retail trade. Although the advance orders placed with the mills during the early part of the season was substantial, the prevalent opinion in the trade is that the jobbers have not covered fully against their future needs and that there will be a steady enquiry for additional supplies even during the between season period.

Retailers seemed to be obsessed with the idea that it was going to be to their advantage to postpone placing further orders until the new tariff bill is passed. This idea had a marked influence on the spot demand for ordinary linens. Colored dress goods were sluggish generally and this was attributed to the unfavorable weather conditions and a strong trend to cotton goods for summer wear.

Long leather gloves are being ordered in large quantities for fall and the impression prevails that they will be in better demand than last season. While there is some divergence of opinion on the question of lengths, the brisk call for long gloves indicates confidence on the part of many buyers in the prediction that they will enjoy renewed favor the coming fall and winter.

In women's wrist length goods there is, of course, a strong call for white, with considerable attention being given to gray, tan, blue and pearl shades. Contrasting embroideries promise to continue popular.

Good Profits in Featuring Vacation Goods.

This is the month to feature vacation goods.

I woke up to the fact several years ago that I was losing money on this vacation deal—losing it because I would not take advantage of the favorable opportunities thrust upon me by the summer season. I have been pushing this line a little harder every year since, and have noticed a big difference in the year's net returns.

It pays and pays big to feature vacation goods as such. They are the things people need whether they go away on vacations or not. Calling them vacation goods is good advertising.

Vacations always call for some new wearables and often a new traveling bag, a suit case or a trunk. Then for the children people buy tin pails, shovels, balls, tennis rackets, and the like.

It is the simplest thing in the world to work up business in this line if you carry out a preliminary campaign of education. An attractive window at the very first of the season, filled with the things people need "in the country" will attract attention and be sure to do some good. If you have ever walked by an attractive vacation goods window you will know without any further remarks from me how very attractive it is and how hard it pulls trade.

Feature straw hats. Feature them big. Feature them early. A straw hat is a bulky thing to pack and I believe most vacationists put off buying a straw hat until they get to their destination—that is, those who start out early in the season. Here, then, is a chance for you retailers in the

country to come in for a share of the straw hat trade.

I regard the straw hat as one of the very best values in the general store. This will be apparent when one considers the size of the article, its peculiarly good make and the fact that most of the material comes from countries a long distance from America.

When you convince your customers of this fact, as of course you already have been convinced yourself, it ought to be easy indeed for you to sell straw hats. Just think of being able to retail a Pinot harvest straw hat at 15 cents, so as to make profit of 75 per cent! Children's straw hats bring much profit to my store every summer.

Last year I adopted the plan of having these children's hats trimmed with inexpensive artificial flowers and wreaths. These sold readily, at a fancy profit.

A combination of bathing suits, Turkish towels and cheap cotton stockings for women will sell readily at this season. One suggests the other, and you may as well have three profits as one. With the bathing suits you can display some tin sand pails and shovels.

I have, at this season, a ready sale for children's inexpensive dresses and "middy" blouses. "Middy" blouses, to my mind, are one of the best selling novelties in women's wear ever put on the market. I also have included in my showing at this time a line of art linens for embroidery. The women have a few spare moments now and then for this sort of work. This is a popular pastime for a hot summer afternoon. The sale in this line does not represent a great amount of money, but adds just one more profit to the many which go to make up the great whole.

Now, I strongly recommend that you try this vacation scheme, if only for one week. Let the trial be good and thorough, though. Trim the window three or four times during the week, to give the various lines a full chance. Good results will follow. Of that there can be no doubt. Thus, you will not only be adding to your profits, but will be appealing to a greater variety of people, because you will be adding variety to the store.

Of course, if you get the best results from vacation goods, you will push dry goods specialties in general at the same time. There are a host of items in this line which are needed in the summer and which pay a real profit.—Butler Way.

Must Be a Careful Student of Humanity.

We hear so much nowadays about salesmanship and so many things are said to enter into the make-up of a man who can dispose of goods readily and at a fair price there seems to be a great mystery surrounding this profession. As a matter of fact it is doubtless true that there are some people who will never make salesmen. No amount of education will give them that ease of manner and assurance which is necessary to convince those to whom they are talking

that they understand their business and have themselves a belief in the merchandise they are selling. Some very learned people would never make instructors. They do not know how to impart the information which they possess to those whom they are trying to teach. Something of the same kind is true of the man who tries to sell goods. He may know all about his stock—he may understand its good qualities and be entirely conversant with the manufacture, but he is unable to tell these things to his customers in such a way as to bring conviction. One thing is sure, however, to arrive at the best results it is necessary for him to know as much as possible about that which he is trying to sell. Having educated himself along this line it is necessary for him to be willing to take pains in explaining these facts to his customers.

It must not be supposed that his willingness to take pains is a small matter, because he comes in contact with all sorts of people and has to meet every kind of character that humanity is able to bring forth. First of all there is the stupid person, who cannot understand because he has not the intelligence to grasp quickly what he is talking about. Then there is the grouch who must first be interested before he will give enough attention to enable him to get a fair understanding of the subject on hand. Then again there is the customer who knows it all before you start to tell it, and therefore is never in a receptive mood. It is the salesman's business to overcome all these things, and it requires not only tact, but a considerable knowledge of human nature. It will readily be seen, therefore, that along with his other qualities he must possess a large supply of good nature. If he has not this very necessary commodity he is likely to lose his temper when brought up against some of these specimens of stupid and unmannerly humanity and will make enemies instead of securing trade. While, as we have said, there are some people who possibly never can become successful salesmen, yet, on the other hand, the large majority of people may do so if they diligently get to work to equip themselves for the business. It is not so mysterious as it appears and is largely a question of experience and familiarity. Good, hard conscientious work will overcome almost anything and it is still true, as has been said by someone in commenting upon this very thing, that the average merchant puts too much time—too much energy—into the buying and not enough into the selling. By so doing he defeats his own purpose. For no matter how cheaply he may buy there is no profit in the merchandise until it is sold. It is very necessary for him to know how to purchase to advantage and this comprehends a knowledge of market conditions; but it is even more necessary for him to know how to sell right, and for this he must know people. Therefore, if you would be a successful salesman be a constant and careful student of humanity.

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.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago

St. Louis Minneapolis

Dallas



Gauge the Feeling of the Trade on Styles.

Although the retail shoe merchant still has considerable time to study the fall offerings before he makes his initial purchases on winter lines, he will do well to give some little thought to the offerings that are being opened up. The retailer will be called on to do some of his buying within the next month or two, especially in those sections where the seasons start early. He may dovetail this fall buying in with his duplication business on spring merchandise or he may wait until the end of the spring period and do his initial buying when he comes to market in midsummer. At all events, this is the proper time for him to study the lines that have been prepared for his inspection, and also for gauging the feeling of his trade on certain style features.

Low vs. High Toe.

For instance, one of the serious questions of fall will be whether the consumer is to accept a modified toe or even a markedly receding toe, or if he has become wedded to the high toe. Theoretically, the whole question may be solved one way or another; but the retail shoe merchant who would be successful cannot afford to base his purchases upon theoretical deductions. He must go closer to the people and learn from them what they will accept and what they will reject.

In the distribution of spring footwear, which should at this time be at its height, the retail merchant is afforded many opportunities for testing out, mentally, the style problems that will present themselves in the succeeding season. The retail merchant who knows how his trade looks upon an attempt to change toe styles at this time, will naturally be in a better position to buy his fall merchandise than the merchant who does no more than make a guess on this point.

When the merchant is selling low shoes, it will be well to suggest casually that there is a marked tendency toward lower toe effects. He can without great difficulty draw from many customers an expression as to their feeling in the matter. If they regard favorably the receding toe, then the merchant has some good basis for determining what style of toe he will buy most extensively for his fall trade. If, on the other hand, his customers are frank to assert that they still have a preference for somewhat elevated toes, the merchant will have good reason for not being too quick to buy only low toe shoes.

Cloth Tops and Fabric Shoes.
The same may be said of women's

shoes as regards fabrics and cloth top offerings. Fabric shoes proved rather disappointing during the past winter season. There is no good ground on which to base a prediction as to whether their performance next winter will be a repetition of this year's experience, or if fabric shoes will show a further decline or a decided improvement. The whole matter is a speculation. Many people feel that fabric shoes are not booked for any big business; but others hold to the opinion that fabrics experienced only a temporary setback, and that they will come into their own again.

The same may be said of cloth top shoes, although cloth tops did not have a bad season during the past winter. Just now cloth top shoes are enjoying a fair amount of business when account is taken of the fact that this is not a season for the distribution of high shoes. Nevertheless, since cloth top shoes seemed to be required to complete the desired effect of certain styles of garments, there has continued a fair call for footwear in this class during the past weeks.

The question with the retailer, who will shortly be called on to select his initial fall lines, is how far fabrics may be favored and how far cloth top shoes may receive a substantial demand. He must determine this with special regard to his own community, of course. The wisest method for him to adopt, would, therefore, appear to be to go directly to his trade. He can during the next month, while spring merchandise is being distributed, sound his trade pretty well as to what preference it will show for the several offerings in fall as regards all leather shoes, fabrics shoes, and leather shoes with cloth tops.

Lace or Button for Women.

Another of the problems that will confront the shoe merchant when he comes to do his fall buying will be the choice between lace and button offerings. Shoe distributing circles are extensively populated by two elements of different views as to how shoes should be fastened. One element is for lace shoes; another element is for button shoes. There is, of course, the third element which tries to remain neutral. At this time, the division of those intimately connected with the shoe industry is reflected in the consumer world, and it must be admitted that the people are in a large measure undecided whether to take to shoes that button or shoes that lace.

Just now there is much loud talk about lace shoes for women for fall. It would appear that with the male

consumer, the lace shoe may get a slight preference over the button shoe, although the button shoe is regarded as slightly more classy. With women, on the other hand, at this particular time, it appears that the button shoe has a slight advantage over the lace offerings. It must here be admitted that button shoes, as a rule, appear to look dressier on women

than lace shoes. The report now is that the lace shoe will be strong with

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SHOES**

The
Quality
Line

Brown Mule Shoes For Dry Weather

A
Very
Successful
Work
Shoe



You
Can
Bank
On This
Shoe

Solid as a Rock. Plump Stock. Very Tuff.
Wears Like Iron. ½ D. S. Whole Vamp.

No. 2380 at \$1.50
Less 10% in 10 days

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



The Season for Elkskin Outing Shoes is at its height

Be sure you are giving your
customers all the value possible
for the money.

Buy your outing shoes of us and you have a line that is
unequaled from any point of view.

They are made in the same factory and by the same expert workmen that make the famous "H. B. Hard Pan" service shoes for men and boys.

Send card for catalogue or for special circular showing
summer specialties.

Herold-Bertsch Shoe Co. Grand Rapids, Mich.

women in the fall, but the report is not from the most assuring quarters, nor is there reason to place absolute faith at this time in assertions along this line.

The safest course for the retail shoe merchant to pursue is to sound his trade systematically as regards its preference for button or lace shoes. It is possible that he will find the women not entirely favorable to a wider acceptance of lace effects. It is possible, on the other hand, that he may find a tendency toward this class of merchandise. The female consumer may have discovered that lace shoes are more wearing on the flimsy hosiery of present styles than button shoes. The female consumer, on the other hand, may feel that with a lace shoe she is able to get her footwear to fit more closely about the ankle than with footwear of the button style, and women may wish their shoes to fit very closely about the ankle on account of present styles displaying tops of high shoes.

Summer Footwear, Outing Shoes, Etc.

How pretty and attractive the shoe shops look with their elaborate displays of summer footwear!

The efforts of shoe manufacturers and enterprising shoe dealers to get the public educated up to seasonableness in the matter of footwear have not been in vain.

People now are buying more distinctively summer footwear than they have ever done.

White shoes both in buck, nubuck and canvas, are going in many sections of the country; and, broadly speaking, will be worn extensively. Tans, gun metals and other soft and comfortable leathers and fabrics will be worn.

Many dealers are anticipating a heavy demand for strictly outing goods. And these outing shoes will be worn not only on the vacation, but on the streets of the home town or city.

In many ways people are now seeking to establish and continue the "vacation spirit," with one and sundry of its beneficial adjuncts, amid the familiar haunts and busy scenes of the city and town. For instance the home is now equipped with porch and lawn furniture; sometimes with crex rugs and other bungalow effects. And a good many people will tell you they get quite as much solid enjoyment out of the summer season by staying at home and introducing into the home the spirit of recreation.

And a great many people are wearing outing shoes about the streets of the town and city—especially in the afternoon and evening. The idea is a good one, and the shoe dealer will do well to encourage it along.

The Increasing Vogue of Low Heel Shoes.

Low heels are coming in with a vengeance.

And they are extremely low, flat heels—just the kind our doughty advocates of so-called nature-shaped footwear have been clamoring for.

Low heels are seen in misses', men's and women's shoes—and not

only in the medium-priced but also in the higher priced, better grade lines.

The contrast between the extreme Louis, Cuban and Cuban Louis heels and our present low heel shoes for women's wear makes one marvel at the changeableness of modern taste in foot toggery.

Not many authorities I presume would contend that the present low heel shoe is as stylish a garment as one of its high heel predecessors, but they are assuredly far more comfortable to the average woman, and one must admit, far more practicable for everyday street wear.

And rubber soles are becoming ever so much more popular. Ten or a dozen years ago there was quite a flurry of rubber soles, but the vogue didn't last long because many manufacturers of rubber soles didn't understand shoemaking requirements. Much better rubber soles are now obtainable; and as extremely low heels are coming to be quite the thing just now, the manufacturers of rubber soles and heels are quite busy filling orders.

The People Talk.

The people talk about your store, with energy surprising; the people talk, and more and more, you get such advertising. And if your store is bright and neat, the folks will all keep tally, and spread the tidings up the street and back into the alley. And if your store is dark with dirt, again they'll spread the tidings, and you will wriggle in your shirt beneath their caustic chidings. Since folks will talk—they'll never stop, at gossiping they're handy—give them a chance to praise your shop, and say it is a dandy. The advertising thus you get is clean and good and breezy; it soon will take you out of debt and to the street called Easy.

The people talk about your clerks, discuss them daily, hourly; so don't engage a set of shirks who do their duties sourly. The stupid clerk will do you harm, the chronic grouch will hurt you; choose helpers who have lots of charm and fifty kinds of virtue. The clerk who paints the sleeping town and comes to work disgusted, will help to hold your business down and see that you go busted. The folks discuss you and your works, and you should make it certain that when they talk about your clerks their discourse won't be hurtin'.

The people talk about yourself when they are holding wassail; they may consign you to the shelf and say you are a fossil; they may insist that you're a jo, all kinds of praise devising, and, being sane, you surely know which is good advertising. So take advantage of the craze the people have for talking; give them a chance to hand you praise instead of strictures shocking.—Walt Mason in Butler Way.



IN STOCK



The following popular sellers we have in stock to-day. Mail your order in at once, or if in urgent need, phone your needs, and your order will be filled immediately:

WOMEN'S LOW SHOES

No. 3568—White 5-button poplin, turn, B and C	\$1.25
No. 3592—White 5-button Nubuck, B, C and D	2.15
No. 3569—White strapless pique pump, C	1.75
No. 3551—Tan 2-strap and bow pump, welt, C and D	2.00
No. 357—Tan 5-button oxford, welt, B, C and D	2.35
No. 3553—Patent leather pump, 2-strap and bow, welt, C and D	2.00
No. 3554—Gun metal pump, 2-strap and bow, welt, D	2.00
No. 3548—Gun metal strapless pump, welt, D	2.00
No. 3511—Tan calf lace oxford, rubber sole and heel	2.25

MEN'S OXFORDS

No. 512—Tan calf blucher oxford, welt, D wide	2.25
No. 505—Gun metal button oxford, welt, D wide	2.25
No. 502—Gun metal blucher oxford, welt, D wide	2.25

CHILDREN'S AND MISSES' CANVAS SHOES

No. 2328—White canvas button shoes, 8½ to 12	.80
No. 2428—White canvas button shoes, 12½ to 2	.90
No. 1109—White canvas button shoes, no heel, 2 to 5½	.40
No. 11090—White canvas button shoes, heel, 3 to 5½	.50
No. 1209—White canvas button shoes, heel, 6 to 8	.55

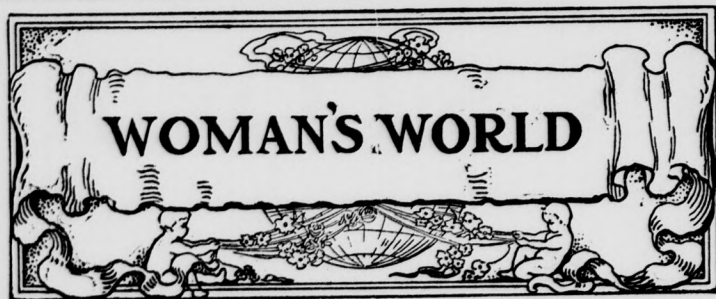
We also have a full line of Tennis Shoes and Oxfords.



Hirth-Krause Company

Shoe Manufacturers and Jobbers

GRAND RAPIDS, MICHIGAN



My Lady When She Goes a Shopping.

Written for the Tradesman.

"I would cheerfully write out a check for \$10.00 and give to that woman if she never would come into this store again. I only wish that business policy would permit me to tell her so," remarked a thoroughly exasperated merchant recently concerning one of his customers, a certain Mrs. Arthur. "Although she buys quite a lot of goods in the course of a year, and her husband is in very good circumstances and never refuses to pay her bills, still the wear and tear of dealing with her overbalance any possible profit that may come from her patronage.

"If it isn't one thing it is another. Just now one of her complaints has been brought to me for adjustment. About six months ago she bought some very light gray goods which she had made into a suit. She brought the skirt in this morning to show us several places in it where the cloth seems to be rotted. She declares it is all falling to pieces. She says she has had it cleaned only once and then at Saxby's where only the standard processes are employed. I asked her if the jacket showed similar places. She admitted that it didn't, but 'presumed it soon would.' Of course she took on and told how disappointed she was in the suit, and how much she had paid for making, linings, buttons, etc. I told the clerk to allow her for the price of the goods, but privately I feel it is a holdup.

"The goods were from a very fine, firm, handsome piece, made by one of our most reliable manufacturers. We have sold from the same for a number of suits, and Mrs. Arthur's is the first and only complaint from it. I honestly believe that the goods was all right in every respect, and that Mrs. Arthur accidentally got the front gores of the skirt (the back doesn't show any rotted places) splashed with some strong acid or alkali that ruined the cloth. I can't imagine just how she ever managed to do it, but all sorts of things happen to her clothes. Articles that prove durable for every one else are very apt to give out suddenly for her.

"Then she makes a nuisance of herself in other ways. It takes her a long time to make a selection of the merest trifle; accordingly every clerk avoids waiting upon her. She usually wants things charged and makes the book-keeper no end of trouble by her unbusinesslike ways. Mr. Arthur tries to keep her on an allowance, but she is extravagant and

always has her money spent before she gets it, so she never can settle her account in full. She pays something every once in a while. The unpaid balance never becomes very large and her husband would settle it any time we would ask for it. The trouble isn't that the account isn't perfectly good. But Mrs. Arthur never keeps a bill nor a statement nor a credit slip nor a receipt, and she is forever thinking that the book-keeper has neglected to credit a payment, although it always is purely a matter of impression with her—she never can produce any convincing evidence. Her ordinary conversation shows that her memory is very inaccurate, particularly regarding business matters.

"Now what is to be done in such a case? Mrs. Arthur is a very nice woman and popular socially. If I were to have any serious altercation with her or were to tell her plainly that her patronage is wholly without profit to me and altogether undesirable, her friends would all be up in arms and I should be set down as a perfect boor or worse. I should lose not only her good will, but that of her acquaintances as well. So I see no way but to get along with her as best we can, putting up with constant annoyance and friction and occasionally submitting to actual loss. But as I said in the first place, I would cheerfully pay Mrs. Arthur something to stay away from my store entirely."

There are plenty of well-meaning women who, like this Mrs. Arthur, constantly are doing things—unintentionally and unconsciously in most cases—that cause the shopkeepers with whom they deal to vote them a nuisance. Here is a little list of Do's and Don'ts that every merchant will heartily endorse, and which many, very many women would do well to study.

If possible, pay for everything as you go. The best and most satisfactory transaction is the spot cash transaction. If you find it necessary to run an account, do one of two things; either trust implicitly to your merchant and his book-keeper and settle according to their figures, without cavil or comment, or else keep an accurate account yourself. The people who about half keep track of their accounts, who have a little run of them in their minds but who never set down an item and who always are suspecting there has been some mistake by which they are the losers, are the ones who drive book-keepers to the insane asylums. Every bill should be checked with

the goods and any errors or shortages reported at once.

It is far the best plan to settle all your accounts in full as often as once a month. If ever obliged to make only a partial payment, take some form of receipt for the amount paid and then hold on to it. Don't be too negligent or in too much of a hurry to take receipts, and then grumble at the time of final settlement because you surmise you have paid sums that have not been credited.

When you are not running any regular account, avoid the practice of occasionally having some small item charged when you don't happen to have the change to pay for it. Wait until next time to get the article. These small charges are especially liable to be forgotten by the buyer, and no merchant likes to send out a statement or to dun a customer personally for fifteen cents or a quarter. Charges of this kind are most likely to occur in small villages where shopping is done somewhat informally.

If you ask to have goods laid away for you, be scrupulous about taking them. Some women request to have this or that held for them, and either forget all about it or else change their minds about wanting

that particular article, so they never come for the goods. The merchant loses chances when he might sell; often too, the goods depreciate in value.

If you find it necessary to send back any goods, do it promptly and let them be in as good condition as when they came. If your grocer fills your order with butter which is not to your liking, don't let it stand in a hot kitchen until it is unsalable to any one else, before returning it. Before making a complaint or telling your dealer that goods are all wrong, be sure the fault is with the goods and not that something has happened to them after they came into your hands. This is only justice and fair-mindedness on your part. When you buy a thing for a good article and pay a good price for it, and particularly if there is a guaranty express or implied, then if it does not prove to be what it should be it is only right that the merchant should do something about it. Few dealers are so shortsighted as not to adjust such matters cheerfully.

See to it that you do nothing that will destroy the merchant's claim upon the manufacturer or jobber. Every merchant will tell you that many times he has to stand the loss of making good, when properly it

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.

should fall upon the manufacturer.

Here is an instance. A dealer procured a high-priced pair of shoes for Mrs. C. on a special order. They were sent out to her without being opened at the store. While trying them on she discovered a small hole in the leather of one vamp. But she went on and wore the shoes, afterward coming to the dealer to have the matter made right. It would hardly have answered then to return the pair to the maker, because, the shoes having been worn, no one could tell that the hole had not been caused by snagging. The merchant did not doubt her word, and made her a reduction in price, standing the loss himself. Some customers seem perfectly possessed to do things of this kind.

Don't make a practice of telling your dealer of every trifling defect you have found in goods bought of him, when you have no idea of returning the article nor of asking for a rebate on it. Some women have a most disagreeable way of mentioning every slightest thing that is not quite up to the mark, seemingly just for the pleasure of grumbling.

Don't be so ill-mannered as to criticize the goods or prices in a store, particularly in the presence of other shoppers. If it becomes necessary to make a complaint or an objection, do so quietly and courteously, and if possible to the merchant or manager alone.

In the making of small purchases it is well to cultivate the habit of choosing quickly. There is no need of putting as much time and thought on selecting a twenty-five cent handkerchief as one should on buying an expensive hat or gown.

Let nothing that has been said be construed as meaning that one ought to be "easy" or allow oneself to be victimized by unscrupulous dealers. Every reputable merchant holds in highest respect the person who is well posted as to goods and prices and is determined to get full value for her money. It is only the woman who needlessly makes herself obnoxious, and who is unjust in her demands and exactions, that comes to be regarded as was the Mrs. Arthur cited above. And it is extremely doubtful whether such a one gains anything herself by all the trouble and annoyance she causes. Certain it is that she is not likely to come in for any of the substantial favors and accommodations which every good merchant is glad to show toward agreeable and appreciative customers.

Quillo.

Very Nice About It.

At a meeting of business men a discussion was started regarding a banker, who has the reputation for hard bargaining.

"Oh, well," said one man, "he isn't so bad. I went to see him to get a loan of \$5,000 and he treated me very courteously."

"Did he lend you the money?" was asked.

"No," was the reply, "he didn't. But he hesitated a minute before he refused."

Cheap Rent Not Likely to Be Cheap.

When I was a young man I started a little retail store in a town twenty miles from the farm where I was reared. I had saved a thousand dollars, and by the death of an uncle I got two thousand more. But I soon found this capital insufficient, so I went to the city to ask credit of a leading dry goods house.

The credit man asked me questions so fast that he made my head swim. But he did not really warm up until he was through with my pedigree and ancient history.

"What kind of store quarters have you got?" he enquired.

"Fine little store," I answered, "The best I could get for the money. Of course, I had to look for low rent."

"H-m!" said he, "How many blocks are you from the main business street?"

"About four," said I.

He handed me a pencil and pad and asked me to draw a diagram of the business streets of the town, showing the location of my store. Then, to my surprise, he took the pencil and filled in the location of the big successful stores. He knew where they were quite as well as I.

"Now," he said "you see plainly enough that you are just four blocks off the road to success. Every store that has made a real hit in your town has been on the main street. Isn't that so?"

My heart sank as I realized that he was right. But before I could answer he demanded suddenly:

"How many concerns have started in the quarters where your store is located?"

"I—I don't just remember," I stammered.

"Half a dozen anyway," he went on, "and they've all failed or quit—eh?"

"I suppose they have," said I.

"Then what did you go there for?" he asked. "Did you have some definite or novel plan of campaign—something these other fellows didn't have?"

"No," I admitted, dismayed and angry. "I went there because I could not pay the high rents. But see here sir! I've answered questions enough. If you don't want to sell me goods, you needn't. Some day you'll be after my trade."

I was stalking out when he called me back. "I do not want your trade," he said, "but I want you to meet me half way. I like your history—the initiative you have so far shown, and all that. You made money where most of the farmers around you lost out. I believe you've got the business instinct, but you need coaching. I've known a lot of merchants who failed because they didn't have sense enough to get a decent location, but usually they were helpless, anyway. I think you'll win. Now go home and stick it out to the end of the year, unless you can dispose of your lease in the meantime. Say nothing, but look around quietly for a location downtown—no matter how small. Keep out of debt and saw wood. Then when the time comes, move. I know your town. you'll have a first rate opportunity.

Come up and see me then, and I think you can get what you want."

And then he added a few words that have rung in my ears ever since:

"When you've got any particular enterprise in mind, see the credit man before and after. Usually he knows about things and his advice is worth having."

I found it so in his case, especially when I found how hard it was to stick out that year without losing money, even though I did follow the advice of my friend, the credit man.

Frank Stowell.

Woman's Sphere.

They met to talk of woman's sphere,

And some were young and some were old,
And some were fat and some were fair,
And some were coy and some were bold.

A lady with a double chin
Stood up and talked about a plan
Whereby her sisters all might win
Equality, at last, with man.

A sweet one who had Titian hair
Spoke very earnestly and long
Concerning gentle woman's sphere—
The points she made were good and strong.

She listed man as coarse and base;
She shook her fists and stamped her feet,
And spoke of woman's angel face,
And of her temper, mild and sweet.

Another stately lady rose
And spoke about a coming storm,
And dealt a stand some heavy blows.
And loudly shouted for reform.
She, too, referred to woman's sphere.

Demanding wider latitude.
And man she pictured as a bear
To be assaulted and subdued.

Now, while the ladies shouted thus,
A little mouse crept slyly out,
No doubt to learn what all the fuss
And all the scolding was about.
It ran across the stage—and then,
Because no hateful man was near,
The meeting ended! Once again
Was shown the breadth of woman's fear.

—Meyer M. Robinson.

Often Enough for Her.

A party of tourists in an automobile were traveling through a mountainous section of country. A halt was made at a log cabin to obtain information in regard to the route. The only visible occupant of the cabin was an untidy, unkempt old white woman. A young woman of the party who hair had become loosened went into the cabin and deftly and with dispatch combed and put up her hair. The old woman watched the proceedings with interest. Finally she asked:

"Does you comb yo' hair every day?"

"Oh, yes," was the smiling response.

"I never did see," said the old woman with a dubious shake of the head, "how folks could comb their hair every day, I don't comb mine but once a year, an' then it mighty nigh kills me!"

Sell Advertised Goods to Increase Selling Speed

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

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

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

NATIONAL BISCUIT COMPANY



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.

What Constitutes a Successful Hardware Merchant.

There are many things requiring the attention of the retail hardware dealer to-day and we should be on the alert every minute. The actual carrying on of a retail business now is a science gained from years of experience and a careful gathering of facts. The successful merchant to-day is one who carefully studies this science and unflinchingly carries out the details. In order to secure anything of value to-day we must expect that we will be compelled to pay the price, the greater the value of anything to be obtained must necessarily mean a greater cost.

The first thing to be considered is the buying department, and under this head I want to note the five things that must necessarily be considered, which are the time of buying; the quality of the goods to be bought; the quantity necessary to buy; the price which you pay, and the record of the purchases made under the time it was necessary for you to buy in order to keep up an assortment and to have the goods always on time, especially seasonable goods.

There is continually coming to merchants an opportunity to buy goods at a special price, which ought to be improved by merchants.

Big Factors in Buying.

The quality to buy is that you should buy goods that will sell and not come back to customers who will go back and advertise you and your goods.

The quantity which you should buy should be considered; first, buy what you are able to discount, although your immediate things may sometimes require your buying more than you will be able to discount with your own resources.

You must therefore consider what you can afford to buy; the price that you pay is a matter of interest to the manufacturer, to the jobber and to your customer as well as yourself; it must be right.

In all your buying a record should be kept of the date, the name from whom you buy, the amount that you buy, and the amount that you have on hand at all times.

No merchant is entitled to buy goods that he cannot properly store and protect.

He should, therefore, consider these things: room necessary for storage for

the goods that he buys; second, the protection which these goods should have; third, that the goods should be put away in such manner so that they can be easily located by placing them in departments according to the lines and sizes, numbers and grades!

The Selling End.

It matters little how much you buy or how well you buy, it does not make much difference how well you take care of your stock, how clean or well arranged your store may be, providing that you do not sell goods at a profit your business is not a success.

The first things that I would call your attention to under the head of selling are the things that you must know; and the first under this heading would be that you must know that which you sell is right, that you are on the square trying to furnish a service to your customers in a way of giving them the best goods at the right prices.

Right Goods and Price.

Second is, that you must know that the price is right; you cannot afford to take any man's word without some investigation on your part when goods are bought, to know that you are paying the right price.

Next is the goods that you buy. You should know your goods, know where they are made and how made, and the more you know about your goods, the better you will be able to talk them and the greater success you will have in selling these goods.

You should know your competitor, you should know his goods so far as you are able and you should know his prices as far as it is possible for you to gain this information, although not with the idea that it is necessary for you to always meet his prices.

Finally, you should know your customers. The more you know about them as individuals, the better it will be for you in conducting your business. You should know the occupation of each man so that when he comes in and asks to see a saw, you know immediately that he is a contractor and would not pay less than from \$2 to \$3 for the saw; while on the other hand you know from the sort of work a man is doing that he would not pay to exceed \$1 for a saw.

Value of Customer Acquaintanceships
The information previously gained will save a lot of time in preliminary work. In making the sale of such a saw, providing you should know your customer's family, know his boys and what their plans are, will get you on a friendly acquaintance with him, tie him to your store so that it will be a

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SEASONABLE GOODS

Lawn Hose { Elk, Gulf
Moore, Sphinx
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Half and three-quarter inch

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

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H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

DEADENING FELTS and CARPET LININGS
in 25 and 50 yard rolls.

Use Tradesman Coupons

pleasure for him to come to your store whenever possible, and his buying goods from you is somewhat incidental in his calling and visiting with you at your store.

Finally, you should know the complaints of your customers, and every one should be recognized and carefully considered on your part and adjusted to their entire satisfaction. This is not always easy, but it is a part of the work of a successful merchant.

Advertising.

The important part of a successful merchant is his advertising. Your home paper, I believe, is your best medium through which to reach your customers. That paper may not be all that you think it ought to be; it does, however, reach the customers and reach many of them; you should, therefore, look upon it as your best opportunity for advertising. The next used by many people is to issue a catalogue, but this is not practical for most merchants.

The issuing of circulars is effective, the touch to the personal letter will oftentimes receive the attention you want, if your customer may take to anything you want to say about the goods that you have to sell.

The second is signs. A farmer starts to town, he sees your sign on the fences as he drives along the road, sign on your building as he approaches your store and the goods in your window.

The next is the display of your goods and your first opportunity is the window, with seasonable goods all priced and changed often to keep the window clean and with suitable goods.

Your show cases should be always systematically arranged, never crowded and always priced. The display of goods on your shelves is a strong advertisement to every man that comes into your store. You, therefore, can readily see that selling is not only taking but includes a knowledge of goods you are advertising, and finally, when a sale is made you in return receive something for the goods which you have delivered to your customer.

I therefore would urge that you be sure always that what you get is worth as much or more than what you have given the customer. There should be no question about your cashing a good note from a good man, if the sale was endorsed by the responsible party with whom you are acquainted or if guaranteed by the man who was responsible.

There would be very little question as to the value of what you receive for the goods you delivered to your customers. If, however, you get, as in many cases, only promise or a book account, which you have made up after the goods have been delivered and customer has gone, such sales should have a question mark after them, because the first step to a good collection is when the sale is first made.

Book-keeping and Collecting.

Finally, under the head of auditing, which must include all book-keeping and collecting, you should have some

system of book-keeping, and it should be the shortest, quickest, easiest, best possible plan for all you buy or sell, so that you will have a record of each sale for each day, month or year.

It is well if you can arrange your business so that you can have a record of different departments, in order that you may know whether you are making or losing in one department, as, for instance, if you are running a tinshop or contracting department, you should know whether they are making you money or not, for the housefurnishing goods department should be kept separate from your building hardware department. Providing you have furniture your book-keeping should show whether or not you are making money in this department.

You should have a record of your cash and credit business. you should know your costs and know the individual customer's account. finally, last, but far from least, at the end of each year your book-keeping should show exactly the amount of your overhead costs for doing business, so as to be used in planning for another year's work. H. O. Roberts.

Liquor Sales by Physician Owned Drug Stores.

Lansing, June 23—Attorney General Fellows has sent the following letter to A. L. Sayles, Prosecuting Attorney of Luce county:

Under date of June 4 you have requested an opinion from me as to whether or not a physician conducting a drug store in accordance with the provisions of section 18, of Act No. 134, of the Public Acts of 1885, as amended by Act 332, of the Public Acts of 1905, has the right to sell intoxicating liquors without a written prescription. The proviso in the section in question under which the physician involved in your enquiry is assuming to carry on the business of selling drugs, reads as follows:

"In the several towns of this State, where there is no registered pharmacist within five miles, physicians may compound medicines, fill prescriptions, and sell poisons, duly labelling the same as required by this act * *"

I do not think that it was the intention of the Legislature in incorporating this proviso in section 18, to confer upon physicians exercising the privilege conferred thereby any greater rights relative to the sale of drugs or intoxicating liquors than may be exercised by a registered druggist. Such being the case, it is my opinion that a physician so operating the drug business may not sell intoxicating liquors save upon prescriptions. Any other construction than this would obviously permit such physician to conduct a retail liquor business without complying with the requirements of law imposed upon those regularly engaged therein.

Grant Fellows, Attorney General.

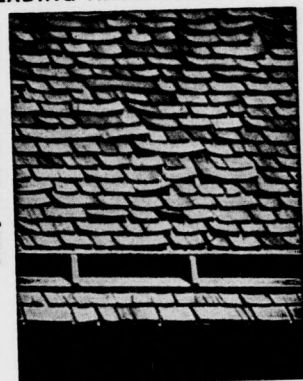
The only successful way of getting what you want is to go after it. You may whistle for your dog, but it takes a mighty good whistle to bring trade.

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



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Fire Resisting
Fully Guaranteed

Beware of Imitations. Ask for Sample and Booklet.
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H. M. REYNOLDS ASPHALT SHINGLE CO.
Original Manufacturer, GRAND RAPIDS, MICH.



SUN-BEAM HARNESS AND COLLARS

SUN-BEAM harness are cut from carefully selected A1 stock, and are guaranteed to give the best of satisfaction.

Sun-Beam PERCHERON Collars are properly fitted and will do away with sore necks. The Percheron fits the collar bone and does not chaff or irritate as the straight collars. Send to-day for catalogue No. 8.

Brown & Sehler Company

HOME OF SUN-BEAM GOODS

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Klingman's Sample Furniture Co.

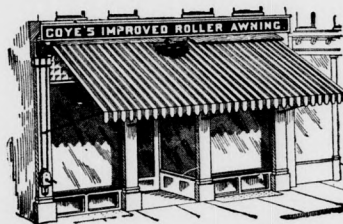
The Largest Exclusive Retailers of
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Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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

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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.

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

The Sanitary Fly Destroyer—Non-Poisonous.



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News and Gossip of the Grand Rapids Boys.

Grand Rapids, June 24—The convention is over but still there is work for the committee, bills to collect and bills to pay. The committee hopes to have a clean slate by July 5, meeting night, and will then make its report in full. There are a good many souvenir books left. Come to the next meeting and get one for yourself or to send to a friend.

We are giving our hired man a few days' vacation this week by sending him to Columbus to attend a Secretary and Treasurer's meeting held there. We suppose you all know to whom we have reference—Happy Harry, otherwise known as Harry D. Hydorn.

Sunday we called on Brother Claud Harper, who is at Butterworth Hospital, and we are pleased to say to you readers of the Tradesman and members of No. 131 that Claud is able to sit up in his room a little while each day. With the good care he is receiving he will be able to leave the hospital in about two weeks. Take a little time, Brothers, and call and see Brother Harper.

We wish to impress upon your mind about the picnic next Saturday, June 28, at Harry D. Hydorn's farm. You are requested to leave on the 3 o'clock car (Muskegon interurban) and get off the car at Shackleton. This is not the regular picnic, but a side issue—just a jolly time on the success of the Grand Council convention. Harry says if the weather is favorable this week, we are going to have some strawberries. Let us have

a good turnout and see if Harry keeps up his farm in good shape.

The Executive Committee passed on the claims of two brothers last week—B. J. Holmes and John D. Evans. Neither one of these brothers had a very severe accident, but they were unable to attend to their duties for a short time. A membership in the U. C. T. protects you for any kind of an accident. If you are not a member of No. 131 now, fill out that application which has been handed to you by one of the boys and join a good live bunch. Wm. D. Bosman.

Wafted Down From Grand Traverse Bay.

Traverse City, June 23—John Neilan, of Cadillac, has severed his connection with Symons Bros. & Co., of Saginaw, and now carries a grip for Lee & Cady, of Detroit.

Hotel Elston, of Charlevoix, has placed into service an auto bus. Some class!

We like our Charlie Wheeler, but oh, you Blue Goose!

Chas. Hall, proprietor of the Queen City Bottling Co., of Traverse City, now covers this territory, succeeding Jim Floggert.

Assessment No. 117 expires June 24. Morris Quinlan is Symons Bros. & Co.'s new representative on this territory. Mr. Quinlan makes his home at Saginaw.

Geo. Fosmire, of Cadillac, informs us that Otto Carlson has an aeroplane instead of an automobile, for Otto says he is going straight up.

The U. C. T. of Traverse City will hold its next regular meeting Saturday evening, June 28.

Traverse City Council and its members were very much in evidence at the Grand Council meeting, besides being awarded the silk flag for largest membership gain. Adrian Cole was appointed chairman of the Grand Finance Committee. Harry Hurley, chairman of the Grand Credential Committee, Fred C. Richter was elected Grand Secretary and special delegate to Columbus at Supreme meeting. Guess we were all there. Many thanks!

We certainly owe Grand Rapids Council and the citizens of the Furniture City a hearty vote of thanks for the most excellent time and many favors extended at the Grand Council meeting. Grand Rapids certainly knows how.

The hotel at Elmira will close its doors Saturday, June 21. Elmira is without a hotel.

In reference to the sad death of Mrs. August Field, of the Briny Inn, of Manistee, the traveling fraternity

express heartfelt sympathy. Mrs. Field will be greatly missed, owing to her womanly friendship and courtesy to the boys on the road.

Fred C. Richter.

Jaunty Jottings From Jackson.

Jackson, June 23—Jackson Council, No. 57, came away from the Grand Council meeting with its full share of honors. L. P. Thompkins was elected a new member of the Executive Committee. T. J. Hanlon was appointed Chaplain and F. L. Day was chosen as Alternate No. 1 to attend the Supreme Council meeting at Columbus, June 25. L. P. Thompkins will also act as Deputy Grand Counselor, over the district held by John A. Hoffman last year. Mr. Thompkins' present address is Dundee. There are many councils in the State in line for recognition and which have an ambition for it. They will, undoubtedly, be taken care of in the near future and, along this line, Grand Counselor E. A. Welch, made some very timely and wise remarks upon taking the chair. He showed a full comprehension of his duties in the broad spirit that will make him a capable and efficient head of our organization. Our growth for the past year was good, especially when we consider that there were eight Grand jurisdictions, showing no increase at all in membership. Let us make it another good year under Welch.

The forecast of the Grand Council meeting, by the writer a few weeks ago, was well carried out. Jokes were sprung and jokes were sung, but with all this, there was a profitable and businesslike executive session under John Quincy Adams. Supreme Traveling Representative Hemmens told us that we went into details more than most of the sessions he attended in other states. This speaks well for our officers and their methods and also reflects much credit back to the subordinate councils. The position of the traveling salesman to-day is very unique and embodies much, both individually and collectively. In our organization we are concerned for each other's welfare, reaching into our families, affairs of State and Nation and personal morality and efficiency. Individually, we should weigh carefully, many of the questions of business ethics that are being brought to the surface through investigations and suits against some of the large manufacturers and business concerns of our day and their methods. Especially should we weigh these matters carefully when we consider that our opinion is often times sought by the thoughtful retailer whose policy and margin of profit would be fixed by some of these large manufacturers. Much is said nowadays about the Square Deal, destructive competition, protection to the retailer by the manufacturer, etc., and many dollars are being spent to educate the public and retailer up to the manufacturers' and large business corporations' point of view. Just how far these concerns can go in dictating the policy of the retailer with

safety to the general business interests of the country would seem to be a great question and one that the traveling salesman should give much careful and independent thought. If all retailers supplied the consumer under the same conditions, the question would not be so complex. If the matter of personality, responsibility and knowledge of merchandising were equal with all retailers, again the question would be more simple, but when some retailers sell service of a high character at an expense that has to be figured as additional cost to merchandise sold, extend credit and use all the up-to-date methods of service demanded by a large discriminating part of our consumers, while others sell practically no service at all, extend no credit and seek to offer relief to a class of consumers who are willing to do without the service others demand, a condition seems to be present that a general method or fixed price would not satisfy and would not help both classes of merchants in being successful.

M. Norris, of Jackson, worked for many years in various retail stores as clerk. A few years ago the opportunity came for him to use the \$300 he had saved to buy a business of his own and he started in a small way, catering to a class of trade that appreciated service from a man who knew "good things to eat." His business grew and showed a profit. Today he enjoys the reputation, backed by the reality, of owning one of the largest and most complete grocery establishments in this part of the country. His success was attained by working out his own ideas of merchandising, in the face of all kinds of competition and all of the perplexing problems that ever confronted the builder of any large enterprise. The near future will probably see him located in his Main street block which he already owns, with a stock and equipment that Jackson will be proud to have and, through all, he has maintained the feeling of independence in a policy formed from a study of what his patrons demanded and then supplying it at a fair profit. "Buy in the low market and sell in the high" is a business maxim that does not recognize "fixed prices."

Spurgeon.



CHICAGO BOATS
 Graham & Morton Line
 Every Night

The Dramatic Passing of Charles Wheeler.

After the great U. C. T. dance in the Coliseum, June 13, Charles Wheeler could not be found. Many searched for him—some to console, others to punch his face. After three days came a rumor, from miles away, that a strange man, clad in a clawhammer coat and latest style of dress shirt, had been seen madly scrambling through field and forest, flapping his arms like wings and uttering continually the cry, "Honk! Honk!" Following this clue, the searchers finally came to him, standing knee deep in the marshy borders of a lonely lake and making a noise like a distracted Goose. Five strong men were required to bring him to a sanitarium in Grand Rapids. Yesterday came three of his closest friends, Wilbur Burns, Tom Follis and John Martin, eager to do what lay in their power to help. "I had to put him in the padded room," said the house physician, as he received the visitors in his office. "There are moments when he imagines he has brains and tries to dash them out against the wall, but he seems quiet this morning and it may do him some good to see you. Follow me."

As they entered the corridor, a watchful orderly sprang quickly at Follis and roughly hustled him out of the building. "Why am I accorded this seemingly undeserved and ostensibly inexplicable treatment?" cried Follis in anger. "I am Wheeler's friend. May I not enter?"

"Not with that necktie on," replied the orderly with unmistakable finality. "I would not be responsible for your safety one moment if even our sanest patient caught a glimpse of it." Stifling his brand new Bulgarian neck piece in his pocket, Follis meekly entered and followed the others to the padded room. Pausing a moment at the door to listen, these words were heard:

"Ladies and gentleman, the idea that hypnotism represents the subjugation of a weak mind to a strong mind is fallacious. No one can be hypnotized unless he is willing—there must be positive volition on his part or else a mental condition of passive acquiescence. My first experiment, in which I will make the normal mind of the subject antagonize his subconscious or astral mind, is the most difficult feat in the profession and will be keenly enjoyed by those who are interested in psychology and hydrophobia."

The house physician unlocked the door and motioned Burns to enter. Quietly approaching the professor, Burns spoke softly and tenderly:

"Don't you know me, Charlie?" There was no sign of recognition. "Don't you know me, Charlie?" he repeated. "I am Burns, of Grand Rapids—Wilbur Burns, the soap man. Don't you remember my great speech in the Coliseum Friday night when I introduced you?" Wheeler slowly rested his eyes on the face of his old and faithful friend. There was a flash of affectionate recognition—then a hideous expression of horror and ire. "Out of my sight, you idiot," he

shrieked. "You alone are to blame! Why did you not tell me you were to have the finest dance ever pulled off at a U. C. T. convention? And my poor little stunts against that dance! Who would stay to hear my dull drivel when Tuller's marvelous music was enticing them to fairy land? Away! lest I stain these hands with the ignoble blood of your perfidious heart!" Weeping, Burns moved slowly toward the door.

"Don't go, good people," entreated the professor in heart breaking tones. "Never mind the foolish, frivolous dance! Stay to my great show! Stay and see the great MacEachron gather violets from the barren floor—watch Mark Brown coax the speckled trout from the crystal waters of a sylvan lake—listen to the peerless Melvin in the role of Caruso—hear the great poet Foster in original and spontaneous creations—don't miss the unapproachable Schumacher in wonderful character sketches—stay and weep as Freddy Clark unfolds a tale of woe with inimitable pathos and dramatic power—stay and see the incomparable Goodman, the pride of the North, in his sidesplitting Swede and French characterizations—don't go—don't go—Oh! I can't hold them—they have gone—all gone, same Hammell and Hoffman and Stowe, whose forced appearance of deep interest belies the pity and sorrow in their hearts—Oh! the mortification and the shame of it!"

His words ceased, for the storm in his soul was too terrific for expression. Motionless he stood, staring into vacancy, with eyes of unutterable anguish, the white froth dripping from his lips.

"I can stand this no longer," cried Martin. "Besides, I have an idea."

The others looked incredulous.

"I have heard," continued Martin, "that in cases of this kind, sweet singing, faintly heard, serves to quiet and divert the patient's mind. May I try it?"

The house physician gave his consent, with no show of enthusiasm.

Proceeding to the further end of the corridor, Martin cut loose:

"How dry I am,
How dry I am,
Nobody knows
How dry I am."

As the first notes fell on the ears of Wheeler there came a startled, haunted look to his face. Then, closing his eyes, he leaned wearily against the wall for support, murmuring piteously, "Why do they seek to kill me?"

Someone ran out to stop Martin—but all too late. Down the corridor came the words:

"Nobody knows how dry I am,
Nobody seems to give a —."

Wheeler staggered blindly toward the door, clutching the air convulsively. A moment he stood shakily, then with a piercing shriek fell heavily, digging his fingers deep into the hard floor. A mysterious blue light suffused the room for an instant—far, far overhead came a faint "Honk!" and the purring of feathered wings—and those who stood by knew that his spirit had fled.

With face transfigured by grief and high resolve, Burns knelt by the pros-

trate form and, lifting his mighty voice to the fullness of its awful power, cried: "Here, by the body of this big stiff, do I consecrate myself to carry out the fool ideas begat by him. The day shall come when all men, of all nations, from the sun-kissed shores of the North to the sin-cursed borders of the South, shall bow their craven heads in reverence to the Blue Goose. I swear it!"

Here the plaster fell all over them and from distant rooms in the sanitarium came cries of fear from terror stricken patients. Martin reverently approached the body. "I think," he said thoughtfully, "I shall wear my white vest and a red carnation at the funeral. He loved to see me with them on."

"Boys," said Follis solemnly, "it is, perhaps, not inopportune that at this particular moment there is awakened in my mind a cognizance of a certain place, contiguous, if not adjacent, to this precise locality where, in exchange for a paltry consideration, a wondrous fluid mixture may be obtained, the partaking of which at this particular time not only may be construed as a mark of respect to the deceased, but will be efficacious in the assuagement of our deep grief. Everybody come with me and have a Blue Goose high-ball." Phthisic.

News Items From the Soo.

Sault Ste. Marie, June 23—The forest fires are again being noticed about Engadine and the Freeman Lumber Co. has a large number of men keeping the fire from spreading.

The Stegman Lumber Co. suffered a severe loss by fire near Newberry and is fighting hard to keep the flames from consuming the mills. It lost quite a few logs, besides several thousand feet of lumber.

The people of Rexton were somewhat startled last Wednesday by the motions of an earthquake, but further investigation found that the cause of the commotion was on account of the Soo line flyer going through the town when H. F. Jenks, the heavy weight, salesman, who had been standing on the steps of the local train, had fallen off. Frank was lucky, however, as he was not badly hurt.

The Grangers had a meet at Dunbar school on Friday, which was a huge success. The excursion from Drummond and DeTour, as well as from the Soo and other points, brought a large delegation. There was a basket picnic in the afternoon and good speaking, making an enjoyable time for all who attended.

The hotel at DeTour changed hands last week, J. F. Goetz, the well known proprietor, retiring and renting the hotel to J. Demun, formerly of the Soo. The hotel has undergone extensive repairs and furnishings and the prospects for the new landlord are very bright. The traveling public are very much elated over the improvements. It is expected that a large tourist trade will also be in evidence this summer.

Professor Russel Norton, principal of the High school here, has resigned his position. After spending a few weeks' vacation with Mr. Norton's

parents at their country home near Manistique, Mr. and Mrs. Norton expect to move to Grand Rapids, where Mr. Norton will take a responsible position in the office of Mrs. Norton's father, Mr. Watt. Their friends at the Soo regret their departure and extend best wishes for them in their new home. W. G. Tapert.

Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, June 24.—Beginning Sunday the Michigan Central Railroad put on two new trains between Detroit and Chicago which will be of interest to many travelers. The Detroit Special, eastbound, will leave Chicago at 12:30 p. m., Kalamazoo 3:48 and arrive at Detroit 6:55 p. m. The Chicago Express, westbound, known as No. 19, will leave Detroit 12:30 p. m., Kalamazoo 3:55 and arrive at Chicago 7:40 p. m. In addition to this, the Wolverine, eastbound, will arrive in Kalamazoo at 12:18 p. m., instead of 12:16, and leave at 12:21. No. 10, due at 2:10, east bound in the afternoon, will leave here at 2:30 and No. 14, eastbound, will arrive ten minutes later or 6:55, instead of 6:45 p. m. The evening accommodation from the west will arrive ten minutes later. The afternoon train from Chicago, which goes over the G. R. & I. to Grand Rapids, will arrive from Chicago at 4:45 instead of 4:10. The Sunday afternoon westbound local will leave Kalamazoo at 4:45 p. m., arriving at Chicago 9:40 p. m.

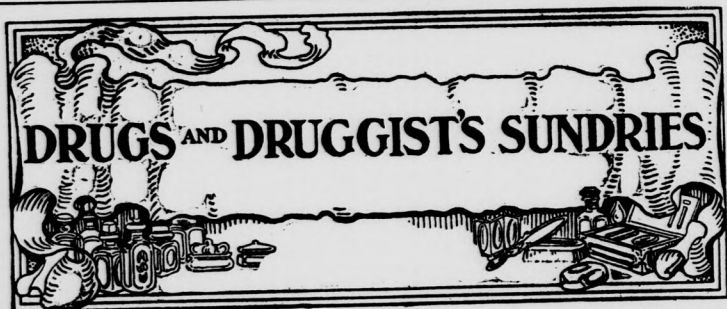
We have heard from "Pop" Heath, of Boston, again and he will be around again soon after we return from our vacations. His many friends will be glad to see him again.

Friday of this week, when it ends, will see many a grocery salesman throw his grip to the corner and for once in his existence take the first train out Saturday morning. He will not be alone, for they will all be going away as quickly as they can after the week's work has been ended stretching that seven days into nine days. This vacation week will be greatly appreciated by all those who have been instrumental in looking after the other fellow's work during his vacation and then hurrying long hours into the night to see that his office work is caught up.

Myron A. Crooks is ready to get at his work again. The Executive Committee looked him up yesterday and to-day and Monday morning his papers will be mailed to Columbus for a prompt adjustment. He has been confined to the house for seventeen weeks and still feels a little shaky when it comes to signing the official documents, but he was looking very well and says he has fully recovered, even though he still clings to his crutch. R. S. Hopkins.

Fit Boys for Business.

When a boy undertakes to learn the grocery business in Prague, Bohemia, his employer demands from \$20 to \$60 a year from him and, in return, furnishes board and clothes. The lad must attend an advanced business school at least twice a week and on Sundays study an additional language.



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; E. W. Cochran, 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.

Some Successful Plans for Selling Drugs.

The skillful druggist must be a student of modern salesmanship, at least in some remote meaning of the terms, for the management of your selling methods is quite as important as the advertising end. At any rate it is well that we should think of the relation which the personality of a salesman or dealer bears to the general advertising and success of the business he represents.

Every business soon develops a personality akin to the management back of it. Without doubt you can easily recall instances where you have overheard remarks on the street corner or elsewhere about a certain business house, which in a few words very clearly sizes up the manner in which that particular place or firm is managed. Such remarks as "They don't care for a poor man's trade," or "They have no system, it takes them an hour to find anything" are very often suggestive of the manner in which business is conducted, and of course they are generally true.

There is a vast difference in store methods. In one store or place of business a person may find the cordiality of unusual warmth and cheerfulness which begets friendliness and business confidence; in another the air of cold indifference; in one a perfect illustration of system and good judgment and in another a show of extreme lack of taste and ability. In one progressive activity which makes for progress; in another indolence and leisure. The comparison between the management of different stores where I have been, have, in many cases, shown such a marked difference that you would scarcely think that the same class of goods were

being handled. I might also say that the volume of business done by each showed just as remarkable differences.

The development of the proper spirit of progress in any business is entirely up to the management and is a task befitting the best energies of the best of men. The rewards are ample and lasting. The customers come and go, to and from such establishments as stand for progress, with every indication of confidence and perfect satisfaction. This power to elicit the confidence of the public and send them away from your place of business satisfied, is one of the strongest advertising mediums that can be introduced into any business. In fact, years ago when newspapers and printing presses were not so powerful, it was the means of piling up riches, for such sayings as "There are no drugs like Smith's" spread like wildfire, and success was pretty sure to come to Smith. Times now are different, and modern business men cannot depend upon personal advertising alone, even though it is an important contributing factor.

Here's another illustration:

You have advertised a certain kind of preparation as a leader and have a big stock of it on hand in one section of your store. Now suppose you place in this department a sleepy or cold and indifferent clerk or salesman—then, watch the people get disgusted as they wait to be waited on, or listen to his drawling answers. You know what the effect would be. Your next special would fall flat, and if your clerks should all act in a like manner the bulk of your trade would gradually fade away. Of course there are a few such clerks that have other good qualities which make them of some value, but as a rule the wise dealer will give them courteous hints to improve along that line for the general good of the business.

Among the consumers of drugs and drug specialties, both in the country and the cities, the buyers who come into a drug store represent many different types, and in the science of salesmanship there is a way to deal with all of them. Just briefly, we shall consider the methods of meeting a few of these:

Argumentative Customers.

You will find this class of customers in every kind of business, and they should be met with a quiet, persuasive and convincing argument, without combating any of his points present all of your own. Use positive form of argument so that he will have little chance to contradict.

Remain extremely polite, and even if you do not make a direct sale, send him away in good humor with you and himself, with some of your good points to think about—then watch him come back and buy the next day or soon after. Use diplomacy then and say nothing about the argument. The Irritable Buyer.

What a nuisance he is, and yet we meet him often. First of all, lead him into quiet conversation and endeavor to sooth his irritability. Sometimes a funny yarn will do, but you had better study him a little and find out if you can, some of the things in which he is interested, then direct the conversation that way. He will soon forget his irritability and you can then talk business. Study him before you joke with him—if you tell anything funny don't let it reflect on him in any way.

This is the fellow who is always telling you that "he knows a good article when he sees it" that "you can't fool him," etc. I should advise meeting such a person in a rather conciliatory manner, preserving your dignity all the time, of course. Ask his opinion of different brands, and when it even partially suits, ask him how much he wants. Tell him that you are anxious that HE use it, and so on.

This careful catering to your customer will soon give you an army of customers who will talk for you and lead the stranger to your place of business to try the methods of a modern business man.

W. Clement Moore.

The Difficulty of Drawing the Line.

Men are always in business for the purpose of making a higher percentage on their capital than they can get at a bank. It is obviously true that if the loss so eats up the profit that a man is getting only two or three per cent. on his investment it is time to quit and seek the easier means of making the small percentage by placing it in some savings institution. All business, therefore, is built up with the idea of gaining the proper amount at least and as much more as it is possible to secure to ensure a paying business from this point of view. It is not true that men who are not in active business have no way of increasing their capital. Business would not otherwise be run under such keen competition. The higher percentage the bank gives, the greater the gain must be in buying and selling.

A lumberman who was inventive once introduced a number of improvements in his machines, making some over entirely. At the end of ten years he had increased the capacity of his plant so that if he had been situated in the West he could have been a successful wholesale merchant, whereas, being in the East, he did not have a market for the amount of goods that he could turn out. His inventions aided of course in getting his work out quickly and in doing it efficiently, but his capacity for production was so much greater than his market that there was a tremendous feeling of wasted efficiency.

All this preamble may not seem to have a great deal to do with the drug business, but it really does, and especially with the question with which we will now concern ourselves, namely, how far a druggist should indulge in selling ice-cream and building up an independent business in delivering it as well as in other lines of goods not strictly confined to his trade, pure and simple. The line is hard to draw, and the temptation to turn one's energies into building that side of the trade up at the expense perhaps of the other is great, but obviously an ice cream parlor with a small line of drugs is not a good establishment for winter business. Moderation in this as in other lines is a good idea, and both trades can be developed to the full if given a fair chance, without hurting the other.

We know of one confectioner who is doing a splendid business and makes his own candy. His store is most exclusive, and all his ice-cream smooth and delicious, as well as his candies, which are certainly toothsome. This same confectioner will not deliver ice-cream on Sunday, although he might have a well-established trade and carry it on during both summer and winter. You may call as late Saturday night as you will but on Sunday you may go begging for aught he will bring you.

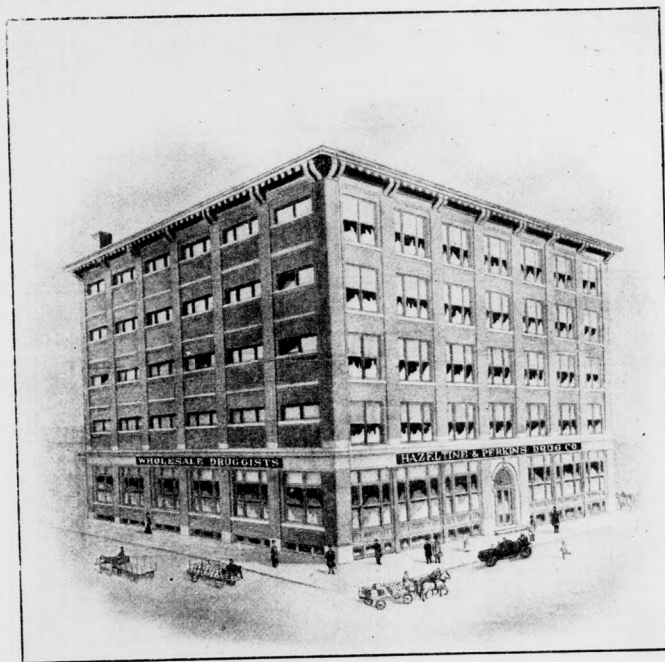
Another druggist in a college town who just started a store a little more than a year ago has found that he can conveniently carry on a Sunday ice-cream business and has developed it so far that two college houses have placed large and permanent orders with him. The other business of his store is not suffering in the meantime, and he intends to develop the demand for his ice cream outside of the store as much as possible. This is paying business.

A drug store can hardly be a complete department store and at the same time carry on a thriving ice-cream business. If there is a demand for certain lines of goods that come under neither the category of drugs nor ice-cream, however, and if this demand is continued, it is well enough to keep a small supply on hand. In the same college town a drug store found that it paid to keep on hand a few note books and pencils, for as it was situated near the college it was a convenient place and extra trade came in because of that side line of goods. This was adding no considerable expense and yet doing a certain amount of advertising.

The problem of drawing the line is after all an individual problem that each druggist must meet for himself. He knows what the expense will be and what the profit of putting in a new line will amount to, after a short experience. The only thing that does not pay is loading one's self up with a large stock and then finding out that it is not going to pay. If you have some certain market for ice-cream and find that you can establish quite an elaborate Sunday business without interfering with your trade, the time has come when you should not hold back. Marion Lucas.

WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb		Digitalis	
Acetic	6 @ 8	Erigeron	@ 4 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	23 @ 27	Hemlock, pure	@ 1 00	Guaiac	@ 1 05
Citric	50 @ 55	Juniper berries	@ 1 25	Guaiac Ammon.	@ 80
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@ 1 25
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	@ 4 00	Iron, clo.	@ 80
Tartaric	38 @ 42	Lavender, Garden	85 @ 1 00	Kino	@ 1 05
Ammonia		Lemon	5 50 @ 6 00	Myrrh	@ 70
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 60	Nux Vomica	@ 2 00
Water, 18 deg.	4 1/2 @ 8	Linseed, bld. less	55 @ 60	Opium	@ 65
Water 14 deg.	3 1/2 @ 6	Linseed, raw less	54 @ 59	Opium Camph.	@ 2 25
Carbonate	13 @ 16	Linseed, true	4 50 @ 6 00	Opium, Deodor'd	@ 70
Chloride	12 @ 15	Mustard, artif'l	2 75 @ 3 00	Rhubarb	@ 70
Balsams		Neatsfoot	80 @ 85	Paints	
Copaiba	75 @ 1 00	Olive, pure	2 50 @ 3 50	Lead, red dry	7 @ 10
Fir (Canada)	1 75 @ 2 00	Olive, Malaga,	1 60 @ 1 75	Lead, white dry	7 @ 10
Fir (Oregon)	40 @ 50	yellow	1 60 @ 1 75	Lead, white bbl.	7 @ 10
Peru	2 25 @ 2 50	Olive, Malaga,	1 50 @ 1 65	Ochre, yellow bbl.	1 @ 1 1/4
Tolu	1 25 @ 1 40	green	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 1/2
Fish	15 @ 20	Organum, com'l	50 @ 75	Red Venetian, less	2 @ 5
Juniper	6 @ 10	Pennyroyal	2 25 @ 2 50	Shaker, Prepared	1 40 @ 1 50
Prickley Ash	@ 50	Peppermint	@ 3 75	Vermillion, Eng.	90 @ 1 00
Barks		Rose, pure	16 00 @ 18 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Rosemary Flowers	90 @ 1 00	Whiting, bbl.	1 @ 1 1/2
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, artif'l	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. Est	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 @ 20
Acacia, 1st	40 @ 50	Wormseed	@ 6 00	Paris Green	15 @ 20
Acacia, 2nd	35 @ 40	Wormwood	@ 8 00	Miscellaneous	
Acacia, 3d	30 @ 35	Potassium		Acetanalid	30 @ 35
Acacia, Sorts	@ 20	Bicarbonate	15 @ 18	Alum	3 @ 5
Acacia Powdered	35 @ 40	Bichromate	13 @ 16	Alum, powdered and	@ 5 7
Aloe (Barb. Pow)	22 @ 25	Bromide	45 @ 55	ground	5 @ 7
Aloe (Cape Pow)	20 @ 25	Carbonate	12 @ 15	Bismuth, Subli-	2 10 @ 2 25
Aloe (Soc. Powd.)	40 @ 50	Chlorate, xtal and	12 @ 16	trate	2 10 @ 2 25
Asafoetida	1 00 @ 1 25	powdered	16 @ 20	Borax xtal or	6 @ 12
Asafoetida, Powd.	@ 1 00	Chlorate, granular	30 @ 40	powdered	1 30 @ 1 50
Pure		Cyanide	2 85 @ 2 90	Cantharadial po.	1 20 @ 1 30
U. S. P. Powd.	@ 1 50	Iodide	15 @ 30	Calomel	20 @ 25
Camphor	55 @ 60	Permanganate	30 @ 35	Capsicum	@ 3 50
Guaiac	35 @ 40	Prussiate yellow	50 @ 60	Carminc	@ 4 00
Guaiac, Powdered	40 @ 50	Prussiate, red	15 @ 20	Cassia Buds	30 @ 35
Kino	@ 40	Sulphate	15 @ 20	Cloves	6 @ 8 1/2
Kino, Powdered	@ 45	Roots		Chalk Prepared	7 @ 10
Myrrh	@ 40	Alkanet	15 @ 20	Chalk Precipitated	38 @ 48
Myrrh, Powdered	@ 50	Blood, powdered	20 @ 25	Chloroform	1 00 @ 1 15
Opium	7 75 @ 8 00	Calamus	35 @ 40	Chloral Hydrate	3 70 @ 3 90
Opium, Powd.	9 40 @ 9 60	Elecampane, p.wd.	15 @ 20	Cocaine	50 @ 60
Opium, Gran.	9 50 @ 9 70	Gentian, powd.	12 @ 16	Cocoa Butter	50 @ 60
Shellac	25 @ 30	Ginger, African,	15 @ 20	Corks, list, less 70%	@ 85
Shellac, Bleached	30 @ 35	powdered	22 @ 28	Copperas, bbls. cwt	2 @ 5
Tragacanth No. 1	40 @ 1 50	Ginger, Jamaica	20 @ 25	Copperas, less	2 @ 5
Tragacanth, Pow	60 @ 75	Ginger, Jamaica,	22 @ 28	Coppeas, Powd.	4 @ 6
Turpentine	10 @ 15	powdered	22 @ 28	Corrosive Sublim.	1 20 @ 1 30
Leaves		Goldenseal, powd.	@ 6 00	Cream Tartar	28 @ 35
Buchu	1 85 @ 2 00	Ipecac, powd.	2 75 @ 3 00	Cuttlebone	25 @ 35
Buchu, Powd.	2 00 @ 2 25	Licorice	12 @ 15	Dextrine	7 @ 10
Sage, bulk	18 @ 25	Licorice, powd.	12 @ 15	Dover's Powder	2 00 @ 2 25
Sage, 1/4 Loose	20 @ 25	Oris, powdered	25 @ 30	Emery, all Nos.	6 @ 10
Sage, Powdered	25 @ 30	Poke, powdered	20 @ 25	Emery, powdered	5 @ 8
Senna, Alex	25 @ 30	Rhubarb	75 @ 1 00	Epsom Salts, bbls	@ 1 1/2
Senna, Tinn.	15 @ 20	Rhubarb, powd.	75 @ 1 25	Epsom Salts, less	2 1/2 @ 3
Senna, Tinn, Pow.	20 @ 25	Rosinweed, powd.	25 @ 30	Ergot	1 50 @ 1 75
Uva Ursi	10 @ 15	Sarsaparilla, Hond.	@ 50	Ergot, powdered	1 80 @ 2 00
Oils		ground	@ 50	Flake White	12 @ 15
Almonds, Bitter,	6 00 @ 6 50	Sarsaparilla Mexican,	25 @ 30	Formaldehyde lb.	10 @ 15
Almond, Bitter,	@ 1 00	ground	25 @ 30	Gambier	6 @ 10
Almonds, Sweet,	90 @ 1 00	Squills, powdered	40 @ 60	Gelatine	35 @ 45
Almond, Sweet,	40 @ 50	Tumeric, powd.	12 @ 15	Glassware, full cases	80%
Amber, crude	25 @ 30	Valerian, powd.	25 @ 30	Glassware, less 70 & 10%	@ 1
Amber, rectified	40 @ 50	Seeds		Glauber Salts bbl.	@ 5
Anise	2 25 @ 2 50	Anise	15 @ 20	Glauber Salts less	2 @ 5
Bergamont	@ 8 00	Anise, powdered	22 @ 25	Glue, brown	11 @ 15
Cajeput	75 @ 85	Bird, ls	7 @ 8	Glue, brown grd	10 @ 15
Cassia	1 50 @ 1 75	Canary	7 @ 10	Glue, white	15 @ 20
Castor, bbls. and	12 1/2 @ 15	Caraway	12 @ 18	Glue, white grd	15 @ 20
cans	@ 85	Cardenon	1 75 @ 2 00	Glycerine	23 @ 30
Cedar Leaf	@ 60	Celery	55 @ 60	Hops	50 @ 80
Citronella	1 75 @ 2 00	Coriander	10 @ 15	Indigo	85 @ 1 00
Cloves	18 @ 20	Dill	18 @ 20	Iodine	3 75 @ 4 00
Cocanut	1 25 @ 1 50	Fennel	@ 30	Iodoform	4 80 @ 5 00
Cod Liver	70 @ 85	Flax	4 @ 8	Lead Acetate	12 @ 18
Cotton Seed	@ 1 60	Flax, ground	4 @ 8	Lycopodium	60 @ 75
Croton	@ 1 60	Foenugreek, pow.	5 @ 7	Mace	90 @ 1 00
Tinctures		Hemp	5 @ 7	Menthol	9 75 @ 10 00
Aconite	@ 75	Lobelia	9 @ 12	Mercury	85 @ 90
Aloe	@ 60	Mustard, yellow	9 @ 12	Morphine, all brd	4 55 @ 4 80
Arnica	@ 60	Mustard, black	20 @ 25	Nux Vomica	@ 10
Asafoetida	@ 60	Poppy	15 @ 20	Nux Vomica pow	@ 15
Belladonna	@ 60	Quince	@ 1 00	Pepper, black pow	20 @ 25
Benzoin	@ 90	Rape	6 @ 10	Pepper, white	25 @ 35
Benzoin Compound	@ 1 00	Sabadilla	25 @ 30	Pitch, Burgundy	10 @ 15
Buchu	@ 1 00	Sabadilla, powd.	35 @ 45	Quinine, all brds	23 1/2 @ 35
Cantharadial	@ 90	Sunflower	6 @ 8	Rochelle Salts	20 @ 26
Capsicum	@ 90	Worm American	15 @ 20	Saccharine	2 00 @ 2 20
Cardamom	@ 95	Worm Levant	40 @ 50	Salt Peter	7 1/2 @ 12
Cardamom, Comp.	@ 65	Tinctures		Seidlitz Mixture	20 @ 25
Catechu	@ 60	Aconite	@ 75	Soap, green	15 @ 20
Cinchona	@ 1 05	Aloe	@ 60	Soap, mott castile	10 @ 15
Colchicum	@ 60	Arnica	@ 60	Soap, white castile	@ 6 25
Cubebs	@ 1 20	Asafoetida	@ 1 00	case	@ 6 25



Our Home—Corner Oakes and Commerce

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

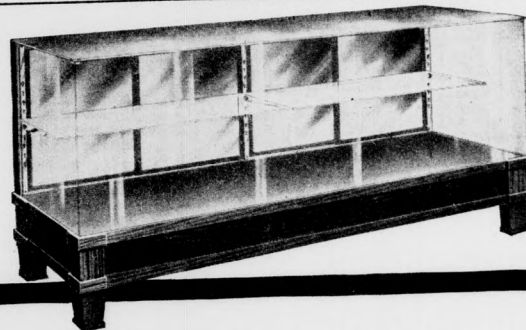
Grand Rapids.

HAZELTINE & PERKINS DRUG CO.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
FOOTE & JENKS, Jackson, Mich.



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

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Equipment Plant in the World
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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination.
Free samples on application.

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GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Index to Markets

By Columns

		1	2
AMMONIA			
12 oz. ovals 2 doz. box		75	
AXLE GREASE			
Frazer's			
11b. wood boxes, 4 doz.		3 00	
11b tin boxes, 3 doz.		2 35	
3 1/2 tin boxes, 2 doz.		4 25	
10lb. pails, per doz.		7 20	
15lb. pails, per doz.		12 00	
BAKED BEANS			
No. 1, per doz.		45@ 90	
No. 2, per doz.		75@ 140	
No. 3, per doz.		85@ 175	
BATH BRICK			
English		95	
BLUING			
Jennings'			
Condensed Pearl Bluing			
Small C P Bluing, doz.		45	
Large C P Bluing, doz.		75	
BREAKFAST FOODS			
Apetito, Biscuits		3 00	
Bear Food, Pettijohns		1 95	
Cracked Wheat, 24-2		2 50	
Cream of Wheat, 36-2		4 50	
Cream of Rye, 24-2		3 00	
Posts Toasties, T.		2 80	
No. 2		2 80	
No. 3		2 80	
Farinose, 24-2		2 70	
Grape Nuts		2 50	
Grape Sugar Flakes		2 50	
Sugar Corn Flakes		2 50	
Hardy Wheat Food		2 25	
Postma's Dutch Cook		2 75	
Holland Rusk		3 20	
Kellogg's Toasted Rice		3 30	
Biscuit		3 30	
Kellogg's Toasted Rice		2 80	
Flakes		2 80	
Kellogg's Toasted Wheat		3 30	
Biscuit		3 30	
Krinkle Corn Flake		1 75	
Maple-Wheat Flakes,		2 70	
2 doz.		2 70	
Maple-Wheat Flakes,		2 80	
3 doz.		2 80	
Maple-Corn Flakes		2 80	
Minn. Wheat Cereal		3 75	
Algrain Food		4 25	
Ralston Wheat Food		4 50	
Ralston Wht Food 10c		4 50	
Saxon Wheat Food		3 60	
Shred Wheat Biscuit		1 80	
Triscuit 18		1 80	
Pillsbury's Best Cer'l		4 25	
Post Tavern Special		2 80	
Quaker Puffed Rice		4 25	
Quaker Puffed Wheat		2 85	
Quaker Brkfst Biscuit		1 90	
Quaker Corn Flakes		1 75	
Victor Corn Flakes		2 20	
Washington Crisps		1 85	
Wheat Hearts		1 90	
Wheatena		4 50	
Evapor'd. Sugar Corn		90	
BROOMS			
Parlor		3 00	
Jewel		3 70	
Winner		2 75	
Whittier Special		4 55	
Parlor Gem		3 75	
Common Whisk		1 00	
Fancy Whisk		1 25	
Warehouse		4 00	
BRUSHES			
Scrub			
Solid Back, 8 in.		75	
Solid Back, 11 in.		95	
Pointed Ends		85	
STOVE			
No. 3		95	
No. 2		1 25	
No. 1		1 75	
SHOE			
No. 3		1 00	
No. 7		1 30	
No. 4		1 70	
No. 3		1 90	
BUTTER COLOR			
Dandelion, 25c size		2 00	
CANDLES			
Paraffine, 6s		10	
Paraffine, 12s		10	
Wicking		20	
CANNED GOODS			
Apples			
3 lb. Standards		@ 90	
Gallon		2 50@ 2 75	
Blackberries			
2 lb.		1 50@ 1 90	
Standards gallons		@ 5 00	
BEANS			
Baked		85@ 1 30	
Red Kidney		85@ 95	
String		70@ 1 15	
Wax		75@ 1 25	
BLUEBERRIES			
Standard		1 80	
Gallon		6 75	
CLAMS			
Little Neck, 1lb		@ 1 00	
Little Neck, 2lb		@ 1 50	
CLAM BOUILLON			
Burnham's 1/2 pt.		2 25	
Burnham's pts.		3 75	
Burnham's qts.		7 50	
CORN			
Fair		60@ 65	
Good		90@ 1 00	
Fancy		@ 1 30	
FRENCH PEAS			
Monbadon (Natural)			
per doz.		2 45	
GOOSEBERRIES			
No. 2, Fair		1 50	
No. 2, Fancy		2 35	
HOMINY			
Standard		85	
LOBSTER			
1/2 lb.		2 50	
1 lb.		4 25	
Picnic Tails		2 75	
MACKEREL			
Mustard, 1lb.		1 80	
Mustard, 2lb.		2 80	
Soused, 1 1/2 lb.		1 60	
Soused, 2 lb.		2 75	
Tomato, 1lb		1 50	
Tomato, 2lb.		2 80	
MUSHROOMS			
Hotels		@ 15	
Buttons, 1/2s		@ 14	
Buttons, 1s		@ 25	
OYSTERS			
Cove 1lb.		90@	
Cove, 2lb.		1 60@	
PLUMS			
Plums		90@ 1 35	
PEARS IN SYRUP			
No. 3 cans, per doz.		1 50	
PEAS			
Marrowfat		@ 1 15	
Early June		@ 1 25	
Early June sifted		1 45@ 1 55	
PEACHES			
Pie		90@ 1 35	
No. 10 size can pie		@ 3 25	
PINEAPPLE			
Grated		1 75@ 2 10	
Sliced		90@ 2 60	
PUMPKIN			
Fair		80	
Good		90	
Fancy		1 00	
Gallon		2 15	
RASPBERRIES			
Standard		@	
SALMON			
Warrens, 1 lb. Tall		2 30	
Warrens, 1 lb. Flat		2 40	
Red Alaska		1 65@ 1 75	
Med. Red Alaska		1 35@ 1 45	
Pink Alaska		@ 90	
SARDINES			
Domestic, 1/4s		2 75	
Domestic, 1/2 Mustard		2 75	
Domestic, 1/2 Mustard		@ 6 1/2	
French, 1/4s		7 @ 14	
French, 1/2s		18@ 23	
SHRIMPS			
Dunbar, 1st doz.		1 30	
Dunbar, 1 1/2 doz.		2 35	
SUCCOTAASH			
Fair		90	
Good		1 20	
Fancy		1 25@ 1 40	
STRAWBERRIES			
Standard		95	
Fancy		2 25	
TOMATOES			
Good		1 15	
Fancy		1 35	
No. 10		3 50	
CARBON OILS			
Barrels			
Perfection		@ 11 1/2	
D. S. Gasoline		@ 19 1/2	
Gas Machine		@ 27 1/2	
Deodor'd Nap'a		@ 19	
Cylinder		29 @ 34 1/2	
Engine		26 @ 34 1/2	
Black, winter		8 @ 10	
CATSUP			
Slider's pints		2 35	
Slider's 1/2 pints		1 35	

CHEESE

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

CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	60
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juley Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
Spearmint, Wrigleys	55
Spearmint, 5 box jars	2 75
Spearmint, 5 box jars	1 55
Trunk Spruce	55
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Ragle	5
Frank's	7
Scheuer's	9
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	23
Hershey's Almond 5c	85
Hershey's Milk, 5c	85
Walter M. Lowmyer Co.	
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 70 Twisted Cotton	2 00
No. 80 Twisted Cotton	1 00
No. 90 Twisted Cotton	1 25
No. 60 Braided Cotton	1 85
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85

GALVANIZED WIRE

No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	30
Huyler	36
Lowmyer, 1/4s	33
Lowmyer, 1/2s	33
Lowmyer, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Van Houten, 1s	36
Webb	33
Wilber, 1/4s	32
Wilber, 1/2s	32

6

Graham Crackers Red	1 00
Label 10c size	50
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 Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

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

In Special Tin Packages	
Festino	2 50
Nabisco 25c	2 50
Nabisco 10c	1 00

In bulk per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

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

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

Apricots	
California	12 @ 14
Corsican	15

Currants	
Imported 1 lb pkg	8 1/2
Imported, bulk	8 1/2

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

Pears	
Lemon, American	12 1/2
Orange, American	12 1/2

Raisins	
Cluster, 20 cartons	2 25
Loose Muscates 4 Cr	5 1/2
Loose Muscates 1 lb	7 @ 7 1/2

California Prunes	
90-100 25lb. boxes	@ 4
80-90 25lb. boxes	@ 6
70-80 25lb. boxes	@ 6 1/2
60-70 25lb. boxes	@ 7
50-60 25lb. boxes	@ 8 1/2
40-50 25lb. boxes	@ 10

FARINACEOUS GOODS	
Beans	
California Lima	7 1/2
Michigan Lima	6
Med. Hand Picked	2 40
Brown Holland	1 65

Farina	
25 lb packages	1 50
Bulk, per 100 lbs.	4 00

Original Holland Rusk	
Packed 12 rolls to container	60
3 containers (40) rolls	3 20

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

Pearl Barley	
Chester	2 75
Empire	

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

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

Tapoca	
Flake, 100 lb. sacks	4 1/2
Pearl, 130 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs	2 75

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

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

Linen Lines	
Small	20
Medium	26
Large	34

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

FLAVORING EXTRACTS

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

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

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	

Winter Wheat	
Purity Patent	5 40
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	5 20
Wizard Grain	5 20
Wizard Meal	4 40
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.	
Lily White	5 60
Light Loaf	5 10
Graham	2 30
Granola Health	2 40
Gran. Meal	1 75
Bolton Med.	1 65

Volgt Milling Co.	
Graham	4 60
Volgt's Crescent	5 40
Volgt's Flourist	5 40
Volgt's Hygienic	4 60
Volgt's Royal	5 80

Watson-Higgins Milling Co.	
Perfection Flour	5 40
Tip Top Flour	5 00
Golden Sheaf Flour	4 60
Marshall's Best Flour	4 85

Worden Grocer Co.	
Quaker, paper	5 30
Quaker, cloth	5 40
Quaker Buckwheat bbl	5 50

Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/4s	5 35
American Eagle, 1/4s	5 25
American Eagle, 1/4s	5 15

Spring Wheat	
Roy Baker	
Golden Horn, family	5 20
Golden Horn, bakers	5 10
Wisconsin Rye	3 80

Judson Grocer Co.	
Ceresota, 1/4s	5 80
Ceresota, 1/4s	5 90
Ceresota, 1/4s	6 00

Worden Grocer Co.	
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

Wykes & Co.	
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

Meal	
Bolton	3 80 @ 4 00
Golden Granul'd	3 80 @ 4 00

Wheat	
Red	1 07
White	1 07

Oats	
Michigan carlots	45
Less than carlots	47

Corn	
Carlots	68
Less than carlots	70

Hay	
Carlots	16 00
Less than carlots	17 00

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

FRUIT JARS	
Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, per gro.	1 65

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling gr. 14 oz	1 40
Knox's Acidu'd, doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hop	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS

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

Pelts	
Old Wool	60 @ 1 25
Lambs	10 @ 25
Shearings	10 @ 20

Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

HORSE RADISH	
Per doz.	90

Jelly	
5th palls, per doz.	2 20
15 1/2 palls, per pail	48
30th pail, per pail	90

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

MAPLEINE	
2 oz. bottles, per doz.	3 00

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

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

MUSTARD	
1/4 lb 6 lb. box	16

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

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

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

Gherkins	
Barrels	14 50
Half barrels	7 75
5 gallon kegs	2 00

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

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

PLAYING CARDS	
No. 99, 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, Tourist whist	2 25

POUTASH	
Babbitt's, 2 doz.	1 75

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

Dry Salt Meats	
S P Bellies	14 1/2 @ 15

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

Smoked Meats

Hams, 12 lb. av.	17 @ 17 1/2
Hams, 16 & av.	16 1/2 @ 17
Hams, 18 1/2 av.	16 @ 16 1/2
Skinned Hams	18 @ 18 1/2
Ham, dried beef	sets @ 21
California Hams	11 1/2 @ 12
Picnic Balled Hams	15
Bolton Hams	26 1/2 @ 27
Minced Ham	13 @ 13 1/2
Bacon	17 1/2 @ 25

Sausages	
Bologna	10 @ 10 1/2
Liver	7 1/2 @ 8
Frankfort	11 @ 11 1/2
Pork	13 @ 14
Veal	11
Tongue	11
Headcheese	9

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs.	48
Sure Shot, 5c 1-6 gro.	76
Yankee Girl Scrap, 2 oz 5c	76
Pan Handle Scrap 1/4 gr. 5c	76
Peachy Scrap, 5c	190
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
Badger, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 8 oz.	1 60
Banner, 16 oz.	3 20
Belwood, Mixture, 10c	34
Big Chief, 2 1/4 oz.	6 00
Big Chief, 16 oz.	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	12 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.	23 28
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip Johnson	30
Cigar Clip Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings 4 50	
Continental Cubes, 10c	40
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails 3 72	
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	79
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Mix, 5c	5 76
Drum, 5c	5 76
F. F. A. 4 oz.	5 04
F. F. A. 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 76
Five Bros, 5c	10 20
Five Bros, 10c	10 20
Five cent cut Plug	29
F O B 10c	11 50
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	11 88
Gold Star, 50c pail	4 70
Gail & Ax Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 16 oz.	33
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	40
Hunting, 5c	50
I X L, 5c	6 10
I X L, 16 oz.	32
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Klin Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 1 1/2 oz.	94
Lucky Strike, 1 1/2 oz.	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	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
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Cure 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 60
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76

13

Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	6 00
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 35
Sweet Rose, 2 1/4 oz.	30
Sweet Tip Top, 5c	1 00
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	5 76
Summer Time, 5c	96
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 and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trout Line, 5c	5 95
Trout Line, 10c	10 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 25
Union Leader, 25c	2 60
Union Leader, 10c	11 60
Union Leader, 5c	5 95
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 20
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	48
Velvet, 10c tin	96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs.	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/4 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80
TWINE	
Cotton, 3 ply	22
Cotton, 4 ply	22
Cotton, 6 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	40
No. 2, per gross	50
No. 3, per gross	75
WOODENWARE	
Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market, large	3 50
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	
1/4 lb., 250 in crate	30
1/2 lb., 250 in crate	30
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
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	

14

4 1/2 inch, 5 gross	65
Cartons, 20 2 1/2 doz bxs 70	
Egg Crates and Fillers	
Humpty Dumpty, 12 dz. 20	
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets 1 15	
Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	85
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads 1 45	
Pails	
2-hoop Standard	2 00
2-hoop Standard	2 25
3-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40
10 qt. Galvanized	1 70
12 qt. Galvanized	1 90
14 qt. Galvanized	2 10
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3 Fibre	8 25
Large Galvanized	5 75
Medium Galvanized	5 00
Small Galvanized	4 25
Washboards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 75
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 15
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 50
15 in. Butter	2 00
17 in. Butter	3 75
19 in. Butter	6 00
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short cut 13	
Wax Butter, full count 20	
Wax Butter, rolls	19
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	1 15
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	58
AXLE GREASE	
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	

15

CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. Brand
Ben Hur

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

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
Dwinnell-Wright Co.'s B'ds



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

16

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

COCOANUT
Baker's Brazil Shredded

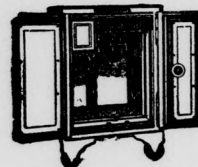


10 5c pkgs., per case 2 60
26 10c pkg., per case 2 60
16 10c and 33 5c pkgs.,
per case 2 60



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

SAFES



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

17

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

The only
5c
Cleanser

Guaranteed to
equal the
best 10c kinds

80 - CANS - \$2.80

SOAP

Lautz Bros. & Co.

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

Proctor & Gamble Co.

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

Tradesman Co.'s Brand

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

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—Soda fountain, candy and fruit store. H. W. Snyder, South Haven, Mich. 231

Cigar Business For Sale—Cigar stand in Hotel Main and First National Bank Building, Fort Smith, Ark. The Hotel Main stand is considered the best in the State of Arkansas; sales of the two stands for the past twelve months exceed \$25,000; will sell together or separately. Terms \$2,000 cash, \$2,000 each in thirty and sixty days. Sale includes all fixtures, lease and business, and a guaranteed stock of \$2,000. Business will earn thirty per cent. net on investment. For further information address 703 First National Bank Bldg., Fort Smith, Ark. 230

Salesmen calling on merchants and tradesmen can make \$25 per week extra on the side. Write for particulars. Coupon-Cards, care Michigan Tradesman. 229

For Sale—Eighteen hundred dollar stock general merchandise, sold seventy-five hundred since January 1. Located in growing alfalfa and dairy district. Good place to make some money and regain health. Terms, no trades. Chas. Stanley, Waukena, Calif. 228

Michigan corporation wants three successful business men to take complete charge of branch offices in other cities. Must be well recommended and invest \$3,000 in securities to insure permanency. Liberal salary and working interest in business. Walter G. Abbott, 16-18 Monroe Ave., Grand Rapids, Mich. 227

Hotel For Sale—Good commercial hotel, centrally located on the St. Joseph river. Three-story brick building, furnished, steam heat and electric lights, 30 rooms, large barn and other out buildings and ten acres of land. Will sell separately. Easy terms. Good paying business. Failing health reason for selling. Address C. F. Marantette, Mendon, Mich. 226

For Sale—Racket store, new stock, cheap rent. Good trade and location. County seat. H. C. Austin, Wray, Colo. 225

If you want to pass any state pharmacy examination, write me. I am prepared to give you just the kind of help you need. Robert L. Wright, No. 2306 E. Broad St., Richmond, Va. 223

We buy for cash merchandise stocks of all kinds; discontinued lines, salesmen's samples, mill ends, seconds, miscellaneous lots. We buy anything you are willing to sacrifice for spot cash. What have you to offer? Western Salvage Co., 229 S. Canal St., Chicago. 221

Proposition in Wisconsin, Iron county, 9,600 acres timber and land, \$6,480,000 feet saw timber. A. W. Trickey, Springfield, Maine. 222

For Sale—A complete plumbing and tin shop with garage in Connecticut. A fine location for the right man. Large trade worked up in plumbing, tinning and roofing; the only garage in town. Building and business open for inspection. Address L. B. 127, Covington, Ohio. 220

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

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

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 \$900, 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

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

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 stock in thrifty manufacturing city of five thousand people. Established fifteen years. Yearly sales, \$20,000. Stock inventories about \$8,000. 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. 213

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

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

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

For Sale—Royal meat chopper, 1/2 horse power motor, used only a few months; came to us through a mortgage foreclosure; will sell with guarantee. Write us at once. Address Rhineland Creamery & Produce Co., Rhineland, Wis. 197

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

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

I 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

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

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

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

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

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

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, \$50,000. 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. The dry goods store is ready for stock. Shelving, fixtures, everything needed. Business established 27 years. Always prosperous. Reason for selling, wish to retire. Address A. J. Wilhelm, Traverse City, Mich. 130

HELP WANTED.

Wanted—Travelers who are calling on the clothing or department store trade to carry a well advertised store fixture as a side line. Good commission to reliable men. In writing, state territory covered. Hardware Supply Co., Grand Rapids, Mich. 219

Wanted—Good salesman for city trade. Also man to carry sideline in Michigan, Indiana, Ohio and Wisconsin. Do not reply unless you mean business. National Liquid Soap Co., 702 Bridge St., Grand Rapids, Mich. 222

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

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

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

SITUATIONS WANTED.

Wanted—A position by registered pharmacist. Address No. 224, care Michigan Tradesman. 224

AUCTIONEERS.

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

The Legal Way.

If a lawyer sue a lawyer
On an alibi
Or a caveat or something.
Need a body cry?
Let the lawyer law the lawyer
Till the costs are high;
Trouble is that some one else will
Suffer by and by.

Desirability of Preventing Temptation

Every business house ought to make ample provision to protect its employes from temptation. A merchant was showing me his system for checking out goods. Every piece of merchandise and every transaction had to pass through several hands. It would have been most difficult to take anything without detection.

"How do your employes regard the system?" I asked.

"Those that really think about it at all seem to appreciate that it is a protection and not a reflection on their honesty. They know that if anything should be taken, the blame would be fixed on the right person, and no breath of suspicion would attach to the innocent."

"Do you have much trouble?" I asked.

"Very little. The system discourages any thought of taking anything. Occasionally there is a man who might be tempted if he thought he would escape detection, but this system helps to support his moral sense. We had trouble before we put in this system. Then everything went at loose ends and, although we missed things, we were unable to fix the blame. We finally caught two men and they declared that they never would have started on the wrong way if we had not made it so easy for them. The constant suggestion caused by our laxity was too much for them. After that we felt it our plain duty to install a system that would protect any such men from temptation, as well as to exonerate the innocent in case of loss, and also to protect ourselves."

Frank Stowell.

Friends expect more of us than we are able to perform. Enemies expect less of us than we can do.

Parcels Post Zone Maps

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

500.....	\$11.00
1000.....	13.00
1500.....	15.00
2000.....	17.00

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

Tradesman Company
Grand Rapids, Mich.

SUNNY JIM.

Cogent Criticisms From the Metropolis of Michigan.

Detroit, June 24—Partial announcement in last week's issue regarding our entree (salubrious term) as the special correspondent from the City of the Straits (antonym crooks): "The Tradesman looks forward to a long and successful relation with its valued contributor in the new field." After hunting the city over for a building wherein we could set up a kerosene stove, the drinks and our straw ticks, we can, with impunity, say there isn't a durn field left in Detroit.

Ye versatile editor has a reputation for veracity larger than a 10 cent cut of porterhouse steak and, far be it from us to damage that reputation. He stated we would start our column of idle prattle this week—his standing as a voracious editor still stands (labor unions excepted). Having been in Michigan's metropolis such a short time, we have not had opportunities of grabbing off much available news. As the few remaining bristles either drop from our marble top or turn gray we hope to improve our column, both in quality and quantity.

Jerry Moore, all around good fellow and champion Spanish athlete of the world and between times dispenser of men's neckwear in carlots for Burnham, Stoepel & Co., displayed an entire new outfit of clothes a short time ago. A friend asked him where he made the raise. "Oh," said Jerry, "I met some friends a few evenings ago and they were very desirous of taking my money away from me. Well, when I purchased the new suit and overcoat, I still had 50 cents left."

Fred C. Richter was in Detroit Saturday night. Fred, who is Grand Secretary of the U. C. T. of Michigan, is one of our truly enthusiastic U. C. T.ers. He was invited to attend the Council meeting of No. 9, to be held that evening. Did he attend? Yep, like Kelly did.

M. Wohlgenuth, member of Council No. 9, is laid up at his home with a broken leg. Mr. Wohlgenuth represents M. Wohlgenuth & Son, of this city, and it is hoped to see him around his usual haunts at an early date.

Arthur Brevitz, elongated department manager for Burnham, Stoepel & Co., says he would not mind going to war with the Japs if he could do his shooting with a billiard cue and pool balls.

S. H. Hart, local representative for the J. B. Sipe Oil Co., of Pittsburg, is ill and confined to his bed. Mr. Hart is an active member of U. C. T. Council, No. 9, who join with his many other friends in wishing him a speedy recovery.

John Hartner, Detroit city representative for Edson, Moore & Co., says a salesman should never worry about selling a customer too many goods. What should worry him is leaving anything for the next man to sell.

Detroit Council, No. 9, initiated four of the likeliest looking candidates gotten together in many moons. They had no sooner recovered their

wind, following the gentle initiatory ceremonies, than they cut loose with a quantity of enthusiasm which aroused even Secretary Marks. Such men are not only a credit to their Council, but to the traveling profession in general and their communities as well. The new members and the firms they represent are as follows: Wilburt B. Dean, Pennsylvania Rubber Co., Jeanette, Pa.; John S. Andrews, Boyer-Campbell Co., Detroit; Wm. W. Neubaur, National Soap Co., Detroit; Michael Lyons, Landes Machine Co., St. Louis, Mo.

In the olden days it was customary for traveling men to drink. Nowadays it is very uncommon to find a traveling man who doesn't drink.

Somewhere and sometime we read an article in the Tradesman wherein the editor cast slighting remarks concerning the writing of poetry by the different correspondents. As the article mentioned poetry, that let's us out.

He stood on the bridge at midnight
Carrying a most beautiful bun.
Many doors appeared before him
When there should have been but one.

For Grand Rapids Council, U. C. T. to carry off any prizes next year, they will go a trifle faster than in the past. Watch Cadillac and No. 9 Councils speed up. Their bonnets are in the circle. No. 9 is going to win the baseball cup next year.

Grand Rapids knows how.

Detroit does it!

Bill Bosman's prayer of last week is now answered.

Sorry we missed Ura Donald Laird.

We're still honest—we couldn't find the other fellow's umbrella when it rained.

Others because they do not have to make out an expense account.

And still others because they never got into the newspaper game.

James M. Goldstein.

Honks From Auto City Council.

Lansing, June 24—Reports from various members of our Council who attended the Grand Council meeting all agree that a general good time was had.

Mrs. F. H. Hastings is spending the week at Casnovia with her parents.

It beats Sam Hill what a circus will do to a council meeting when both are scheduled to do business at the same hour. However, several of our members had seen a circus before and enough were on hand to initiate the two candidates who came up for their medicine at our last meeting.

Brother Benedict, who has recently returned from an extended trip through the Southern states, was present at our last meeting, and, by request, gave us a very interesting talk on Dixie Land.

Brother A. E. Krats spent two days of last week fishing at Alward Lake, which—if you ride—is about fifteen miles distant, but—if you walk—is much farther. Brother K. reports a fine catch of fifty bass, the smallest of which was not less than three inches in length, and many of them would weigh a pound. The largest—well, ask him!

Brothers B. A. Dickey and A. J. Roby are the two new members of

our Council who were initiated at our last meeting. Both represent the Rumley Products Co., with headquarters at Lansing.

Brother E. H. Simpkins gets lost every time he attempts to drive from Belding to Lansing or from Lansing to Belding. Better let George go ahead. He has the fastest car anyway.

Fred Mott and son, Kenneth, returned last Saturday from a successful fishing trip near Pinkney. We know it was a successful trip because Fred sent some over.

Brother Ward Hill has been appointed Superintendent of Public Works and assumed the duties of that office, resigning his position with the Michigan Bridge & Iron Co.

Post A, Michigan Knights of the Grip, will picnic at Haslet Park next Saturday. An invitation to frolic with them has been extended to Auto City Council.

Don't forget that assessment No. 117 and semi-annual dues should be paid this month.

Brother F. H. Hastings has a very fast car—sometimes. On the way to the Grand Council meeting it became so fast that it required two horses and an hour's time to make less than a mile. This is nothing against the car or Fred's driving, but shows the condition of a certain road where the farmers, in attempting to make it better, have really made it worse. In fact, it's so bad that they keep a team near by to haul the unfortunates out—for \$1 each.

About fifty graduates from the Detroit Law College visited the Supreme Court at Lansing last Friday and were given permission to practice law within the State. There's nothing unusual about this, as the same thing happens every June. When the time arrived for leaving, it was found they must wait several hours for the P. M. train. There's nothing very unusual about waiting for a P. M. train, but the unusual part came when several of the enthusiastic crowd took exception to the action of one lone policeman who refused to allow them to block the entrance to the depot waiting room and showed their disposition by forceably taking several of their comrades, one at a time, and standing them on the back of one of the waiting room seats and calling for a speech. Each tried to say something real smart, but failing in this, contended themselves and brought cheers from their fellows by saying uncomplimentary things about Lansing.

H. D. Bullen.

The Rapid Egg Tester, which is being exploited by the Rapid Egg Tester Co., of Saginaw, is meeting with a very hearty reception at the hands of the trade. This is one of the best and most up-to-date devices that any merchant can adopt, because it will enable him to minimize all the losses incident to the handling of eggs. The manufacturer will cheerfully send illustrated circulars and price lists on application and a specimen Tester can be seen at the office of the Tradesman Company or at the office of the Manufacturer in Saginaw.

On the Road to Grand Counselor.

At the recent meeting of the Grand Council, U. C. T., held in this city, John A. Hach, Jr., of Coldwater, was elected to the office of Grand Sentinel, which starts him on the upward road to the highest office within the gift of the State organization. Under con-



John A. Hach, Jr.

ditions, Mr. Hach will reach the office of Grand Counselor in about four years, occupying in the meantime the positions of Grand Page, Grand Conductor and Grand Junior Counselor. Mr. Hach is a salesman of marked ability and his recognition by the Grand Council is, undoubtedly, due to his activity during the past year in securing the enactment of the new hotel inspection law which was created by the last Legislature.

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

Buffalo, June 25—Creamery butter, fresh, 25@28c; dairy, 23@26c; poor to good, all kinds, 18@22c.

Cheese—Fancy, old 17c; choice, 15@16c; new fancy 15@15½c; poor to common, 6@13c.

Eggs—Choice, fresh candled, 21@22c; at mark 20@22c.

Poultry (live)—Turkeys, 14@15c; cox, 12@13; fowls, 16@17c; springs, 22@25c; ducks, 15@16c.

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—New \$2.25@2.50 per bbl. Rea & Witzig.

Lansing—The Capital City Engineering & Tool Works have begun operations at 231 South Grand street. They will manufacture tool jigs, punch and die fixtures and other machine specialties.

BUSINESS CHANCES.






We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 236

Sale or Exchange—Clothing, shoes and furnishings, doing a good business, long established in a city of 5,500, Southern Michigan. Will exchange value for value for a general merchandise stock in a smaller town, with a good farming trade. Address No. 233, care Tradesman. 233

For Sale—Stock dry goods, shoes, groceries, small town in good farming country. Established 10 years and have good trade. Stock and fixtures inventory about \$9,000, which can be reduced. A splendid opportunity. Good reasons for selling. Address No. 234, care Tradesman. 234

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 235

Modern Plant
Complete Stock
Competent Organization
Location

These advantages enable us to guarantee prompt and satisfactory shipment of all orders intrusted to our care. Special attention to mail and telephone orders.     

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

**SUMMER TIME
 IS TEA TIME
 TETLEY'S
 INDIA
 CEYLON
 TEAS**

Are good for that tired feeling



**Fragrant
 Delicious
 Invigorating**

Hot or Iced

Call and see our Tea Tree growing from a seed from the Imperial Gardens.

THE TEA HOUSE

Judson Grocer Co.

The Pure Foods House
 GRAND RAPIDS, MICHIGAN

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

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

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

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

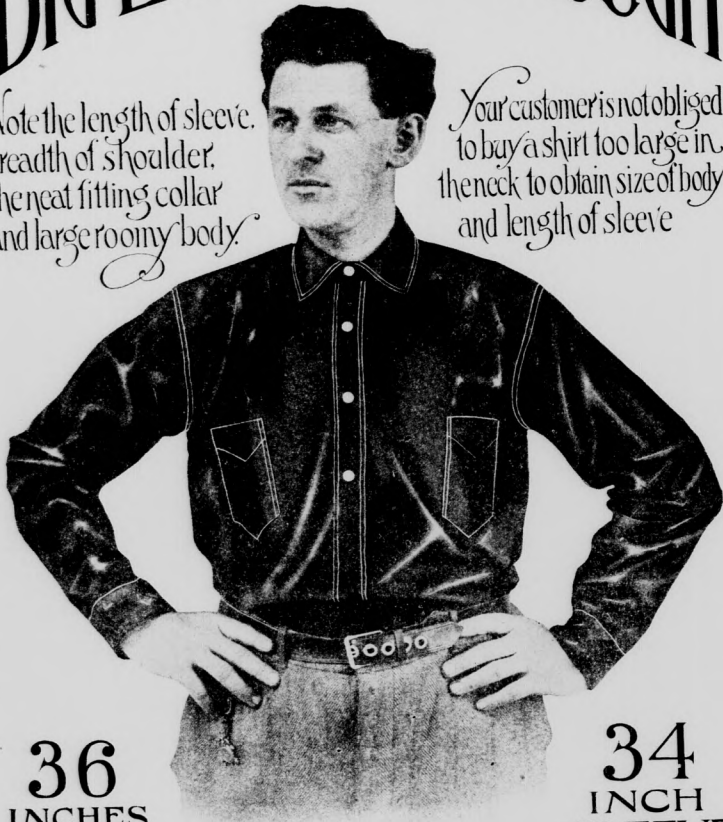
Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

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

W **BIG ENOUGH-LONG ENOUGH** **W**
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*Note the length of sleeve.
breadth of shoulder.
the neat fitting collar
and large roomy body.*



*Your customer is not obliged
to buy a shirt too large in
the neck to obtain size of body
and length of sleeve*

36
INCHES
LONG

34
INCH
SLEEVE

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Sort up your stock, mail us your order and we will demonstrate our ability to please you, for we always carry a complete line of work-shirts in plain and fancy colors and are therefore in a position to fill orders promptly and satisfactorily.

Manufactured by
The Ideal Clothing Co.
Grand Rapids, Mich.