

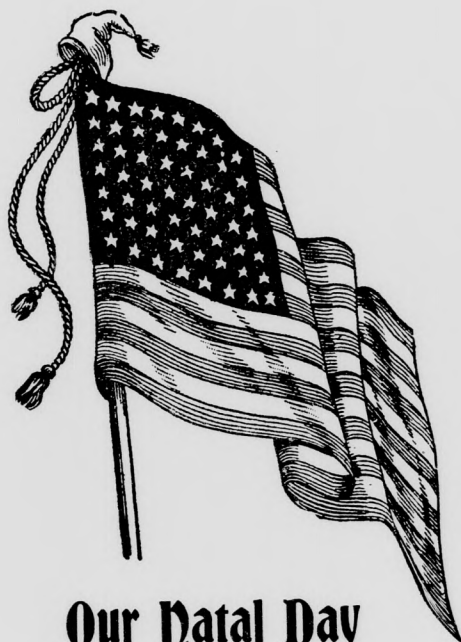
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JULY 2, 1913

Number 1554



Our Natal Day



Oh, the Fourth of July!
When fire-crackers fly,
And urchins in petticoats tyrants defy!

When all the still air
Creeps away in despair,
And clamor is king, be the day dark or fair!

When freedom's red flowers
Fall in star-spangled showers,
And liberty capers for twenty-four hours.

When the morn's ushered in
By a sleep-crushing din,
That tempts us to use philological sin;

When the forenoon advances
With large circumstances,
Subjecting our lives to debatable chances,

When the soldiers of peace
Their attractions increase,
By marching, protected with clubs of police;

When the little toy gun
Has its share of the fun,
By teaching short-hand to the favorite son.

Oh, the Fourth of July!
When grand souls hover nigh!
When Washington bends from the honest blue sky!

When Jefferson stands—
Famous scribe of all lands—
The charter of heaven in his glorified hands!

When his comrade—strong, high,
John Adams—comes nigh,
(For both went to their rest the same Fourth of July!)

When Franklin—grand, droll—
That could lightnings control,
Comes here with his sturdy, progressive old soul!

When freedom's strong staff—
Hancock—with a laugh,
Writes in memory's album his hugh autograph!

But let thought have its way,
And give memory sway;
Do we think of the cost of this glorified day?

While the harvest-field waves.
Do we think of those braves
In the farms thickly planted with thousands of graves?

How the great flag up there,
Clean and pure as the air,
Has been drabbled with blood-drops and trailed in despair?






Do we know what a land
God hath placed in our hand,
To be made into star-gems or crushed into sand?

Let us feel that our race,
Doomed to no second place,
Must glitter with triumph or die in disgrace?

That millions unborn,
At night, noon and morn,
Will thank us with blessings or curse us with scorn,

For raising more high
Freedom's flag to the sky,
Or losing forever the Fourth of July!

Will Carleton.

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.     

WHEN YOU SEE

THE  GOOD
SIGN OF CANDY

"DOUBLE A"

Remember it came from

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



When you SELL A WHOLE CONTAINER OF FRANKLIN CARTON SUGAR

You make the profit on **EVERY CARTON** in it **AT ONE SALE**. You make **ONE DELIVERY** instead of a **DOZEN OR MORE**. You make the profit on all the sugar your customer will buy for some time and prevent her trading elsewhere as long as the sugar you've sold her lasts. You can sell **FRANKLIN CARTON SUGAR** by the container if you'll call customers' attention to the convenience of having a supply of it on hand, and remind them that they use sugar **EVERY DAY**. **FRANKLIN FINE GRANULATED** and **DESSERT AND TABLE**, the grades that are used most, are packed in containers that do not hold too much for the average family.







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

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA, PA.

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

Handle It On Its Record



In all the years "White House" Coffee has been marketed, it has never been allowed to deteriorate in character or quality. If you have followed its rise to its present top-notch position as the leader, you know we're right.      

JUDSON GROCER CO.—Grand Rapids, Mich.
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS



next time

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

Lautz Snow Boy Washing Powder

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

MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JULY 2, 1913

Number 1554

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THE ICE CREAM SERVICE.

Ice cream in its various forms is no longer a luxury during the summer months. It has grown to be a necessity. As a food, it is nourishing, while the cooling effect is too pleasing to need question. It is the favorite dessert with all classes and it is within the reach of all. Every town needs and will liberally patronize this product in some form. If you cater to the wants of the inner man among your patrons, be assured that this department will be sure to prove a popular one.

There are certain accessories which are indispensable to the best results. The first is absolute cleanliness. While the general service of the store may sometimes not be strictly immaculate and still be tolerated, that connected with the service of ice cream will be at once condemned if slackness in detail is allowed. There is so evidently no reason why cleanliness should not prevail that lack of it is justifiable cause for ostracism. There are no greasy dishes requiring extra care in cleansing. There is nothing to dry on and cling persistently. There is every reason why all parts of the service should be bright and shining.

We recall one counter where ice cream cones are served at low rates. But the exhibition of soiled napkins in the preparation was quite enough to suffice. If cheapness is your virtue, at least make it a point to furnish the pure article and to have your tables bright and shining. If cold water is furnished, let it be pure in an absolute clean glass. Clouded glasses are repulsive. If you cannot afford to furnish even paper napkins for the price asked, at least see that the dishwashing has not been slighted. Furnish a cool room free from flies. A few flowers, even though only wayside weeds, add to the daintiness of the service. But above all, be neat, prompt, and uniformly precise in the work.

THE PEACE FLAG.

In a few days our windows will be draped with bunting in honor of the Nation's birth. It may be we will cling for another Fourth of July to the old form, with the parallel lines

of stars. It may be some of us will show for the first time the Peace Flag, already accepted by the President and the War and Navy Departments, and awaiting the formal recognition of Congress.

The flock of states recently added to our Union render a new arrangement of the stars on the flag necessary. Of the five hundred designs recently submitted to the authorities at Washington, that of Wayne Whipple, a Pennsylvanian, has been deemed the most worthy. Mr. Whipple has already gained a reputation as an author, his recent History of Lincoln causing Robert Lincoln to "break a rule and silence of fifty years to give you my thanks and praise for bringing the American people so close to my father's heart."

The design shows a central star composed of thirteen stars—one for each of the thirteen original states. The grouping is simple and effective. In the upper line is a single star; next a line of four stars; the third line consists of three, alternating with the four, and the central one of the triplet being just opposite the single star first mentioned; then comes another row of four, and lastly a single star, completing the six-pointed figure. Surrounding these is a circle of twenty-five stars, one for each of the states admitted during the first century of the Nation's life. Scattered at equal distances in an outer circle are the ten stars representing the ten states which have since become members of the group. The design is symbolical at every stage; and it is eminently artistic, the curves being at once recognized as very much more beautiful than the straight lines to which we have so long been accustomed; and none will more joyfully receive this emblem of patriotism than the tradesman, for to no other class will this increased decorative element have a more practical value.

PRESSING PINEAPPLES.

Did you ever notice that those who have once bought pineapples for canning are almost certain to come to you regularly for them every season? There is a rich flavor in them which is not obtainable in any other fruit. Yet the vast majority of housewives—those who regularly make it a point to put up cherries and strawberries and a variety of other fruit—pass the pineapple by without even so much as a trial. It is these to whom the special appeal must be given.

A physician in one community where diphtheria had been epidemic advised the free use of this fruit, either in the fresh state or canned, recommending it both as a preventive and a cure. The remedy is so easily tried that it

is well worth the experiment, and one may feel certain that if it does not cure it at least does no harm—which is more than can be said of some of the drugs in common use. As an appetizer, it is better than medicine; and some marked improvements in impaired digestion have been traced to the use of pineapples. In fact, this fruit is wholesome, and if any one thinks that it is too great a luxury to be indulged in, he should remember that health is a greater luxury and that anything which is known to promote health is cheap at a far greater price.

The preparation is easy if you know how. Cut into quarters, and then slice transversely in sections of convenient size, having first washed the pineapple thoroughly. The parings can then be saved, stewed, and the juice strained, thus obviating any waste. Never let the green fruit go out of your hands without charging the customer how to ripen it. Those not familiar with the fruit might otherwise find it unsatisfactory and not realize where the trouble rested. Specialize on the wholesome pineapple and, when it has reached the bottom-notch stage, emphasize the fact that you are now offering the fruit for canning.

FISH PRODUCTS.

Good fish products are always welcomed during the warm months, and it is a part of your mission to press those foods which are most wholesome in their respective seasons. It may be that you are near some choice fishing resort and can with a little extra effort supply the fresh product in all its delicacy. There are always plenty of boys and old men who will be glad of an excuse to go fishing, especially when their sport can be turned into profit. Strive to interest them, to handle the fish at a small profit, remembering that the accommodation of your patrons in this matter is one thing worth considering; and that your enterprise in bringing the first-class article within their reach will surely be appreciated—and rewarded.

Make a specialty of your canned goods. There are those who enjoy a certain species who will never believe that other sorts are worth the trial. Salmon, of course, stands at the head of the list, almost universally liked by all who ever use fish, and adapted to several uses. A few choice recipes for its preparation will usually be appreciated, and a gradual widening out of its variations emphasized. Then there are the salt fish, some of them excellent. When you have occasion to furnish these, be sure that they are kept in good condition and never allowed to stand

around in a hot room where they will become stale, or at least have the appearance of staleness, even if they are fresh. Looks count for much, especially with the fish products.

If some one remarks that they do not think herring fit to eat, just make them a present of enough for a taste, and take the chances of making a new friend for them. The natural dislike of some for the dried cod cannot be overcome, the odor even proving offensive; but there are others. The variety of fish products and the many ways in which they can be served is in many communities very little understood.

L. R. Taft, State Inspector of Nurseries and Orchards, has secured an opinion from the office of the Attorney General that his department is authorized, under the State law, to condemn and destroy neglected and abandoned vineyards and orchards, and he is instructing his deputies about the State to that effect. If the opinion is good law—and it ought to be if it is not—the effect will be beneficial in strengthening the department and making the fight against insects and other pests that infest the fruit trees more effective. One neglected orchard or vineyard becomes the breeding place for all sorts of tree diseases and pests and a menace to the entire neighborhood. However carefully the good fruit grower may spray for the protection of his orchard or vines, he can not be safe so long as the neglected orchard in which disease and insects and fungus run riot remains. If the owner of the neglected place is not sufficiently interested to take proper care of his trees or vines it ought not to be a matter of great consequence if the trees are rooted out. If he will not raise good fruit himself he ought not to be allowed to stand in the way of others doing so. It is certain a man would not be permitted to maintain a pest hole in a neighborhood to endanger the lives of others. He would not be allowed to keep a diseased herd of cattle or flock of sheep. Healthy trees are as important as healthy live stock and a grower should not be permitted to allow his old orchard to spread disease to the healthy trees of his neighbors.

It is a poor policy to neglect an old customer to please a new one, besides being unfair. There is danger of losing the old customer, and the new one may not prove as good, even if he returns with more business.

Every employe pays for the amount of supervision he requires. As this decreases, his wages increase, for his value goes up.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, June 30—We were very much pleased to note in last week's Tradesman a communication from Geo. C. Conn, Freight Traffic Manager of the P. M. R. R., speaking a good word for W. W. Walker, Vice-President and General Manager of the D., S. S. & A. Railway. He could not say too much in praise of Mr. Walker from the traveling man's point of view. However, we must accuse him of having read our article rather carelessly, because we added a foot note, making clear that the article referred to was written during the regime of a former management and some months before Mr. Walker became General Manager; also adding that a number of the then existing evils had been corrected under Mr. Walker's management and that Mr. Walker's attitude toward the commercial travelers was a most friendly one and that his entire course was governed by a spirit of progressiveness which became very popular with all Upper Peninsula people.

The last issue of the Tradesman brought tears to the eyes of all good and true U. C. T.'s. "The Dramatic Passing of Charles Wheeler" brought sadness to many and many a heart. Alas, poor Charlie! The poor devil isn't much loss, especially since the good Lord found a man in the person of Wilbur Burns who was willing over his bier (not beer) to consecrate himself to carry out the fool ideas begat by him. All will agree that no more appropriate consecration could be made; also nobody could question the wisdom of the good Lord in selecting Wilbur Burns to carry on the work of the departed, viewing the situation from the angle of adaptability.

But hark! Since penning the above we have had a strange, strange experience. We visited the Clifton Hotel during the silent watches of the midnight hour, as was our wont when poor Charlie lived, but it wasn't as it used to be. No, no, alas! There was a vacant place, a missing link and in our sadness of heart, we sought solitude and, while there pondering, repeated the famous soliloquy of Hamlet, beginning "To be or not to be." In my solitude, while I was thus musing, a strange light surrounded me and a strange feeling crept over me. I thought of the old days, and an old poem entitled "Can This Be Death?" came to me in the form of the sweetest music. Then the scene changed to the unmistakable presence of a mighty ghost. I forgot my moments of reverie and each particular hair stood on end like quills upon the fretful porcupine as I repeated: "Angels and ministers of grace defend us. Thou comest in such a questionable shape that I will speak to thee, I'll call thee Past Counselor Charlie Wheeler, the only original founder and patron saint of the order of the Blue Goose. O, answer me! let me not burst in ignorance, but tell why thy canonized bones, hearsed in death, have burst their cerements;

why the sepulchre wherein we saw thee quietly inurned hath oped his ponderous and marble jaws to cast thee up again," to which he said in deep bass voice. "My hour is almost come when I to suffering and tormenting flames must render up myself. Not yet, but soon. I am not dead but still liveth. Let's have a Blue Goose high ball!" Though dead, he yet speaketh.

Word has been received here this week that Wm. H. Dwyer, a former Marquette boy, born and raised here, has passed away at his home in Detroit, aged 30. Mr. Dwyer was the son of Thomas Dwyer, a highly respected former resident of this city, who survives him. He is also survived by one brother, James, and three sisters, Ada, Laura and Bernice. We extend our heartfelt sympathy to the family.

It is with regret that we learn that our old friend, Alf. Richards, of the Soo, suffered one day last week a stroke of paralysis. Mr. Richards was seized after he had completed a launch trip from his summer cottage on Sugar Island to the city. The physician demands absolute quiet, nobody but members of the family being allowed to see him.

Some class to that necktie, eh, Charlie?

To-day we received the annual report of the Upper Peninsula Development Bureau, in which we noticed a little bouquet which we take great pleasure in pinning to our button hole and whose fragrance we enjoy to the full and express our most hearty thanks. It is as follows, being an extract from a speech of Colonel C. W. Mott, Secretary and General Manager of the Upper Peninsula Development Bureau: "The Michigan Tradesman, a commercial paper issued weekly at Grand Rapids, has been able to obtain a very efficient and intelligent correspondent, Mr. T. F. Follis, who represents a jobbing house and is employed as a commercial traveler and who visits all the counties in this territory. His writings each week are doing a wonderful lot of good, as they are truthful and intelligent descriptions of what exists here."

Fine bouquet, that!

Thomas J. Nanet is incapacitated at present at the result of a broken collar bone. Tom was injured in the ball game last Tuesday between Marquette and Negaunee teams at Union Park while he was officiating as umpire. Tom would at this time find a policy in the U. C. T., a mighty fine thing to have.

An enthusiastic meeting of U. P. Council was held last Saturday evening, at which it was voted to invite the Grand Council officers to make our Council an official visit sometime in the near future at a time most convenient to the Grand Council officers, preferably at the September meeting. No effort will be spared to make this event one long to be remembered by our visiting brethren and to show them that the Upper Peninsula is the real missionary field for the order of U. C. T. in Michigan to-day. We have already appointed a committee

on entertainment and a committee on arrangements and a general chairman and we have left the committees on reception and invitations over to another meeting.

R. P. Byrne, our highly respected City Treasurer, W. A. Burt, of this city, and E. C. Anthony, of Negaunee, members of Albert Jackson Post, G. A. R., left a day or two ago for Gettysburg, Pa., to attend the semi-centennial celebration of the historic battle and the reunion of the Federalists and Confederates who fought in the great battle. L. M. Spencer, of Munising, has also left for the famous battle field.

A delightful June wedding took place at the home of Thomas Price, 216 West Michigan street, when their daughter, Miss Hazel Price, was united in marriage to Professor Hugh Straight Buffum, formerly head of the department of pedagogy at the Northern Normal School in this city, but now a member of the faculty of a Southern college. The wedding march from Lohengrin was played by the Misses Hazel Bouron and Ethel Joung. The bride advanced on her father's arm and was accompanied by her bridesmaid, Miss Daisy Shaull. The ribbon bearers were Misses Ethel Price and Ruth Sinclair. The groomsmen were Harry Price, a brother of the bride. The new Presbyterian ceremony was used, Rev. J. J. Rodgers, of Ishpeming, being the officiating clergyman. During the festivities which followed, both bride and groom turned up missing, having stolen away, and up to a late hour last evening, hadn't been located members of the family and intimate friends guarding the secret. It is believed, however, that they took refuge in a summer cottage not very far from the city.

An electric storm, accompanied by the most violent rainstorm that has visited us in many years, stuck us on Friday last. The rainfall amounted to a deluge. We are sorry to say that among other of the results, the roof of our domicile suffered considerably.

The Sweder family of this city are doing an awfully heavy matrimonial business just at present. Two of the girls, Miss Matilda and Miss Anna V., were the principals in a double wedding one evening last week and their brother, George is to take unto himself a wife on July 2, during the honeymoon of his two sisters. Miss Matilda was united in marriage to Hjalmer J. Beckman and Miss Anna to John A. Hallberg, of Winnipeg. The ceremony was performed at the Swedish Lutheran church by Rev. Oscar Sandahl. The double wedding was followed by a reception to over 100 invited guests. The father, A. Martin Sweder, is a highly respected citizen and is proprietor of the Lakeside Iron Works in this city.

Let's have a Blue Goose high ball!
Ura Donald Laird.

There is a difference between quick action and undue haste. It is one thing to get at a task promptly and perform it thoroughly and another thing to leave it until the last moment and then hurry through with it in a confused manner.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, June 30—No coffee dealer regrets the fact that the first half of 1913 is gone and that with the beginning of the second half there may be a hope of a turn for the better. It is not observable as yet, however, and spot coffee drags its slow length along on a basis of 9¼@9½c for Rio No. 7s and about 12c for Santos 4s. In store and afloat there are 1,708,596 bags, against 2,142,904 bags at the same time last year. Milds have been quiet and individual sales were of very small lots. Good Cucuta, 11¼c.

Teas are moving in a limited manner, but the situation has been worse and might easily be again. From Formosa come reports of a possible short crop, but no one need go thirsty for tea. Quotations are practically unchanged from those of a month ago.

Granulated sugar has been in comparatively active movement and withdrawals aggregate a very respectable total. And naturally the demand should be good, as the preserving season is "in our midst." Granulated is quoted at 4.30@4.40 as to the refinery.

Rice is steady and, upon the whole, the market closes in a satisfactory manner. Supplies are not overabundant but there seems to be enough to meet all requirements. Choice, 5½c; prime, 5¼c.

Stocks of spices are reported as rather light. The demand has been fairly good from grinders, with quotations showing no change.

Molasses, as might be expected, is moving only in midsummer style. Good to prime centrifugal, 35@40c. Syrups are in moderate supply and the demand is light.

Confidence is felt in every line of canned foods market, but this is not strongly enough developed to create any great amount of activity. Standard tomatoes 3s, goods really standard, are worth 85c, and it is hard to find large lots for less. Corn is well sustained, as are peas and beans. Future tomatoes are quoted at 82½@85c.

Butter, under the influence of more liberal receipts, has shown some decline. Creamery specials, 26½c; firsts, 25½@26c; imitation creamery, firsts, 24c; factory, 21@23c.

The demand for cheese is quiet and quotations sag a little. Whole milk, 14½@14¾c.

Eggs are lower. The hot weather is showing its effect upon arrivals and the situation favors buyers. Stock is going into cold storage as fast as possible. Best Western are held at 22@24c.

The "live wire" concern takes advantage of every advertising opportunity.

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.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

June 20—In the matter of John Bumb, bankrupt, formerly baker at Big Rapids, a special meeting of creditors was held; the first report and account of Fred L. Vos, trustee, was considered and allowed, and a first dividend of 15 per cent. declared and ordered paid to general creditors.

In the matter of Cecil Bay Stave Company, bankrupt, formerly of Cecil, the final meeting of creditors was held. The final report and account of Wm. J. Gillett, trustee, was approved and a final order for distribution entered. There were not sufficient assets to pay the administration expenses in full and no dividend was declared for creditors.

June 25—A voluntary petition was filed by Charles C. Rice and Oscar S. Rice, copartners as C. C. Rice & Son, of Portland, merchants, and in the absence of Judge Sessions the order of adjudication was made by Referee Wicks. Mr. Frank E. Caswell, of Portland, was appointed custodian pending the election of a trustee. An order was also made by the referee calling the first meeting of creditors to be held at his office on July 11th, for the purpose of electing a trustee, proving claims, examining the bankrupts, etc. The following assets are scheduled by the bankrupt:

Stock in trade (grocery stock) ..	\$2,103.63
Fixtures, etc.	1,268.30
Accounts receivable ..	1,931.53
Cash on hand ..	32.00

The following creditors are listed:

Lee & Cady, Detroit ..	\$ 811.86
Geo. E. Lawrence & Son, Lansing ..	214.56
Barrett & Scully, Ionia ..	16.50
A. J. Brown Seed Co., ..	15.25
Berdan & Co., Toledo ..	50.20
Baverle Candy Co., Lansing ..	12.20
Royal Valley Coffee Co., Detroit ..	58.80
Chillis & Wilson, South Lyons ..	9.50
J. M. FitzPatrick, Butternut ..	45.54
Judson Grocery Co., G. R. ..	371.51
H. J. Heinz Co., Detroit ..	57.94
Jennings Mfg. Co., G. R. ..	14.65
Worden Grocery Co., G. R. ..	391.65
W. J. Moxley, Chicago ..	10.80
A. G. Morse, Chicago ..	21.20
E. B. Miller, Chicago ..	90.16
National Grocery Co., Lansing ..	396.94
National Biscuit Co., G. R. ..	54.05
Portland Milling Co., Portland ..	393.46
R. A. Pott Oil Co., Lansing ..	191.69
Ross W. Wier & Co., New York ..	279.55
Reid-Mudroch & Co., Chicago ..	184.34
Saginaw Beef Co., Saginaw ..	89.96
Swisher Brothers, Newark ..	59.70
Vinkemulder & Co., G. R. ..	216.95
Geo. C. Weatherly, Detroit ..	91.37
Harry W. Watson & Co., Flint ..	28.40
The Woodhouse Co., G. R. ..	101.67
M. Plovatt, Grand Rapids ..	83.85
Yulle-Carroll Co., G. R. ..	8.55
D. P. Vincent, Ionia ..	60.61
Wilson Paper Co., Mason ..	14.72
Harrah & Steward, Des Moines ..	10.75
Joseph Morse, Portland ..	8.88
Maynard & Allen St. Bk. Portland ..	1,306.00
Chas. C. Dellonbaugh, Portland ..	225.90
William Gibbs, Portland ..	230.00
David Hillis, Portland ..	250.00
Jennie C. Rice, Portland ..	867.00
Leonard Smith, Portland ..	24.00

In the matter of Victor Pump Company, bankrupt, of Grand Rapids, the schedules of assets and liabilities were filed and an order was made by the referee calling the first meeting of creditors to be held at his office on July 9th, to elect a trustee, prove claims, examine the officers of the bankrupt, etc. The schedules show that a trust mortgage was given by the corporation under which all the assets of the company were sold for the sum of \$310.00 and proceeds used to pay labor debts and expenses. The following creditors are listed:

Marquette Lumber Co.	\$ 102.35
Wolverine Pattern & Model Works ..	11.28
Standard Roller Bearing Co., Phila. ..	31.50
Page Belting Co., Concord ..	30.80
Grand Rapids Supply Co.	66.41
The Weatherly Co.	112.25
Groskopf Brothers ..	5.50
The Camera Shop ..	17.60
Wright Machinery Co.	63.88
The Daily News ..	20.60
Jeffers & Co.	20.55
Standard Brass Co.	37.58
Ideal Foundry Co.	37.58
B. F. Freeland & Sons, Sturgis ..	64.80
Heystek & Canfield ..	29.68
D. N. Durant & Co., Milwaukee ..	19.25
F. Ranville & Co.	41.49
Stott Crowley Mfg. Co., Detroit ..	58.00
John F. Cardwell, J. J. Wernette ..	
E. E. King, A. A. Mapes and H. H. Freeland, Grand Rapids, money paid as endorsers on notes ..	425.00

And number of other small creditors

Total liabilities ..	\$1,224.84
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A voluntary petition was filed by Arthur W. Johnston, a contractor and builder of Grand Rapids, and in the absence of Judge Sessions the order of adjudication was entered by Referee Wicks. The calling of the first meeting has been delayed until money for expenses is advanced by the bankrupt. The following assets are scheduled:

Real estate, Chippewa county ..	\$ 800.00
Real estate (homestead claimed exempt) ..	800.00
Household goods (claimed exempt) ..	300.00
Tools (claimed exempt) ..	50.00

Material (claimed exempt) ..	100.00
Accounts receivable ..	671.21

The following creditors are listed:

Labor debts ..	\$ 249.02
Wykes-Schroeder Co.	28.90
W. W. Serlinger ..	194.25
Holland Furnace Co., Holland ..	147.00
G. R. Marble & Fire Place Co. ..	114.00
Geo. F. Cornell & Son ..	13.47
Steve Stuart ..	35.00
Dr. W. D. Lyman ..	64.75
Milton Reeder ..	38.00
Toledo Plate Glass Co.	20.00
Dr. D. A. Dickson ..	17.75
Glewe Hardware Co.	26.00
Heyboer-Tennon ..	17.00
Roseberry-Henry Co.	64.85
Aykens & Company ..	29.14
F. Letellier & Co.	175.00
Marquette Lumber Co.	632.00
Brummeler-VanStreen Co.	210.00
Nyburg-Witte Co.	155.00
Sidney H. LaBarge ..	28.20
J. H. VanWilttenberg & Son ..	227.00
Heystek & Canfield Co.	29.00
Gerrit Vorek ..	10.00
Baxter Brothers ..	90.00
Huyge, Backart & Reid ..	28.00
Hanford Lumber Co.	151.50
J. H. Bowditch ..	38.00
B. Kosten ..	130.00
E. Wonnink ..	35.50
M. Bergman ..	25.00
J. Darnell ..	11.00
Alden & Judson ..	61.00

June 26—In the matter of Ashley & Smith, bankrupt, formerly merchants at Howard City, the final report and account of Henry B. Holden, trustee, was filed, showing balance cash on hand for distribution \$815.10, and an order was made by the referee calling the final meeting of creditors to be held at his office on July 14th to consider such report and for the purpose of declaring a final dividend for creditors. A first dividend of 15 per cent. has been heretofore paid. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupts' discharge should not be made by the referee.

June 27—In the matter of Martin Rose, bankrupt, laborer of Muskegon, an order was made calling the first meeting of creditors to be held at the office of the referee on July 12th, for the purpose of electing a trustee, if desired, proving claims, etc.

A voluntary petition was filed by George Shields, a laborer of Grand Rapids, and in the absence of Judge Sessions the order of adjudication was entered by Referee Wicks. The bankrupt's schedules show no assets, and an affidavit of impecuniosity was filed. The liabilities, which consist of numerous small accounts, aggregate \$482.89. The calling of the first meeting has been delayed until moneys for expenses are advanced by the bankrupt.

June 30—In the matter of the Henry Motor Car Company, bankrupt, of Muskegon, the special meeting of creditors called for the purpose of declaring a second dividend was adjourned and held open until July 10th.

July 1—A voluntary petition was filed by Joseph Brown, a merchant of Holland, and he was adjudged bankrupt by order of Judge Sessions and the matter referred to Referee Wicks. An order has been made by the referee calling the first meeting of creditors to be held on July 16th for election of trustee, etc. The following assets are scheduled:

Stock in trade (subject to mortgage \$775.) ..	\$1,300.00
Wearing apparel, etc.	100.00
Scales, wagon, etc.	874.50
Accounts receivable ..	727.53

The following creditors are listed:

Labor claims, preferred ..	\$ 21.00
Peter F. Boone, Holland, mortgage on stock ..	775.00

Unsecured Creditors.

M. Mulder & Sons, Holland ..	\$ 32.00
Jos. T. Rverson & Son, Chicago ..	83.04
Maumee Rubber Co., Toledo ..	150.00
H. Vandervart, Holland ..	13.00
Bulthuis Mfg. Co., Hamon ..	23.75
Fennville Milling Co., Fennville ..	15.00
H. Channon Co., Chicago ..	30.88
G. R. H. & C. Ry., Holland ..	1,075.40
VanEck-Wearding Co., Holland ..	22.10
G. R. Belting Co.	40.80
Holland St. Louis Sugar Co., ..	
Holland ..	850.00
West, Mich. Furn. Co., Holland ..	10.07
Zeeland Brick Co., Zeeland ..	19.95
Challenge Machinery Co., Grand Haven ..	42.74
Caupon & Bertsch Leather Co., ..	
Holland ..	51.41
Louis Padnos, Holland ..	40.00
Wolverine Furniture Co., Zeeland ..	13.43
J. M. Hayden & Co.	12.90
Holland Gelatine Co., Holland ..	29.35
John Brouwer, Holland ..	10.00
Ottawa Leather Co., Grand Haven ..	180.50
S. W. Miller, Holland ..	685.00
First State Bank, Holland ..	203.00
Thompson Mfg. Co., Holland ..	224.00
Enterprise I. & M. Co.	50.00
Holland Shoe Co., Holland ..	150.60
West Machine & Tool Works, ..	
Holland ..	15.00
Bay View Furniture Co., Holland ..	132.00
Ottawa Furniture Co., Holland ..	52.00
Fred Zalsman, Holland ..	50.00
G. R. Rag & Metal Co.	200.00
J. M. Kaden, Grand Haven ..	67.00
P. S. Boter & Co., Holland ..	100.00
L. Klooster, Holland ..	30.00
P. H. Phernambucq, Holland ..	45.00
Peter Prins, Holland ..	12.00
Geo. Huizenga, Holland ..	15.75

For Savings Investment

WE OFFER THE UNSOLD PORTION OF \$400,000.00

Citizens Telephone Co.

FIRST MORTGAGE 6% TAX EXEMPT BONDS.

Approved by the Michigan State Railroad Commission.

These Bonds are secured by a first mortgage lien on all the property, real and personal, of the Citizens Telephone Company, which is valued by the Company in excess of \$4,000,000.00.

The net earnings of the Company for the year 1912 were \$360,000.00, or nearly the total amount of the bonds now issued, and more than

15 Times the Interest Charge

PARTICULARS

Demoninations, \$1,000 and \$500.

Bonds authorized, \$750,000.00.

Bonds issued, \$400,000.00

Bonds reserved in the hands of the Trustee, \$350,000.00.

Mortgage dated June 30th, 1913.

Bonds due August 1st, 1923.

Interest payable semi-annually, February 1st and August 1st of each year at the office of

THE MICHIGAN TRUST COMPANY.

WE RECOMMEND THESE BONDS FOR INVESTMENT

The Michigan Trust Co.

Resources \$2,000,000.00.

OFFICERS.

Lewis H. Withey, President.

Willard Barnhart, Vice President.

Henry Idema, Second Vice President.

F. A. Gorham, Third Vice President.

George Hefferan, Secretary.

Claude Hamilton, Assistant Secretary.

DIRECTORS.

Willard Barnhart.
Darwin D. Cody.
E. Golden Filer,
Filer City, Mich.
Wm. H. Gay.
F. A. Gorham.
Thomas Hefferan.
Thomas Hume,
Muskegon, Mich.

Henry Idema.
Wm. Judson.
James D. Lacey,
Chicago.
Edward Lowe.
W. W. Mitchell,
Cadillac, Mich.
R. E. Olds,
Lansing, Mich.

J. Boyd Pantlind.
William Savidge,
Spring Lake, Mich.
Wm. Alden Smith.
Dudley E. Waters.
T. Stewart White.
Lewis H. Withey.
James R. Wylie.

Wm. Vander Veer, Holland ..	40.00
James Kole, Holland ..	6.18
John Lampen, Holland ..	13.42
G. R. Muskegon Power Co.	50.00
VanHogen & Verecke, Zeeland ..	11.00
John Bosman, Holland ..	35.00
Citizens Telephone Co., Holland ..	10.00
Schwartzberg Leather Co.	8.00
Wm. Brusse, Holland ..	67.00

Total liabilities ..\$5,300.88

In the matter of Bessie Smith, bankrupt, formerly merchant at Muskegon, the first meeting of creditors was held and Mr. Clarence N. Sessions, of Muskegon, elected trustee; bond fixed at \$600.00. Messrs. Geo. Hume, C. C. Moulton, of Muskegon, and A. H. Cleland, of Grand Rapids, were appointed appraisers. The bankrupt was sworn and examined, and the meeting then adjourned without day.

In Appreciation of Mr. Saunders.

Port Huron, June 30—In accordance with a resolution adopted by the Board of Directors, President Frank L. Day sent the following letter to Mrs. J. C. Saunders, of Lansing:

In behalf of the Board of Directors of the Michigan Knights of the Grip, I wish to extend to you an expression of our love and respect for our friend and Brother, J. C. Saunders, who, by the will of God, has been called to his eternal rest, and to extend to you and your family our deepest

sympathy in this your hour of sorrow.

While the taking of our brother brings us sorrow, yet we fully realize how much more it means to his loved ones. No death has occurred in years, in the ranks of our commercial army, which has brought to us deeper sorrow and no member will be missed more than our beloved brother.

We will ever be reminded of his gentle character, his wise counsel, his cordial greeting and his loyalty to his friends. His many virtues will be stamped indelibly upon the tablets of our memory.

The order of the Michigan Knights of the Grip learned to love and respect him during his most successful term of office as Secretary, his high standards bringing honor and prosperity to our organization.

Frank L. Day, President.

The young man who can smoke cigarettes or leave them alone is the first one to be laid off when the panic comes.



Movements of Merchants.

Nashville—A. A. McDonald, shoe dealer, died at his home June 18, aged 67 years.

Holland—Charles Van Heamert has opened a shoe store at 36 East Eight street.

Delton—Frank Adams has opened a confectionery store in the Ames building.

Belding—Fire damaged the Riley Owen meat market June 27, to the extent of about \$300.

Kalamazoo—J. O. Bernstine, recently of Pittsburg, Pa., has engaged in the fish business here.

Champion—Charles Rohl lost his store building and jewelry stock by fire June 25. No insurance.

Otsego—J. A. Collins has removed his stock of bazaar goods to his new location in the Murray building and added a line of groceries.

Kalamazoo—C. B. Rogers has opened a bakery and confectionery store at 627 Portage street under the style of the Superior Bakery.

Acme—A. Green has sold his stock of general merchandise to O. D. Whitson, recently of Traverse City, who will continue the business.

Kalamazoo—F. O. Butine is erecting a store building on West Patterson street, which he will occupy with a stock of meats about August 1.

Battle Creek—Two new stores are being erected at Urbandale—one for a branch of the Eccles furniture establishment and the other for a bakery.

Gladstone—I. N. Bushong, trustee for the defunct bank of D. Hammel & Son, expects to pay a 10 per cent. dividend to the creditors in a few days.

Hesperia—S. R. Hunt has purchased an interest in the shoe and grocery stock of Henry Winteregg. The new firm will be known as Winteregg & Hunt.

Three Rivers—Caldwell & Co., who conduct a general store on St. Joe street, have opened a branch store on Sixth street, in the John Geiger building.

Cheboygan—Perry J. Ritter, grocer, has purchased the undertaking stock and fixtures of George Tuttle and will continue the business at the same location.

Saginaw—The Saginaw Hardware Co. is erecting a three-story brick building at the corner of Adams & Niagara streets, which they will occupy about Sept. 15.

Kalamazoo—Frederick Glass, the Kalamazoo grocer has gone to New York, where he will meet his brother, Adam Glass, of Mo-

bile, Ala., and John Steger, the piano manufacturer of Chicago. The party will go to Europe. Much of the time will be spent in Germany and Switzerland.

Albion—Hugh Jennings has sold his interest in the Jennings & Ramsdell shoe stock to Eugene Slowey and the business will be continued under the style of Ramsdell & Slowey.

Benton Harbor—Cryan Bros. have sold their meat market at 169 Pipestone street to A. W. Guyer, late of Syracuse, Ind., who will continue the business at the same location.

Marshall—The Rice Creek Mill & Water Power Co. has been purchased by W. A. Coombs and J. W. Hutchins, of Coldwater. The purchase price is said to have been \$25,000.

Otsego—Mansfield Bros. have sold their drug stock to Ray C. Eaton, who will consolidate it with his own. William Mansfield will be Cashier of the new Citizens State Savings Bank.

Nashville—Willard Viemaster has sold his interest in the grain elevator of Viemaster & Martens, to E. V. Barker and the business will be continued under the style of Martens & Barker.

Ishpeming—The Johnson Brothers Co. has engaged in the general mercantile business, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Detroit—Baetz Bros. Inc., have engaged in the clothing and general merchandise business, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and paid in in cash.

Kalamazoo—N. R. Coburn, grocer, has formed a copartnership with L. W. Conrad and purchased the H. S. Philips meat stock and will continue the business in connection with their grocery store.

Jackson—N. F. Strum, who has conducted a shoe store and repair shop at 227 West Main street, has sold his stock to Benjamin Webster, who will continue the business at the same location.

Macatawa Park—Fred J. Fruek and Fred Kelley have formed a copartnership under the style of Fruek & Kelley and engaged in the grocery business at the former location of the Walter K. Schmidt Co.

Lansing—Equipment worth \$3,000 has been purchased by the State Dairy and Food Department for inspectors, who after August 15 will set out to enforce the new weights and measure law. A bill passed at the last session of the legislature gives each board of supervisors the right to employ a

county sealer of weights and measures. It also provides that two small counties can divide the expense and hire one man to perform the work.

Detroit—The Columbus Lumber Co. has engaged in business with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash. Operations will be carried on at Columbus, Miss.

Lansing—C. E. Hessey, formerly in the drug business on Butterworth avenue, Grand Rapids, has embarked in business at Lansing, the name of the unincorporated company being the Lansing Drug and Mercantile Co.

Detroit—The H. L. Hahn Co. has engaged in business for the purpose of dealing in lumber and all building materials, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Cheboygan—Lombard & Rittenhouse, dealers in lumber, have dissolved partnership and the business will be continued by John C. Rittenhouse, who has taken over the interest of John T. Lombard, his partner.

Jackson—While F. A. Hall, druggist, was making up his cash, preparatory to closing the store, June 29, a highwayman entered and, holding a revolver close to his head, secured about \$375 in cash and two small checks.

Howell—The Gordon Drug Co. has merged its business into a stock company under the style of the Fred W. Gordon Drug Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Detroit—The Sanas Co. has engaged in the general chemical, drug and pharmaceutical business, with an authorized capital stock of \$10,000 common and \$2,000 preferred, of which \$10,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The R. C. Wickham Co. has engaged in business for the purpose of dealing in groceries, meats and general merchandise, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$3,000 paid in in property.

Kalamazoo—Fire damaged the building and stock of the Home Candy Co. to the extent of about \$1,000, 90 per cent. of which was covered by insurance. In the same fire, the La Mode Cloak House sustained a \$5,000 loss, fully covered by insurance, and the Sherk drug stock was damaged about \$500, fully insured.

Sault Ste. Marie—Max and Jacob Barish, brothers, conducting a bankrupt sale at 321 Ashman street, have been arrested, charged with violation of the city ordinance relative to the license of transient dealers. The men were haled into justice court, but were released on their own recognizance. Trial has not been set. The complaint was made by Chief of Police Edgar J. Swart. Since the resolution recommended by the business men and passed by the Council relative to the strict enforcement of the ordinance relating to transient dealers, the police have been on the lookout for all such merchants who fail

to procure the license. This is the first arrest, but more will follow. A fine of not more than \$100 or imprisonment of not over ninety days in the county jail is provided for in case of conviction.

Jackson—The sidewalk in front of Smith & Winchester's store, corner of Mechanic and Cortland streets, has become a rather popular place the past few days, through a rather clever piece of window trimming, which is so realistic that a number of people are said to have declared it afforded them relief from the sizzling heat to gaze at it. The window in question is filled with refrigerators, and the glass is decorated with what appears to be falling snow, and so realistic does it appear that a person almost feels like stretching out a hand to arrest a few of the cooling flakes.

Kalamazoo—The dry goods merchants of Kalamazoo are seriously considering the advisability of following the example set by the leading houses in larger cities in closing all the dry goods stores each Saturday evening at 6 o'clock during the summer months. Those interested in this movement claim that it is due the sales ladies and girls to have Saturday evenings off during the sultry months. The contention is that during the rush of Saturday afternoon shoppers, those behind the counter cannot stand the strain during these summer months.

Jackson—The members of the Chamber of Commerce held a "Get-Together Rally" at Wolf Lake Casino on the evening of July 1. A fish and chicken dinner was served in the large, screened dining rooms at the Casino, and Watson R. Smith, President of the Chamber, and H. L. Hitchcock, chairman of the entertainment committee, arranged the special entertainment features for the occasion. The affair was designed primarily to increase the acquaintance of the membership, and also to give an opportunity for the new Secretary, Mr. Leidy, to meet the members.

Manufacturing Matters

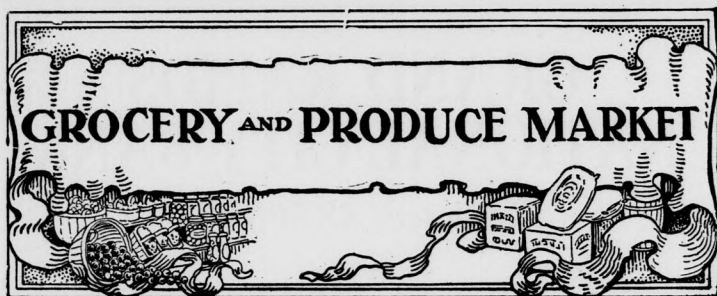
Frederic—The plant of the Walsh Manufacturing Co. was destroyed by fire June 30. Loss, about \$50,000, partially covered by insurance.

Grand Haven—Poel & Fongers, tailors, have changed their name to the Peoples Tailoring & Clothing Co. and added a line of women's ready-to-wear clothing.

Detroit—The Dean Machine Tool Co. has been incorporated with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed, \$100 paid in in cash and \$400 in property.

Benton Harbor—The Morrill & Morley Co., manufacturer of spray pumps, is to increase its capital from \$15,000 to \$50,000, thereby making it possible for the company to double its capacity.

Detroit—Jos. F. Grobbel, manufacture of umbrellas, etc., has merged his business into a stock company under the style of the J. G. Grobbel Co., with an authorized capital stock of \$3,000, all of which has been subscribed, \$410 being paid in in cash and \$2,590 in property.



The Grocery Market.

Sugar—The change in the market which has been predicted by the Tradesman for several weeks has finally occurred. All of the refiners have advanced their quotations 20 points, the price of granulated being now 4½¢, f. o. b. New York. The advance is due to the hot weather; to the improved fruit prospects; to the increased demand and also very largely to the postponement of the new sugar tariff until March 1, 1914, in order to permit domestic producers to harvest this year's crop of cane and beets. The market is active and excited and higher prices are undoubtedly in store in the very near future. We are now approaching the season of greatest consumption and the Tradesman will not be surprised to see the price advance anywhere from ¼¢ to ½¢ during the next six weeks.

Tea—There is a steady demand for all grades. The first new Japans are commencing to arrive and show up well in leaf and cup. The primary markets opened considerably lower than last season, but buyers rushing in forced up the prices so that there is now but little difference. The local market is firm and steady. The overstocking of low grades of 1911 crop has thrown the surplus on the market at greatly reduced prices, so that the warehouse stocks are now unusually small and a brisk demand is expected soon. The Formosa market opened about the same as last year, with quality much better than last year. Second crops may show a shortage. Ceylons and Indias are very firm and no offering is accepted at less than quotations.

Coffee—All grades of Rio and Santos, excepting a few of the higher grades, which are relatively scarcer and firmer than the general assortment, are weak and depressed. The consumptive demand is fair. Milds are also soft and in buyers' favors, barring a few grades, like Mexicans, which are scarce and firm. Java and Mocha are steady and firm but quiet.

Canned Fruits—Prices on gallon apples have advanced. The price has been quite low and a considerable increase in prices is not improbable before the new pack arrives. California canned fruit prices, new pack, were announced by the packers last week. They will average about 10 per cent. higher than last year. Practically all packers have now named prices on the new pack, all quoting higher than last year for peaches and apricots and lower than last year for cherries.

Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables—While some packers are asking 2½¢ more for future tomatoes, others still sell at the old price, because there have been rains in the growing sections, and the crop looks better. Spot tomatoes are practically unchanged from a week ago. Corn is unchanged and quiet, but for very cheap grades there is a fair demand at firmer prices. Future corn is unchanged. Spot and future peas are unchanged and quiet.

Canned Fish—Opening prices on the spring catch of Columbia River salmon were announced Monday, June 30, as follows: Talls, \$1.95; flats, \$2; ½ lb., flats, \$1.25. These are the same prices which held a year ago. Much speculation was indulged in as to what these opening prices would be, in view of the close clean up of all stock in all distributing markets and the poor catch to date on this season's pack. Many seemed to think that the quotations would be no lower than last year, and some looked for an advance. Domestic sardines quiet and with no material change. The new pack is making slow progress owing to the light run of fish, but there is said to be still a considerable quantity of old goods left, which are being pressed for sale at a concession from current market quotations.

Dried Fruits—Apricots and prunes are on a rather high basis, on account of last year's clean up, together with the poor reports of the growing crop. Spot goods are not being bought freely at the higher prices and futures are practically neglected. New apricots will be ready for shipment early this month, but little business has been done on account of the high prices. Peaches are in good demand, principally on account of the low price. The talk in regard to the control of prices by the Raisin Association continues, but it would not seem as if such an organization would be likely to control prices to an unreasonable figure.

Dried Fruits—Prunes are unchanged and in fair request, especially the large sizes, which are still relatively high and firm. Peaches and apricots are in fair demand at steady prices. Raisins unchanged and dull. Currants are in seasonable demand at unchanged prices.

Rice—Advices from the South report better demands along the Atlantic Coast, the decline on low grades having undoubtedly helped consumption of rice in that section and continued demand is anticipated. At New Or-

leans a steady market with only fair demand seems to be the order of the day, with Japans in decided call, due to relative cheapness. There is an anticipating stiffening of prices on Fancy Honduras, due to decided shortage.

Cheese—Firm and unchanged, with speculative demand. The quality of the present receipts is very fancy and everything meets with ready sale on the present basis.

Syrup and Molasses—Glucose shows no change for the week. Compound syrup and sugar syrup are unchanged and dull. Molasses is also unchanged and in light demand.

Nuts—It is predicted that all varieties of nuts will be on a high basis this year. So far Brazils, almonds and filberts are from 2@3¢ per pound higher than last year's figures. The prices have not yet been announced on California soft shelled walnuts, but it is felt that these will be at least 2¢ per pound higher than a year ago.

Salt Fish—Cod, hake and haddock are unchanged and in light request. Mackerel shows some light improvement, and an advance in Norway 2s is predicted. The market for most grades is still inclined to be dull, but there is undoubtedly some improvement in the demand.

Provisions—Smoked meats are firm. Compound lard is scarce and ½¢ higher. The demand is active, and if there is any change it will probably be an advance. The same applies to pure lard, which is firm and unchanged. Dried beef is scarce and firm at 1¢ advance. Barrel pork scarce, firm and unchanged. Canned meats in better demand at unchanged prices.

The Produce Market.

Butter—The market in creamery has slumped, fancy stock now being offered at 26@28¢ in tubs and 29@30¢ in cartons. Local dealers pay 20¢ for No. 1 dairy and 19¢ for packing stock.

Cabbage—\$3 per crate for Louisville.

Carrots—30¢ per doz. bunches.

Celery—Home grown 25¢ per bunch.

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

Cocoanuts—\$4.75 per sack containing 100.

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

Eggs—Receipts are showing a heavy percentage of goods that show effects of the hot weather. Buyers are therefore not only inclined to reduce their paying prices, but are more careful in making offers, weeding out those dealers whom previous experience has proven to be careless in handling them. Local dealers pay 17¢, loss off.

Egg Plant—\$2 per box from Florida.

Green Onions—18¢ per dozen for home grown.

Green Peppers—50¢ per basket.

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

Lemons—Messinas have advanced to \$10 per box.

Lettuce—Home grown head, 80¢ per bu.; hot house leaf 6¢ per lb.

Musk Melons—California Rockfords command \$2.50 per crate for 54s and \$3 for the other sizes.

Onions—Texas Bermudas, \$1.25 per crate.

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

Pieplant—50¢ per bu. for home grown.

Parsley—30¢ per dozen.

Potatoes—White stock from Virginia has declined to \$2.50 per bbl., while red Triumphs from Texas fetch 80¢ per bu.

Poultry—Local dealers pay 20@22¢ for broilers; 12¢ for fowls; 6¢ for old roosters; 8¢ for geese; 10¢ for ducks; 12¢ for turkeys. These prices are live-weight.

Radishes—10¢ per dozen.

Strawberries—\$2 per crate of 16 qts.

Spinach—65¢ per bu.

Tomatoes—\$1.15 per crate of 4 baskets, Texas grown; 90¢ per 8 lb. basket of home grown.

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

Watermelons—30@40¢ a piece.

G. A. Brigham, who has lived at Buckley since 1867 and who is connected with the Buckley Mercantile Co. and also employed by the Buckley & Douglas Lumber Co., was married Sunday to Miss Georgiana Stanley, of Sherman. The wedding took place in the parlors of the Downey House, the ceremony being conducted by Rev. George D. Lyford, of Clare, who was pastor of the groom during his four years pastorate at Buckley. The happy couple left soon after the ceremony for Niagara Falls and other Eastern points. They will be at home to their friends in Buckley after August 1.

Rev. George D. Lyford, formerly on the road for Snedcor & Hathaway, shoe manufacturers of Detroit, is now pastor of the Congregational church at Clare. Mr. Lyford is a forceful speaker and careful thinker.

Wm. G. Logie and Geo. W. Kalmbach (Rindge, Kalmbach, Logie & Co., Ltd.) leave July 5 for Boston to buy goods for the spring trade.

The Ted & Ed Clothing Co., of Zealand, has recently put in a stock of shoes, buying them from Hirth-Krause Company.

George E. Cook has purchased the grocery store formerly conducted by J. J. Matzen at 1237 Plainfield avenue.

The Central Auto Company, Ltd., has changed its name to the Western Michigan-Cadillac Company, Ltd.

A. A. Campbell has succeeded L. M. Van Heulen in the grocery business at 593 Jefferson avenue.

Nicholas Houseman succeeds E. Morrison in the grocery business at 924 West Fulton street.

W. S. Orswinger has opened a new bakery at 1233 Madison street.

But a tip doesn't always come to the man who waits.



Banks Prosper Only as the Community Prospers.

Lansing, July 1—My attention has been called to a timely warning in the financial department of the Tradesman relative to the disposition of the Grand Rapids Clearing House to make contributions to purely sectarian propositions, such as the John Calvin College, the Roman Catholic high school and the Y. M. C. A.

While I would not want to off-hand give any opinion as to the legal right of a board of directors of a State bank to disburse funds in this manner, from our point of view no serious objection could be made, we believe, by contributions on the part of a clearing house, provided it was not followed to such an extent as to become harmful, or a burden on any of the banks making up the Clearing House Association.

It must be kept in mind that banks prosper only in comparison to the prosperity of the community in which they are located. Banks must be co-operative in order to be successful. A strong bank is an institution that builds up its community, not alone in financing its manufacturing or mercantile institutions, but must co-operate along the lines of public improvement and education of the people along desired lines.

At the same time a bank is not a philanthropic institution, and it must be remembered that banks advance money only where some benefit will ultimately, directly or indirectly, come to them. Banks in these modern times must take an active interest in everything that is for the best interest of the people, both physically and mentally. Anything that helps the locality must of necessity help the banks therein.

Banks in contributions of the kind mentioned reflect the humanitarian views and progressive principles of their directors and officers.

From the fact that the officers and directors of the board own, in many cases, a large portion of the stock, there is little likelihood of the practice of making such donations or subscriptions to such an extent that it will become an abuse or a danger.

From your article I take it that such subscriptions aggregate \$15,300. When compared with the total capital, surplus and earnings of the Grand Rapids banks, I do not see where any grave criticism can be made.

E. H. Doyle.
Commissioner of Banking.

The head of one of the local National banks having a large clientele among the country institutions, said:

"I think I can see here and there somewhat easier conditions. As I talk from day to day with representatives of country banks I find they are all running a little stronger, in preparation for the autumn. This is desirable from every viewpoint. What we are all striving for is not to check business, but to keep it normal and free from expansion. Our customers' lines are well filled and we would prefer that they keep them so, rather than pay off their loans now and return later in the year. If loans were paid we would have more loanable funds subject to application for various purposes."

Concerning the selection of a Comptroller of the Currency, George B. Caldwell, Vice-President of the Continental and Commercial Trust and Savings Bank, writes the Tradesman as follows: "After considering the matter of my accepting the office of Comptroller of the Currency very carefully for several days, I have decided to remain in Chicago, where the increase in bank deposits and the growth of the investment market is very attractive. I am not unmindful of the importance of the office, or of the many indorsements of my friends, and especially of the consideration that has been extended to me both by President Wilson and Secretary McAdoo; but to give up active banking relations for a period of five years, coupled with a considerable pecuniary sacrifice, leads me to request my friends to no longer consider me a candidate for the office. I have so notified the President."

Chicago bankers are almost a unit in predicting that the condition of the money market will not change materially during the remainder of the year, or, at least, until the crop movement has been taken care of. The tendency is to invest in short-term commercial paper, which insures a good interest return up to the height of the crop-moving period, and bankers are consequently investing in bonds to a less degree than usual. The head of one of the largest banking institutions there said: "We are in a strong position now and intend to remain so. I have no belief in or patience with the suggestion of so many people that we are going to run into trouble this fall. I believe the business of the country is on a good basis and that conditions warrant a continuance of active and profitable trade. Still, with so many business men possessed with the belief that there is trouble ahead, we can not afford to ignore it. For that

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

Savings
Deposits

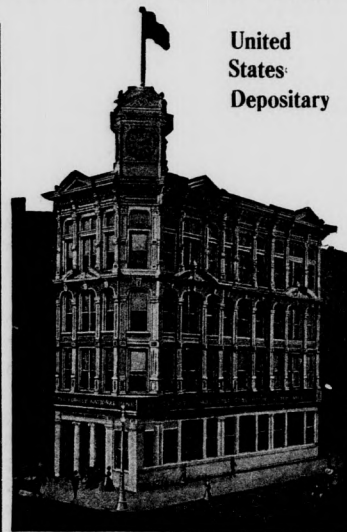
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

United
States
Depository



Commercial
Deposits

3 1/2

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 3 1/2 % if left a year.

reason we shall continue to run strong in cash, and it appears that our neighbors are doing the same. That is the best way I know to prevent the trouble so many people expect." Another Chicago banker says: "In looking forward to the autumn it should be remembered that demands from country banks on the reserve center institutions will be lighter than is normally the case. The country banks have already drawn on their city correspondents for all balances in excess of the reserves they are required to keep there by law. What they have already drawn they can not draw again. Country banks, attracted by the 6 per cent. rate, have invested heavily in commercial paper, finding that more profitable than sending their funds to the reserve center banks."

The business trend East is one of curtailment, although this is more pronounced in some lines than in others. In the iron and steel trade orders are falling rapidly, and this industry is considered a general barometer. Business sentiment is much more depressed in the East than in the West. Trade abroad is somewhat less active and this probably means smaller exports of American commodities. But, after all, it is remarkable how much better the feeling is, once one gets away from the Eastern territory. It is good opinion that when the tariff is settled and time money more accessible, business will become more active. As it is, mercantile interests cannot obtain credit beyond their actual necessities. There is a large amount of commercial paper outstanding that was placed shortly after January 1. This was mostly six months' paper and matures shortly after July 1.

Now that the question of banking and currency reform is up for consideration, some attention should be given to ways and means for encouraging the utilization of the funds of enterprising small producers whose success comprises a large part of the prosperity of any community. The mechanic, the small merchant, the dairyman, or the grower of poultry and the truck farmer in suburban districts represent classes of productive enterprise which might go far towards reducing the cost of living if capital were more freely available for the pursuit of their occupations. There are banking systems in the world by which small borrowings are studiously cultivated with excellent effect upon borrower, lender and community as a whole.

It was a favorite view of the late Edward Atkinson that the small industries and the handicrafts, in which individual ownership dominated, must in due time show marked increase. With the progress in scientific knowledge and of invention, the individual has become much more of a factor in material progress than when his opportunities were confined to fewer branches of trade. The lender needs only to let it be known where funds on a small scale can be obtained, to find how many there are who have

proved their ability to make a good living in a more or less independent occupation. And there are few elements of a community's life which are of much more worth to it than the individuals who own their own businesses and are managing them successfully.

Enquiry among bankers proves that there is much more lending on a small scale now than several years ago. Some of the leading institutions of Grand Rapids are doing a great deal of this, and the recent convention to promote farm marketings at Chicago disclosed how generally banks were lending to farmers and mechanics who borrow small amounts at a time. Any encouragement that can be given to this tendency must in due time bear abundant fruit. For as the small borrower prospers he often becomes a depositor and a large borrower. An instance is cited by a prominent New York bank president of a mechanic who borrowed \$100 as an initial venture some years ago and is now worth half a million. That illustrates the principle that it pays to cultivate the springs of industry and credit so that in due time the flow may broaden and bring with it a great fund of financial power. Whether any positive legislation is needed to do this is a question. But, at any rate, nothing should be done to check the movement towards a freer lending to deserving individuals and small firms who have established a character for initiative and good management.

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Gas & Elec. Co., Com.	75	77	
Am. Gas & Elec. Co., Pfd.	44	46	
Am. Light & Trac. Co., Com.	360	370	
Am. Light & Trac. Co., Pfd.	106	108	
Am. Public Utilities, Com.	51	55	
Am. Public Utilities, Pfd.	72	74	
Can. Puget Sound Lbr.	1	1 1/4	
Cities Service Co., Com.	92	95	
Cities Service Co., Pfd.	77	80	
Citizens' Telephone	80	90	
Commercial Savings Bank	215		
Comw'th Pr. Ry. & Lt., Com.	55	60	
Comw'th Pr. Ry. & Lt., Pfd.	75	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	
G. R. Brewing Co.		155	
G. R. National City Bank	180	181	
G. R. Savings Bank	225		
Kent State Bank	260	264	
Lincoln Gas & Elec. Co.	30	34	
Macey Co., Com.	200		
Macey Company, Pfd.	95	97	
Michigan Sugar Co., Com.		28	
Michigan State Tele. Co., Pfd.	100	101 1/2	
National Grocer Co., Pfd.	88	90	
Old National Bank	205	207	
Pacific Gas & Elec. Co., Com.	35	37	
Peoples Savings Bank	260		
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.	65	77	
United Light & Ry., 1st Pfd.	75	78	
United Light & Ry., 2nd Pfd.			
(old)	75	77	
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	100 1/2
G. R. Railway Co.	1916	100	101
Kalamazoo Gas Co.	1920	95	100
Saginaw City Gas Co.	1916		99

July 2, 1913.

True Enjoyment.

What constitutes recreation depends, of course, on the point of view of the one who is recreated. This anecdote shows what one small citizen thought enjoyable:

A boy in a certain state school for dependent children, wrote his father:

"Dear Papa—We children are having a good time here now. Mr. Sager broke his leg and can't work. We went on a picnic and it rained and we all got wet. Many children here are sick with mumps. Mr. Higgins fell off the wagon and broke his rib, but he can work a little. The man that is digging the deep well whipped us boys with a buggy whip because we threw sand in the machine and made black and blue marks on us. Ernest cut his finger badly. We are all very happy."

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

GRAND RAPIDS SAVINGS BANK

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

INVEST YOUR MONEY
IN STOCK OFThe
National Automatic
Music Company

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

Monthly dividends never
less than 1%

SEND FOR LITERATURE

National Piano Mfg. Co.

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.

3% Every Six Months

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

\$100.00 Bonds—6% a Year

THE MICHIGAN TRUST CO.

2 1/2% Every Six Months

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

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

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

WILL YOURS?

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

The Preferred Life Insurance Company of America,

Grand Rapids, Mich.

You can **BUY ONE SHARE** or more
of

United Light and Railways Co.

First preferred stock to net better than 7 1/2%.

HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building

Bell M 229

Grand Rapids, Mich.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY.
Grand Rapids, Mich.

Subscription Price.

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

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies, 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

July 2, 1913

DESTROYING GRAND RAPIDS.

The Pere Marquette Railroad employing about 800 skilled mechanics at the Wyoming shops in this city, with a monthly pay roll of something like \$60,000, has decided to have its car repairing done under contract in Detroit and Chicago and to send locomotives needing repair to the shops where they were made at Dunkirk and Schnectady, and the shops here and at Saginaw will be shut down except for emergency work. Three months ago the receivers of the Pere Marquette were seriously considering plans for a large addition to the shops here, with a corresponding increase in the number of men employed and in the monthly pay roll. The change in the plans from increasing the capacity of the shops to what almost amounts to a permanent shut down is one of the direct results of the strike of the boiler makers, machinists and blacksmiths which began six weeks ago and is still in progress. The leaders of the strike look upon this as a great victory for union labor. They insist that the railroad was unable to secure competent men to take the place of the strikers and that contracting to have the work done elsewhere is virtually a confession of defeat. It may be a defeat for the railroad. The leaders in the strike may rejoice in their alleged victory. But how about the 800 men, most of whom will have to seek elsewhere for jobs? How about their families dependent upon them for support? How about the business men of Grand Rapids who received in one form or another the big end of the \$60,000 monthly pay roll? The strike leaders had no jobs at stake, no families in this city to support, no homes in Grand Rapids to pay for, no interest at stake in the town. They can be jubilant over their "victory," but will there be joy among the workmen who are out or among their families or among the business men of the city and those who desire that Grand Rapids shall grow and be prosperous?

The Pere Marquette strike was without grievance or provocation. Vice-President Ryan of the international boiler makers union, a stranger in town, unknown as to his antecedents, with a record that has never been

published, came here uninvited. He found the boiler makers at the Wyoming shops satisfied with their wages and conditions of labor. He preached discontent, prevailed upon the workmen to join the union and then formulated demands for more wages and shorter hours. When the demand was presented to the receivers they agreed to accept the wage and work schedules in force on the Michigan Central or the G. R. & I. and fixed an hour for a conference. Before the hour arrived Ryan ordered the boilermakers out on strike and they quit work without warning or notice. The machinists and the blacksmiths, with no demands or grievances of their own, went out in sympathy. The railroad regarded those who had quit their jobs as no longer in the employ of the company and entitled to no further consideration. New men were brought on from Chicago and other points. To organize an entirely new force on so short a notice has been difficult and also costly. Contracting to have the work done elsewhere which was formerly done here was easier and cheaper than to try to carry on the fight. The leaders of the strike "win," but the men lose their jobs, and the city will lose several hundred of its wage earners and their families. What Vice-President Ryan and his associates have made out of the strike is not known. The strike is not big enough and has not lasted long enough to give him a trip with his wife to Europe, as in the case of MacFarlane who lead the furniture strike, but his rake-off ought at least to pay his winter coal bill.

The business men of Grand Rapids—and more particularly the daily newspapers—are responsible for the lost jobs at the car shops and the disappearing payroll. Instead of demanding a show down from Ryan or even looking up his record, they accepted him at his own valuation, bolstered him up, boosted his game in every way and made a popular hero of him. They gave credence to the lies he told and the misrepresentations he put forth and at the same time put the question mark against every statement made by the railroad officials. It was the furniture strike all over again. The furniture strike cost Grand Rapids two million dollars in wages lost. The Pere Marquette strike will cost Grand Rapids many more millions of dollars in wages for work which will be done in Detroit, Chicago and other points which might just as well be done here. There may have been some excuse in the furniture strike, as it was the city's first experience with the professional "friend of labor." But it is no credit to the city that it should be bitten a second time and in exactly the same way. If the business men are true to their own interests—and if the newspapers are loyal to the welfare of the city and its industries—the next walking delegate to come this way will be escorted to the city line and told to go.

The loss of the Pere Marquette work is not the only loss Grand Rapids has sustained this season from the

walking delegate. The strike of the line men in the employ of the Commonwealth company, equally without cause—fomented by men who are alleged to have been discharged because they were caught stealing from the company—is still in progress, but the company is not allowing this to disturb it. Instead of spending money in extensions and construction work, the money is being used in other ways and, no doubt, to even greater advantage. The city is losing the wages which the line men might have been earning. It is losing the improved service which might have been obtained had the work gone on. The only ones making anything out of the strike are its managers and they will disappear as soon as leadership of a lost cause ceases to be profitable.

THE BOY'S FIRST JOB.

Thousands of young men all over the land, now that school is out, are at work or seeking work at what may be their first jobs. These young men may not realize it, but the first job and their attitude toward it often determines what the future may be. The young man who takes a job, no matter how good the pay may be, which shows no prospect for advancement and in which there is no chance to learn, is making a sad mistake. The young man who takes a job merely for the present wages and looks upon the wages as its most important feature, is making a grievous mistake. The wise young man is he who decides what he wants to be or do, gets a job, no matter how humble, in the line of his ambition and then applies himself to learn all there is to learn, regardless of what the pay may be. The world is full of half trained workmen. It is full of second and third-rate professional men. There is always an over supply of the shiftless, the careless and the make-believes. On the other hand, the world is bidding—and bidding high—for men who know every detail of the trade, occupation or profession they have taken up. The first-class man in any line of activity gets the big salary and has the steady employment. It is for the young man himself to decide, when obtaining his first job, whether he shall be of the cheap order or of the high grade, whether he shall be one who is first to be laid off when work slackens or who is sure to stay as long as there is anything to do.

Some of this country's greatest railroad men began as section hands or switchmen. Some of our greatest merchant princes started at sweeping out the store. Some of our most successful captains of industry began as chore boys. These men who attained high success did not do it by merely working for wages and not caring beyond getting their pay. They looked upon their jobs not as jobs, but as stepping stones to something better. They had ambitions to be the best in their class and, naturally, they were picked for promotion when vacancies occurred above them. They advanced, one step after another, not by favor, but on their merit. Not all men can attain to the highest stations,

but all can be thorough, all can be honest with themselves and their employers, all can work for promotion and most of them will get it by deserving it.

TREASON TO THE CITY.

The Grand Rapids Association of Commerce sometime ago did itself credit in refusing to give a letter of endorsement for the proposed labor day souvenir addressed to the business men of the city and requesting them not to give it their advertisements and patronage. The souvenir is obviously a hold-up. With past experience as a guide, it comes close to a blackmailing enterprise. It has no advertising value for the business man. Asked for in the name of union labor, only 25 per cent. of the money contributed goes to the unions, while the promoters of the graft absorb 75 per cent. The Association of Commerce had the courage to deny the scheme its endorsement or sanction. But the Association's courage appears to have been of the oozy sort. The souvenir promoters made a great outcry and even had the impudence to appeal to the courts. Instead of standing firm in what it knew to be right, the Association sought to placate the grafters with a cash donation of \$200. What right the Association, through its officers, had to make such an offer of compromise does not appear. The purposes of the Association are supposed to be to promote the city's growth, its industrial welfare and its business prosperity. Unionism is destructive in its tendencies. It tears down instead of building up. It is a source of turmoil and discontent in the ranks of labor. It is oppressive to employers, a discouragement to enterprise and a wet blanket on capital. Unionism preaches hatred of employe for the employer, breeds envy and jealousy, practices violence and denies employment to honest men who want work for their own support and the support of their families. Many of the members of the Association of Commerce having had their bitter experience with unionism are opposed to it in every form. Many other members are known champions of the open shop and industrial freedom. To divert any part of the Association funds as a donation to unionism is not only unjustifiable, but base treachery to the men who contribute the funds to keep the organization alive. The only excuse that can be given for such a donation is that the officers of the Association have not the courage to stand for what they know to be honest and right. To make such a donation would be a display of cowardice which should make the Association despicable, not merely in the eyes of those who oppose unionism, but with the union men as well.

The essence of advertising is honesty. The honest advertiser who believes in his message is the only one who can impress his readers.

A man's value in the world is estimated and paid for according to the ability he uses, not what he may possess.

Warm Weather Flour

Ought to be the kind that responds quickly to the yeast, or cream tartar, or sour milk or baking powder.

Lily White does.

In hot weather you don't want to do a baking over, and Lily White is always sure.

For shortcake and pie crust and cookies and all the light and dainty baked goods you make in summer, Lily White is especially adapted.

Picnic sandwiches, too, made of

LILY WHITE

"The Flour the Best Cooks Use"

Have a daintiness and flavor hard to match. In fact, we don't believe the flavor of things made of Lily White can be matched.

Layer cake needs to be light, moist and soft. No one wants dry cake. Lily White makes the tender, fine grained kind.

When you want cake to serve with ice cream, better make it of Lily White. You'll be delighted—so will the guests.

If you want hot bread biscuits to serve with honey or maple syrup, well, Lily White is "the flour the best cooks use."

Always comes in clean, sanitary sewed sacks.

VALLEY CITY MILLING CO.
GRAND RAPIDS, MICH.



Some Seasonable Suggestions to Stimulate Summer Trade.

The merchant and his window dresser are not in the least bit of a quandary as to the best method of dressing a Fourth of July window. Although there are countless developments in fireworks and decorations, he does not hesitate. He puts them all in. Of course, if he has a scheme of decoration or an idea for a special appeal, or a startling climax in arrangement, so much the better. But it isn't the least bit necessary. He may pile them in helter-skelter if he will, and the small citizens will peer and pry, and twist and turn in order to find the clue to the labyrinth, and revel delightedly in the mysteries whether they find it or not. There are, every year, so many new ideas in fireworks, that it is not impossible the citizens of a larger growth may fall captive to the fascinations of a window full of these pyrotechnical marvels.

Nevertheless it isn't at all a bad idea for the window dresser so to arrange his stock of goods as to tell some connected sort of story. At least to suggest one. Suggestion is always better than the whole story because human nature takes pleasure in finding out things for itself. And to read the silent suggested story of a layout in a shop window, not only gives a satisfying sense of power, but possesses much of the interest of a play. Oftentimes more.

But in order to tell a story the window decorator must have it in his head first. And here is where he should stop to consider the dramatic possibilities of his arrangements. He may if he wills, place a little tragedy, a little comedy, a short story or an historic tale before the eyes of his public, merely by arrangement, or juxtaposition of his details. A "Swat the Fly" window is a tragic-comedy, or a serio-comic tale that everyone can read. A dramatic effect in a layout may be gained by a juxtaposition of a large and formidable-looking fly with a so-seeming terrible death's-head. It suggests, without other means, the long train of dangers, diseases and deaths that follow in the track of the fly. When the dramatic climax is flanked by an array of fly destroyers, disinfectants, bug poisons, moth balls, germicides, cleaners and swatters, the story is complete. The passer-by reads it at a glance and hikes in gaily, no doubt, to secure a supply of the necessary armament against all domestic pests.

The historical idea is always apropos for the Fourth of July decoration. It may embrace the American flag at different periods since the begin-

ning of the Union as has been suggested before, or it may extend to the different varieties of guns and mustkets in use from time immemorial, or it may show the development and changes in uniforms worn by various armies. This may be done by the use of real uniforms, although a large assortment may be difficult to procure, as most of them are to be found in museums. However, a series of prints or engravings illustrating the details of uniforms may be found, and will lend great interest to any display of novelties in fireworks. Any firearms or war implements would be suggestive, whether the arrowheads of aborigines, or tools of Africans or South Sea Islanders. These may be used either with a tragic or historic significance. Musical instruments used in war dances would be excellent, especially if the merchant could obtain drawings, illustrations, or paintings of Indian war dances or in fact anything connected with the subject.

Incidents of Negro life, banjos, negro melodies, and early history may not come amiss if the window dresser happens to possess a series of good illustrations of this phase. Clever cartoons also, often give point to any kind of arrangement in a window, and will draw attention to the goods.

Lace is a beautiful commodity, and would be an ornamental accessory to many schemes of decoration, although its value in window expression seems not to have appealed extensively to the trimmers. To be sure it is perishable, but so is ribbon, which has been used in bewildering profusion this year, in many kinds and classes of window decoration. Of course the craze for Bulgarian colors lent a peculiar kind of fitness to the use of the strong patterns and bright colors of this season's ribbons. But a white window is always pleasant, and soothing to the eye, besides it may be relieved by any scheme of color that seems desirable. Even a few silken flags of red, white and blue might not be amiss. Or a profusion of small and dainty pink rose buds scattered negligently all over the snowy expanse would give a charming touch.

One of the best possible displays is a Niagara of lace falling over a horizontal support, which is topped by some swirls and billows of lace or malines, or chiffon, while below the lace is arranged in convolutions to imitate the surges of the vasty deep, and yeasty waves. Here it would not be inappropriate to incorporate many lengths of pale blue-green chiffon, or some of the thin and beautiful mercerized stuffs, to suggest the color of water underneath the foam.

At the top just peering through the foam may be placed tiny row-boats, or little sail boats. And on the sails may be printed legends describing the quality and prices of this "Sale of Lace." Nearby, at each end may be built a little lighthouse, each with its own particular placard warning spectators where to go to find the largest variety in laces, of course. This can all be arranged upon a pale, very pale background. The "Sail" idea is used as a special feature in a display of sponges and kindred cleaners, soaps and chamois skins, although it would be equally appropriate to almost any other kind of goods. It could be used to feature groceries, or ladies' furnishings goods, or dress goods. In fact any particular line that the merchant wishes to set moving. The "Sail" should be attached to a small boat of the yacht type, and bear a printed legend. It reposes in a sea of sponges. Its masts, spars and lines are hung with strings of small sponges, and in the "sea" are sponges of every size and shape. In the rear is a row or pile, or wall of soaps and cleaners, on each side is a circular decoration of

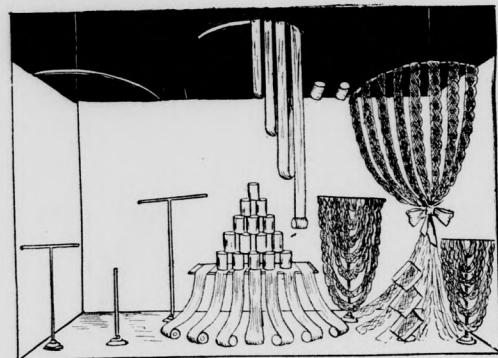
the eyes, that set off the curves and fairness of check and throat. And she wrote and smiled, and then smiled and wrote, as she turned the slate. Not at all a bad idea for the merchant of the general store, in a town big enough to furnish a crowd. The merchant might dress up a boy of his own, or any other boy. A baggy clown's costume would be picturesque, and the boy could wear either a masque, or paint his face thickly with white and red. He, too, could write messages on a slate relative to some feature of the display and his antics and drollery should keep the crowd constantly amused. The hours of appearance should be advertised.

How to Display Ribbon and Lace in a Window.

If you want a very easily made and altogether effective window trim of lace and ribbon here is a plan which we recommend:

The background should be covered with white crepe paper and a red border around the top.

Then arrange the fixtures as shown in the drawing. For the upper part of the display this consists of three



sponges or chamois skins. In front are strings of seaweed, with a lobster on one side and a crab on the other. The lobster and crab may be made of sponges too.

A white window seen recently consisted entirely of white gloves, white shoes, and white stockings. The filmy hosiery was of silk or lisle thread, as also were the dainty gloves. The white shoes that completed the layout were of the nattiest. The accompanying notes of color consisted of bows and rosettes of narrow blue ribbon mixed with narrow black ribbon. The effect was charming, all the more perhaps because there was a bewildering number of each. As a whole the window was good, as the details were well massed.

Another extremely striking window that held crowds entranced before it all day long was simple enough, although it illustrated the value of live models. Also, it proved the charm of mystery. In this particular window sat a girl with a slate. Upon the slate she wrote, continually, maxims and messages relative to the virtues and benefits of the article she was advertising. In addition to the fact that the girl was undeniably beautiful, was the peculiar one that she wore a masque. Just a small, coquettish, teasing little black masque across

halves of barrel hoops arranged in each corner and in the center.

From the center hoop drape two pieces of ribbon. We have draped one piece on this to show you the idea. On each corner hoop drape eight pieces of lace, letting the ends extend to the floor and binding them in the center with a ribbon bow.

This same arrangement should be made in both corners. We have only trimmed half of this window so as to give you the idea of both fixtures and display.

The center unit is made up of a box and a short six-inch board. Drape from this seven pieces of ribbon partly unrolled. On top of these build a pyramid of fifteen pieces of ribbon.

On each side of the center unit arrange three T-stands from which lace is draped.

Some things, like some men, seem easy enough to do. But if you want to find out differently, try to do them!

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



He Downed the Syndicate

What if two syndicate stores sprang up in your block?

It happened to an Indiana retailer.

What did he do?

Put in the department shown above and is now beating the syndicate at their own game.

A letter mentioning this magazine and this advertisement will bring you all the facts.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

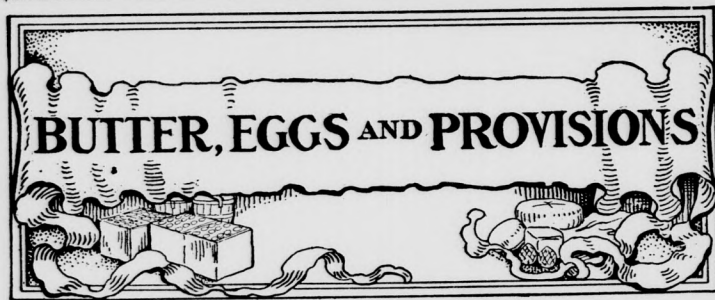
SAMPLE
HOUSES

Cincinnati
Omaha

Cleveland
Portland

Kansas City
Philadelphia

Milwaukee
Seattle



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.

Increasing Production and Bettering the Quality.

Canadian egg dealers have issued the following circular letter to their customers:

It is a matter of grave concern that the average commercial egg seen on the markets of Canada is of such poor quality. Much educational work has been done by the federal and provincial governments with a view of improving the quality of market eggs, but such work has been largely ineffective because of the fact that in the prevailing system of marketing no premium has been placed upon quality.

It has been pointed out repeatedly that the "case-count" system of buying eggs has been largely the cause of the general unsatisfactory condition of the trade.

For many years eggs have been purchased by number without regard to quality. This has been decidedly unfair to the farmers and other producers who have taken pains to market good, clean, fresh eggs, and through placing no premium on good eggs the system referred to has really become an incentive to the continuance of careless and dilatory methods. It has made possible the disposal of eggs in all stages of decomposition and has encouraged farmers and local buyers to hold eggs at certain seasons of the year when they have no satisfactory places for storing them.

It may have appeared to some that the present system is really advantageous to the farmer in that he receives a fairly good price per dozen for inferior eggs and for those which are entirely unfit for food. This is, however, an erroneous impression, for the wholesale egg dealers know very well the extent of the shrinkage at certain seasons of the year, and their practice in order to make good the absolute loss from bad eggs and the extra expense of candling all of their receipts is simply to lower the price to the farmer and increase the price to the consumer. The loss, therefore, is borne not by the dealer but by the producer and the consumer.

This whole subject has been thoroughly discussed at recent meetings of produce dealers of the provinces of Ontario and Quebec. Officials from both the Federal and Ontario Departments of Agriculture were present at these meeting, and endeavored strong-

ly to present the imperative need of a radical change in the system of handling and marketing eggs.

The following is a brief summary of what transpired at these meetings:


The government officials pointed out that, while the enormous loss and shrinkage apparent in the trade and the uncertain quality of eggs as received by the consumer were partly due to carelessness and negligence on the part of the farmer, yet he was not entirely to blame. The unsatisfactory condition of the trade is the fault of the system, rather than of those engaged in it. The evil lies in the fact that inferior eggs command as high a price as new-laid eggs, and absolutely rotten eggs are bought and sold in the same dozen as good eggs. It was emphasized that so soon as the dealers saw their way clear to unite in discriminating against an inferior product and in allowing a liberal premium for a superior product, the quality of market eggs would improve and bad eggs would be eliminated from the trade.

Two methods of changing the system have been worked out in a number of places. The first and the most generally adopted is known as "loss-off" buying, which consists of making deductions from the sum total of receipts for eggs which are bad and unfit for food. The second, which involves the grading of eggs and is referred to as "quality payment," consists of paying for each separate grade according to its real value. In the latter system there is constantly held out to farmers some effective inducement to produce and market eggs of the highest quality.

"Quality payment" is certainly to be preferred to "loss-off" buying, for the reason that it places a premium on the best quality of eggs. A premium paid to the farmer for eggs that would grade new-laid as contrasted with those that fall into lower grades, would be of the utmost value in stimulating production and improving the quality of eggs as they leave the farm. It was repeatedly emphasized that there would be little inducement for the farmer to pay any particular attention to the question of quality in eggs until the dealers were ready to make a difference between the prices paid for good and bad eggs.

The results of a recent experiment conducted by the poultry department of the Ontario Agricultural College were quoted to show that it would pay dealers to pay a premium for high-grade eggs. Certain cases of eggs of the very highest quality were put in storage and held in comparison

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.

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

SEEDS

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

MOSELEY BROTHERS

Both Phones 1217 Established 1876 GRAND RAPIDS, MICH.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

WANT APPLES AND POTATOES

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

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

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich

H. WEIDEN & SONS

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

108 Michigan St. W. Grand Rapids, Mich.

Established 1862

Fifty-one year's record of Fair Dealing

with other cases of the best eggs secured from ordinary country receipts. The difference in quality at the expiration of the cold storage period was very marked, so much so that it would at least have been more profitable to purchase the best grade of eggs used at 28 cent per dozen rather than average country receipts at 25 cents.

It is evident, therefore, that the dealers who claim to be so desirous of securing quality eggs have in their own hands the most effective remedy for a large part of the trouble.

The dealers in attendance at these meetings were not of one mind upon the question of "quality payment" as a satisfactory solution of the difficulty. Opposition was offered on the ground that unless the practice of quality payment were made universal it would not be practicable, for the reason that the few who adopted it could not compete successfully with those buying on a case-count basis. On this point F. G. Urner of New York, speaking at the meeting of the Southern Carlot Shippers' Association, said: "Only when eggs are paid for at different prices, according to their real value, can there be any effective inducement for producers to market their eggs when fresh or to take proper care of them. A good many packers say that it cannot be put in practice in any section unless done by all; that a packer cannot successfully institute quality payment so long as his competitors continue to buy case-count at an average and uniform price. I cannot believe that this is so if the candling is properly done and if so much difference is made in the paying price as the real value of the eggs justifies. When different packers are competing for goods from the same source of supply, it would seem inevitable that those who paid the full value for new-laid, quality would attract such, as compared with those who paid an average price for good and poor together."

The stand was also taken by certain dealers that it would be difficult for country store-keepers to adopt "quality payment" for the reason that farmers would take objection if any reduction in price were made on account of the presence of bad eggs. In this way the country merchant, thinking that he would possibly lose the patronage of some farmers, would therefore object to the system. It was thought that if some means were adopted by which farmers could be shown the exact quality of their eggs as marketed, this prejudice against the system would be easily overcome.

It was also argued that, unless a simple and rapid system of candling were devised, it would be difficult at times for the country merchant to accurately determine the quality of eggs delivered. In reply to these points the use of a large candling outfit similar to that which is used in Denmark was recommended. Such an outfit would permit of placing 120 eggs before the light at once. The process of candling would thus be made both easy and rapid.

A report was received of the progress of a similar movement in the State of Michigan. It was shown

that within an incredibly short time the system of "quality payment" had gained wonderful progress. Those who had taken it up in that State declared most emphatically that it would be a mistake to go back to the original case-count method. Their experience has proven, contrary to their former ideas, that "quality payment" was gladly accepted by the producers. The dealers also found it much more satisfactory to conduct their business by following such a system. They were convinced that it would be a matter of only a short time until it would be adopted throughout the entire State.

At the conclusion of the last meeting it was moved that the Association of Dealers adopt after June 1, 1913, three grades in purchasing eggs, viz.:

New Laid—Eggs which are sound, full, sweet and not more than five days old.

Firsts—Eggs which are sound and sweet but having limited shrinkage.

Seconds—Eggs of inferior quality but not bad.

It was further moved that the Association petition the government to enact legislation making it illegal to buy or sell bad eggs and also to appoint official inspectors to enforce such legislation. The motion was received reluctantly, and when put to the meeting was lost.

It was then moved that the members of the Association agree to purchase all eggs after June 1, 1913, on a "loss-off" basis, that is, to pay absolutely nothing for bad eggs. This motion carried and was supported by all the dealers present.

Formed Egg Circles.

Under the direction of the Canadian Department of Agriculture bodies of farmers known as egg circles were organized last year. Much of the territory covered was dairying country and the neighborhood creameries were used as headquarters. To these places the members of the circles brought their eggs in pasteboard cartons holding a dozen. Each farmer was required to mark his eggs with a rubber stamp so that his contributions to the stock could be identified anywhere from the farm to the city kitchen. Daily shipments were made and dealers in the cities paid for these eggs as high as 8c a dozen over the market price for eggs handled in the old way.

The advantage arose from the fact that the circle eggs were marketed in units of one dozen instead of by the case as the storekeepers handled them and that every farmer was responsible for the soundness of all the eggs he offered. These two conditions resulted in the marketing of nothing but fresh eggs.

Must Candle All Eggs.

On June 1 the Ohio State law, making it unlawful to sell or to offer for sale eggs that had not been candled, went into effect. The case-count method of buying eggs will pass into history, provided the inspectors do their duty, according to the intention of the Pure Food Commissioner. In-

vestigation revealed that many merchants would buy anything that had the appearance of an egg simply to keep the trade. This naturally led to lax methods on the part of the farmers and other producers and thousands of eggs unfit for food were sold to unwary consumers.

Tell all the good stories you can about everybody, but hide the other kind in a good heart.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Hammond Dairy Feed

"The World's Most Famous
Milk Producer"

LIVE DEALERS WRITE

WYKES & CO., Grand Rapids, Mich.

Michigan Sales Agents

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.

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

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.



CLOTHING

How a Battle Creek Clothier Made Money.

Occasionally we find a retail merchant who is in business more as a pastime, something to take up his time, a place where he can have an office, meet the people, jolly with the traveling men, etc. He does not really have to be in business and doesn't care particularly how much profit the business returns him. We all envy him.

But most merchants are not fixed that way. We have got to constantly keep figuring how we can make our business pay us better. Expenses keep creeping up, rents are higher, wages are higher, more expensive fixtures are demanded, etc. The many fads, fancies and freak styles force us to carry much heavier stock than a few years ago. Instead of turning our stocks oftener, as we should do, we find it is hard to turn them as often. The retail game to-day is an entirely different proposition than it was twenty years ago. The merchant of to-day must keep an "eagle eye" on his business every minute. If he does not the other fellow will, and beat him to it.

Most of the merchants of to-day watch the selling end of their business carefully, planning sales, devising selling schemes, judicious advertising, bettering their store service and equipment. But how about the buying end of it? Do they give enough time and consideration to this most important part of their business?

Ask any traveling salesman if nine-tenths of the merchants are not careless in their buying and do not do a great deal of it by guess. They know they do. I have had salesmen tell me that in many cases they really felt guilty to take the order as given to them and sometimes suggest going more carefully through the stock to see if they could not proportion the order better. The salesman and the wholesaler want the merchant to buy what sells. They do not want him to accumulate a lot of dead stuff in their line that must be closed up at a loss. No! They want to see their stuff sell, and at a profit to the retailer, then the next time they come to them they are met with a smile, not a frown. So I say again, Mr. Retailer, use more care in your buying of merchandise.

When the salesman comes for your advance order on your underwear, gloves, hosiery and other lines do you know just how many of certain sizes, colors and styles you sold during the past season, all your duplicates, special and advance orders? You should know in order to give

your advance order as it should be given.

Buying might well be divided into two essential parts;

First Good judgment in the selection of manufacturers, materials and styles.

Second. Buying the right proportions of sizes, colors and styles.

In the first part some seem to be "natural born buyers," others acquire it from experience.

But the necessary knowledge in the second part cannot be "born into a buyer," nor can it be acquired by experience. This particular part of the buying, in most cases, is done more or less by "guess work." That's why most of us merchants have too much money tied up in poor-selling colors and styles.

For a long time I have been working on a way to keep such a record without too much "red tape" and extra time. I have spent much time and thought upon it and tried out many schemes until I finally hit upon a plan that is so simple, and yet so practical, that I wonder it has not been used long ago.

It has proved such a success in our own business and in the business of several of my acquaintances in the men's wear line that it occurred to me that others might wish to adopt it. I will be pleased to send sample sheet and explain the system to anyone who is interested.

T. H. Butcher.

In all schools children should be taught to work in wood and iron, to understand the construction and use of machinery, to become acquainted with the great forces that man is using to do his work. In this way boys will learn their aptitudes—would ascertain what they are fitted for—what they could do. It would not be a guess or an experiment, but a demonstration. Education should increase a boy's chance for getting a living. The real good of it is to get food and roof and raiment, opportunity to develop the mind and body, and live a full and ample life. The more real education, the less crime—and the more homes, the fewer prisons.

Robert G. Ingersoll.

An automatic machine may manufacture goods, but it calls for a man with brains to make sales.

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

LAMSON MATCHES

THE DIAMOND MATCH COMPANY

NON-POISONOUS.



	Price for 20 gross and over per case	Price for less than 20 gross per case
Marguerite, Diamond 5 size, 144 boxes, 5 gross cases	\$4.25	\$4.50
Marguerite, Diamond 2 size, 144 boxes 5 gross cases	1.60	1.70
Black Bird, Diamond 5 size, 144 boxes, 5 gross cases	4.00	4.25

DOUBLE DIP.

Bird's Eye, Diamond 5 size, 100 boxes, 3 1/2 gross cases	3.25	3.50
Search Light, Diamond 5 size, 144 boxes, 5 gross cases	4.25	4.50
Black Diamond, Diamond 5 size, 100 boxes, 3 1/2 gross cases	3.00	3.15
Blue Bird, Diamond 5 size, 144 boxes, 5 gross cases	4.00	4.25
Swift & Courtney, Diamond 5 size, 144 boxes, 5 gross cases	3.75	4.00
Crescent, Diamond 5 size, 144 boxes, 5 gross cases	3.75	4.00
Black Swan, Diamond 5 size, 144 boxes, 5 gross cases	3.50	3.60
Red Diamond, Diamond 2 size, 144 boxes, 3 gross cases	1.60	1.70
Best & Cheapest, Diamond 2 size, 144 boxes, 3 gross cases	1.60	1.70
Black & White, Diamond 2 size, 144 boxes, 2 gross cases	1.70	1.80
Anchor, Diamond 2 size, 144 boxes, 2 gross cases	1.40	1.50

SINGLE DIP.

Search Light, Diamond 5 size, 144 boxes, 5 gross cases	4.25	4.50
Best & Cheapest, Diamond 2 size, 144 boxes, 2 gross cases	1.60	1.70
Globe, Diamond 1 size, 144 boxes, 1 gross cases	.95	.95
Globe, Diamond 1 size, 432 boxes, 3 gross cases	2.70	2.85
Little Star, Diamond L. S. size, 720 boxes, 5 gross cases	1.80	2.00

STRIKE ON BOX.

Red Top, Diamond 6 size, 720 boxes, 5 gross cases	2.50	2.75
Red Top, Diamond 0 size, 720 boxes, 5 gross cases	2.50	2.75
Orient, Diamond 0 size, 720 boxes, 5 gross cases	2.25	2.50
Egyptian, Diamond 0 size, 720 boxes, 5 gross cases	2.25	2.35
Aluminum, Diamond A. L. size, 720 boxes, 5 gross cases	1.80	2.00
Three Noes, Diamond 1 size, 720 boxes, 5 gross cases	4.50	5.00

With Lamson Carriers in your store you settle the "service" problem at once and for all—no matter how large your business may grow. Lamson Carriers are elastic, they stretch to meet the largest or they contract to serve the smallest store. They centralize and save expense and lost motion.

Ask Your Neighbor!

Wire, Cable, Tube, Belt and Pick-up Carriers

THE LAMSON COMPANY
Boston, U. S. A.

Representatives in all principal cities

SERVICE

G. J. Johnson Cigar Co.

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



RAMONA

Next Friday is the 4th of July



See a High Grade Vaudeville Show. Dance at Ramona Casino. Row on the Beautiful Reed's Lake. Visit the Various Concessions. See start and finish of Road Races. Get into the old-fashioned Prize Games and Contests.

See two wonderful
Balloon Exhibitions
Afternoon and Evening.

And in the evening view the most stupendous
FIREWORKS DISPLAY
Ever attempted in Grand Rapids.

Come early and stay all day. Something doing every minute.

Honks From Auto City Council.

Lansing, June 30—Brother John Raymond, who has been ill since last winter, was taken to Detroit last week for an operation. We are pleased to report that the operation was entirely successful and Bro. Raymond's condition is much improved.

Brother E. F. Burke attended the Northern Michigan Fireman's convention, held recently at Mackinac Island, and during the athletic sports suffered the loss of several pieces of cuticle just above his shoe tops. A local tailor repaired the trousers and nature is doing well with the shins.

Brother George and James Hammell, Jr., returned to their homes in De Moines, Iowa, last night, after spending the week here visiting their parent, Bro. and Mrs. James F. Hammell, Sr.

Brother Frank Cooper has fully recovered from the results of a fall which caused an enforced lay-off for more than a week.

Brother L. L. Colton has a new method for keeping his samples of candy from melting this hot weather, but he is keeping it to himself.

Generally any candy man can work Pinconning and Standish in less than a day. Not do, however, with Bro. Chamberlain. Why? Ask Bro. Colton.

A certain member of our Council was at Cheboygan recently and became interested in the purchase of twenty-seven acres of land which parties stopping at the New Cheboygan Hotel claimed they were obliged to sell and that the property was as cheap as the water in Lake Huron. A deal was finally closed. The purchaser, under an assumed name, depositing with the hotel clerk a check for \$900 on a certain Montmorency County sand bank, to be turned over to the vendors upon receipt of an abstract showing a clear title and a deed of the property. Some mighty big talk was indulged in on both sides and it finally developed that the land was located somewhere between Cheboygan and Bois Blanc Island.

Bro. E. H. Simpkins says that any old time "George" thinks he has the fastest car, he is mistaken. There seems to be only one way to settle a matter of this kind.

One on the joker: The genial Secretary of our Council and erstwhile black bass catcher, after driving miles out of his way because of darkness, arrived at Argentine Lake before sunrise on the first day of the bass season and before breakfast time was the proud possessor of four large black bass, either of which would balance the scales at four pounds or better. No joke about this, did you say? Well, the joke came later! Just as he pulled aboard the old plow point anchor and was congratulating himself over the prospects of a fine breakfast—which he didn't get—he discovered two real farmers rowing very hard in his direction. The closer they came the more they looked like deputy sheriffs and George began to wonder if he was correct in his dates. The longer he thought about it the stronger be-

came his suspicion that he was one day ahead of time and nearer came the deputy sheriffs. Not wishing to pay a heavy fine for sixteen pounds of fish, George carefully, but quickly, dropped each of the four black beauties over the starboard side of the boat. Each muttered a "Good bye, George," as they sped back to deep water to tell their fellows how it looked inside of a red boat. A few minutes later the two farmers dropped anchor within speaking distance and said: "Mornin' stranger! What luck?" "Nothin' doin'," said George sadly. "That's queer," said one. "This is just the place to find em."

H. D. Bullen.

News Items From the Soo.

Sault Ste. Marie, June 30—R. T. McMasters, for a number of years manager of the Central Grocer Co. here, has sold his interest and moved to Fort William to engage in the grocery business. Prospects are bright for a brilliant career in his new home and he goes with the best wishes of many friends here.

W. F. Knox and John A. Muehling, formerly publishers of the Evening News of this city, but now publishers of the Manchester Leader, have purchased the Manchester Union, the oldest and largest daily newspaper in New Hampshire. They have been making great strides since leaving the Soo, which is pleasing news for their many friends here.

W. J. Reinert, representing the Cornwell Beef Co. on the C. P. R., has purchased a men's furnishing goods business at Bruce Mines, which he expects to operate on the side. Bruce Mines has lately become quite active in business circles on account of the Trap Rock Co. being organized and doing business on a large scale. It has made a marked improvement in the town of Bruce Mines, which has been quiet for the past few years.

Mrs. John Anderson, wife of the proprietor of the hotel at Rudyard, recently died of heart failure. Mr. Anderson has the sympathy of the boys on the road in his bereavement.

F. Allison, the hustling traveler of the North roads, is contemplating joining the Knights of the Grip next week. He says he will join for the sake of getting individual towels in hotels on his division if nothing more.

Wm. Kirkbride, of Pickford, has been awarded the meat contract for W. H. Murner Co., Raber.

W. G. Tapert.

Don't brood over disappointment. Don't harbor revenge. It is a heavy burden a man bears when he carries about a spite and seeks to punish somebody for a wrong, whether it is real or imaginary. He can't get even that way. He will always get left. "Vengeance is mine, saith the Lord," and it is nobody's else. There is a real meaning in that declaration. Revenge always reacts on the person who inflicts it. How many men have never learned the lesson! How many suffer for not having learned it! There have been cases when men have awakened the spirit of revenge on others merely to get even with them.



Hawaiian Pineapple

Creates NEW Trade For the Grocer

HAWAIIAN PINEAPPLE is a non-competitive product which secured its own market through the consumer's instant appreciation of its delicious flavor and fine quality. It does not "take the place" of anything else, it is not like selling one brand of an article instead of some other brand—the profits you make on it are profits you could not make in any other way.

The sale of HAWAIIAN PINEAPPLE has increased more rapidly than any other product ever offered to the grocery trade. Grocers who have stocked it from the first have been reaping the benefit.

We Are Advertising Again

and there is going to be a further increase in sales of HAWAIIAN PINEAPPLE. Make up your mind to get your share of the profits on these increased sales. It's an easy seller; just keep it displayed and let your customers know you have it and our advertising will stir up the sales.

Always stock with HAWAIIAN PINEAPPLE, no matter what brand; so long as it comes from Hawaii it is sure to be "picked ripe" and "canned right." At all jobsbers—sliced, grated or crushed.

Hawaiian Pineapple Packers' Association

Honolulu, Hawaii



Worth Your While to Be Up to Date.

Written for the Tradesman.

"A Charming Gown by—, Paris. Model of creme lace and green taffeta with pink flowers. An actual photograph taken in Paris and of Paris Fashions for the — Company. A new fashion photograph each day, so you may know in advance of the new things."

This was the reading matter on the card placed at the bottom of a ten by twelve inch photo of a beautiful dress worn by a living model. In the first blank was the name of a celebrated French designer of women's costumes, in the second the name of a very prominent dry goods firm in a large city. The photo bearing the card was the latest one received and had gone into the window that morning. Placed about in the same window at intervals were five or six other costume pictures, all evidently from the same camera as the one already described, and all bearing the unmistakable stamp of a photographer who is a master in his art.

No one of these was ever a week old. The practice in this store is to place the newly arrived photo in the window (the corner window that is the most conspicuous and valuable display space that the store affords, by the way) each morning as soon as it comes in, at the same time removing the oldest one of those already there. It has been found that this daily photo idea can be made of greatest utility to customers and consequently of highest advertising value to the store, by leaving each picture in the window for about a week. On being taken out the photos are filed in a case where they may be examined readily by any one desiring the privilege.

It is needless to say that the firm that is spending its money to carry on this unique form of advertising is a very enterprising and up-to-date concern, and one that is bidding for the highest class of trade in a city famous for its wealth and the fashionable dress of its women. It is also needless to say that these daily fashion photographs are very popular with the customers of the store and with all the modistes, and serve as a constant and effectual drawing card for new patronage.

As this store carries a large stock of the richest and handsomest materials for gowns, evening dresses, suits, coats, opera cloaks, waists, and also of laces, trimmings, and other accessories that go to make up modish dressing, it goes without saying that those very latest ideas direct from Paris are a powerful aid in selling

the more expensive kinds of goods.

A daily fashion photo may be called about the acme of up-to-dateness. Necessitating as it does a considerable outlay, it is feasible only for a large city store having a wealthy clientele. But the principle upon which it is based, that of being right up with the times, is indispensable to successful merchandising anywhere, and applicable to the dealer located in the small town or village or even at the little country crossroads.

What are you doing to make your store up to date? What effort are you putting forth to place before the women who patronize your place of business the newest things in materials and the latest ideas in styles? These are questions that every dry goods man, whether located in city or country, may well ask himself.

Every fashion paper, every woman's journal with its fashion pages (and the circulation of these periodicals is practically limitless) makes women more critical of all that is passe, more insistent in their demands to have styles that are up to the last minute. Every automobile touring along country roads, every interurban trolley car, every telephone stretching from farmhouse to farmhouse, every rural mail carrier with the large and varied contents of his bag, is drawing the country nearer to the city and making everything that savors of being a back number more and more distasteful to country customers. The Rube type of farmer is fast vanishing, and the Rube type of farmer's wife is practically extinct.

So whoever you are and wherever you are, strive to be up to date. Do not wait for your customers to call for the new things, get them in and display them to create the demand. Now this does not mean that any dealer is to be so foolish as to load up too heavily on novelties which will have their brief day and then be a dead weight on his hands; nor to buy largely of ready-made garments that are extreme in style and so will soon look tacky and not in good taste; nor to expect a new shade of color or a new material or a new kind of belt or hand bag will be the rage at Blackberry Corners quite as soon as it is in New York, nor that it will rage quite so furiously.

Judgment, discretion and a close knowledge of the taste and requirements of one's trade always should govern the buyer. Some places go in for novelties much stronger than others. What is meant is this: Have enough of the newest things to make your stock look fresh and attractive. Keep your goods moving so that lit-

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.

Specials in Thin Goods To Close

Organdy Gascon	3 3/4 cents
Springtide Checks and Cords...	6 3/4 cents
Mayfair Batiste	6 3/4 cents
French Foulards	8 cents
Dimity Stripes and Checks	9 cents
Pacific Linon	9 cents

Order at once while assortments are good

PAUL STEKETEE & SONS

Wholesale Dry Goods

:::

Grand Rapids, Mich.

SILK SOCKS

Now that the hot weather has settled down to the real thing, you will be having strenuous calls for *Silk Socks*. We have a good stock for you to draw upon in Black, Tan, Navy and Grey

at \$2.15 and \$4.25 per Dozen

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

tle or nothing will get out of date on your hands. Let all such articles as ladies' suits, coats, and skirts be correct in style and made from the latest models by reliable manufacturers. Any goods in these lines that you have been obliged to carry over, sell as such and at a low figure. By the way, a city dealer who has a trade among lately arrived foreigners whose circumstances compel them to buy very cheap, may be able to handle job lots of hand-me-down stuff to far better advantage than the rural merchant whose patrons are the wives of prosperous American farmers.

Not only show the new materials, but establish a reputation among your customers for being authority on the right things in goods and styles. The store where reliable suggestions as to what to get and how to have it made up are freely and tactfully given, always has a strong following of loyal customers.

There is an up-to-date-ness in store methods as well as in goods. The progressive merchant keeps a sharp lookout for new and improved ways of doing the work of his store. The prevalence of the latest and most approved business methods always tends to make a store popular. Of course it never is wise to discard a good old way for a poor new way. A business method must have more than mere novelty to recommend it, otherwise it does not merit adoption. But on the other hand it is extremely foolish to cling persistently to some old method that has long outlived its usefulness, merely because one is too stubbornly conservative to adopt a new method that has repeatedly been demonstrated to be eminently better, more practical and more economical. Fabrix.

The Toll of Ignorance.

Lansing, June 30—Where ignorance is bliss is it folly to be wise? Under a condition of ignorance it is impossible to be wise. This old saw should be relegated to the scrap heap. There is no bliss in ignorance. There never was and there never will be. Where wisdom is bliss (and it always is), it is folly to be ignorant.

Another old saw needs to have its teeth filed and this one is "Knowledge is power." Usable and used knowledge is power. It is not power unless it is usable and used. "Knowledge comes but wisdom lingers." Ah, there's the rub with the old "knowledge is power" saw! This old deceiver, together with "Where ignorance is bliss, 'tis folly to be wise" have formed a bamboozlers trust. This trust constitutes a nuisance and nuisances are abatable, not as some well meaning people hold, debatable.

To abate this trust we need more light. All they need is to be struck by sanitary lightning. This would unloose their knowledge and wisdom would follow.

Oftimes knowledge and inertia are first cousins and inertia the boss. Knowledge and wisdom are the two great leaders in race betterment. There is not a dearth of knowledge so much as an absence of wisdom to apply the knowledge. This absence of

wisdom is due to physical inertia, a preventable and eradicable disease. It is the "hook-worm" of sanitation.

It makes its nest with "Where ignorance is bliss 'tis folly to be wise." It has a typhoid fever content instead of a typhoid fever content; a tuberculosis despair instead of a tuberculosis beware; a smallpox depopulation instead of a smallpox inoculation. The toll of ignorance is taxation, disease, crime and death. Where ignorance is bliss, true life does not exist.

"So teach us to number our days that we may apply our hearts unto wisdom" and our acts to its application. D. E. McClure.

The Agony of Uncertainty.

Being interested in the progress of matters of economy citizens of the United States have their attention riveted fast to the tariff. The Democrats are now having their inning. They have been waiting long for this chance, and they must use it. They have promised to do things to the tariff, and they must make good. They were put in power by a split in the Republican ranks, but the fact that the Republicans were willing to be separated by a split shows that they were not averse to trying out the Democratic policy of reduced duties. The party of Jefferson, Cleveland and Wilson finds itself between the devil and the deep blue sea. It has been using revision downward as a slogan for years, and went into power flying that banner. Now its leaders are not sure they meant it. It is to them far from being a joy. Many of them would prefer to let it alone. But they cannot. They are expected to reduce the tariff, and down it must come. Politicians of both parties now believe in going through with the programme as quickly as possible—that is the really astute politicians. Their belief is that the best plan is to face the music, and see what will be the outcome. If good, then the sooner we enjoy the benefits the better. If bad, then let the revulsion of feeling hurry, so that we can get back to the higher duties. Obstructionists who are holding back the vote on the Underwood bill are short-sighted. It is bound to come, so the delay is only prolonging an agony which should be gone through with at once. What hurts us is not always the actual pang of trouble so much as the anxious anticipation of it. There would be less disturbance to business if we tackled our troubles promptly and got through with them. We magnify them by gazing at them too long through the glass of distance. If we could just get the tariff reduction immediately, accept it as good, or say we would have none of it, there would be no uncertainty or long interference with business. May Congress hasten and let us know the worst or the best.

It is generally the man who doesn't know any better who does the things that can't be done. You see the blamed fool doesn't know that it can't be done so he goes ahead and does it.

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.

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

**Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work**

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

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

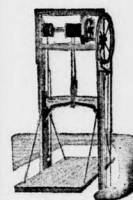
Michigan Distributors for
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ELEVATORS

Hand and Power
For All Purposes

Also Dumbwaiters
Sidewalk Hoists



State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

Sidney Elevator Mfg. Co. :: Sidney, Ohio

IMPORTANT

Retail Grocers



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

**Baker's
Cocoa and
Chocolate**

Registered
U.S. Pat. off

with the trade-mark
on the packages.

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

MADE ONLY BY

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



Skimming the Cream

from the breakfast cereal "fads" as they come and go is a pleasant and profitable business for the grocer—but while he is skimming the cream the wise grocer will not neglect the good old staples like

Shredded Wheat Biscuit

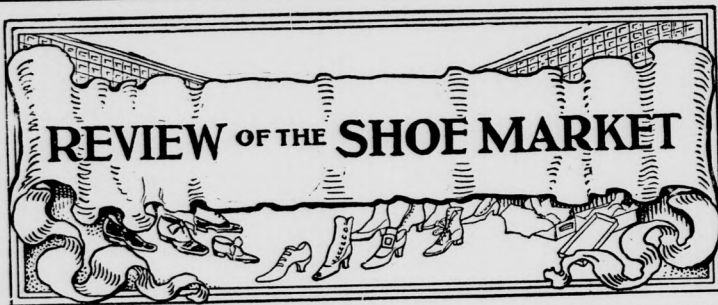
a cereal that is now recognized the world over as a staple "breadstuff" made by the only process that makes the whole wheat grain thoroughly digestible. Being ready-cooked and made in biscuit form it is so easy to prepare in a few moments a delicious, nourishing meal with Shredded Wheat.



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

MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.



Principal Thing the Shoe Dealer Is After.

Written for the Tradesman.

We are now in a new era of shoe distribution. Old things have passed away and many things become new.

The small shopkeeper with his leisurely, antiquated methods of doing business is as much out of place nowadays as a snow flurry in June. He doesn't fit in.

Small dealers in the little towns and villages are developing into real merchants. Even country retailers, owning and operating small general stores, are being lead into the rich and inviting pastures of more up-to-date merchandising.

Everywhere a spirit of awareness and zeal seems to have dawn upon men engaged in selling shoes at retail. Shoe stores are being overhauled and equipped with modern facilities and conveniences. New and attractive store fronts are taking the place of the old wooden front with its small, inadequate windows. Old dingy wood ceilings are being torn down and replaced by beautiful, sanitary metal ceilings. Elegant and progressive-looking display cases are being installed. Shelving is either being transformed by the subtle magic of fresh paint or making way for a better kind of shelving. Uniform cartons are being introduced and everywhere there are unmistakable evidences that things are doing.

The Moving Finger Writes.

The shoe dealer of to-day has strong and active competition. Some of his competitors are near at hand, and some of them are far away. But all of them are vigilant, aggressive and right after his (the local shoe dealer's) trade. What is the local dealer to do about it? Sit down and deplore the competition that now is? Hark back to the halcyon days when competition was less active and the cost of doing business not nearly so high as it is at present? Small profit that. Crocodilian tears will not help matters. And you can't regret stubborn facts into vacuity. The manly thing to do is to face existing conditions and adjust oneself thereto. And this article will have accomplished its purpose if it succeeds in pointing out to one dealer several ways in which he can put a little new life and energy into his business.

An Inviting Store.

It is of prime importance that the shoe dealer make his place of business just as neat and attractive as he can reasonably do. Modern business experience proves conclusively that an attractive store pulls trade away from the unattractive one. A classy

store—the store that looks prosperous—creates an atmosphere favorable to selling. It therefore pays. The bright, clean, cheerful, richly furnished shoe stores of the cities, are the shoe stores that have the trade. And that is just the reason conservative business men are willing to invest thousands and hundreds of thousands of dollars in equipping themselves with beautiful, well-appointed places of business.

Goods Well Displayed.

Until comparatively recent times shoe merchants have not realized the want-creating possibilities implicit in the display of their merchandise.

The shoe window is the dealer's best advertising medium—and that for the simple reason that it supplements all other mediums and accentuates their appeals.

But the word display as now used by the shoe dealer means ever so much more than his windows, for interior cases are being extensively introduced for displaying findings, shoe ornaments and accessories, women's and children's shoes, and fine footwear, for all classes. Several years ago when findings cases were first introduced into stores of the more progressive type nobody perhaps dreamed of the extent to which display would be carried. It was really a significant departure, marking as it did the inception of a big idea. To-day one frequently sees shoe stores with long rows of display cases stretching from front to rear, providing ample display room for extensive hosiery and footwear displays.

New and effective window trims and larger and better interior displays of shoes and footwear accessories and subsidiary lines are becoming more frequent. Nothing helps more directly to create a demand for articles of wear than to display such articles attractively.

Better Shoe Store Advertising.

One of the most conspicuous evidences of the dawn of a better day in retail shoe distribution is the improvement that has gone forward in shoe store advertising.

The retail shoe merchant used to think he had done all he could in an advertising way when he had inserted his announcement in the newspapers. Sometimes his advertisement was nothing more than a card. Later on it developed into an extravagant declaration as to the surpassing merit of So-and-So's "fine" footwear coupled with astounding prices, thus affording the public "unparalleled" opportunities, etc.

But now the shoe dealer uses his newspaper space to far better pur-



Back Up Your Reputation as a Shoe Dealer with Our Reputation as Shoemakers

With a varied assortment of our goods. For holding the best patronage in your town and surrounding country and gaining customers our line is a most valuable asset.

Our trade mark is an assured guarantee of shoe satisfaction that is backed by forty-nine years of successful shoe production.

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

There are **MANY** dealers who are getting a **GOOD** shoe and making a **GOOD** thing by buying this 9 inch,

Chrome Outing Bootee

No. 2611



Hemlock
Sole

Bellows
Tongue

Study this price:
\$2.00—Less 10% in 10 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

pose. Seasonable shoes are featured at the right time. Better illustrations are used, and the shoe advertisement is built out of selling talk rather than broad, questionable statements about the stock as a whole. One of the most successful advertising men of the day contends that no advertisement is big enough for more than one idea. So the most telling shoe advertisements feature certain styles or classes of footwear—not infrequently a single leading style—and everything is built around this central idea.

The shoe merchant who hopes to keep up with the rapid progress of to-day must make his advertising strong and clean-cut. He can't afford to squander valuable advertising space after he has bought and paid for it.

Frequent Stock-Turns.

Every retail shoe dealer ought to write S. O. Martin, Director of the Bureau of Business Research, Harvard University, for a copy of the recently published Report of the Retail Shoe Business. From this report it appears that many shoe dealers are not turning their stock often enough. Stock-turns range from 1.0 to 3.6 times per annum. The report suggests 2.5 turns as a realizable standard.

In view of the fact that so many manufacturers are now carrying ample lines of in-stock merchandise this ought not to be an impossible standard. But the fact is many shoe dealers are far from having realized it at present. The shoe dealer's net profit will increase proportionately with the number of stock-turns.

In a brief and cursory way I have called attention to a few items that must be reckoned with in promoting greater shoe store efficiency. There are, to be sure, many other matters hardly less important, but if one has an inviting, prosperous looking store filled with good merchandise artfully displayed and thoroughly advertised, he ought to make a stir in the community; and then if he turns his stock with sufficient frequency, he ought to get a good fair profit out of the business—and the profit, of course, is the principal thing the shoe dealer is after.

Chas. L. Garrison.

Elliott Machine Co. Upheld.

The District Court of the United States in the Northern District of California has issued a perpetual injunction enjoining Albert T. Wise from selling wire for use in the button attaching machines of the Elliott Machine Co., of Grand Rapids, Mich. The court upheld the claims of the Grand Rapids company and prohibited the defendant from directly or indirectly selling or offering for sale to retail shoe dealers any button fastening wire for use in machines covered by the Elliott patents. The essential patented features of these machines have ten years yet to run and it develops that other patents are pending.

Bad arithmetic isn't criminal, but when you juggle accounts to bury incompetence you become one.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, June 23.—In the matter of Taylor Brothers Company, bankrupt, Battle Creek. Hearing on offer of composition. It was determined that, up to the time of the meeting, the offer of composition had been accepted by 164 creditors whose claims aggregate \$151,136.82 and the hearing was thereupon continued in order to show cause why the composition should not be confirmed. Referee Joslyn filed his report of the acceptance of the offer with the District Judge and the Judge issued an order to show cause why the composition should not be confirmed returnable July 7, and a notice of hearing and taking proofs thereon, if any, has been duly mailed all creditors and parties in interest by Referee Joslyn calling a meeting to be held at his office on July 7, for that purpose.

In the matter of the United Confectionery Company, bankrupt, Battle Creek, Michigan. The Detroit Trust Company, trustee of this estate, has filed a petition in the cause setting forth that the assets in this estate are approximately \$1,500 and liabilities of approximately \$70,000; that creditors will receive but little unless an audit is made and further assets discovered; that the annual report of the bankrupt company dated February 28, 1913, and duly sworn to by the Secretary of the Company shows total stock subscriptions of \$511,200 and total stock paid in \$286,500, leaving unpaid stock subscriptions of \$224,700; that an audit is necessary to determine the amount due from the subscribers to such stock and asks that it may be authorized to employ competent auditors to make an audit of the books of the bankrupt, estimating the cost of the same at approximately \$500. Referee Joslyn has issued a notice to all creditors and other parties in interest calling a meeting to consider the said petition for July 7, at his office, Detroit.

June 24.—In the matter of the Standard Gas Mantel Co., bankrupt, Detroit. First meeting of creditors held. Detroit Trust Company, receiver, reports the sale of property and assets of the bankrupt in accordance with the notice and that the highest bid received was \$625, made by Charles Schnabel. Order made approving the sale and authorizing the Detroit Trust Company to collect the accounts and to sell the lease at private sale, subject to the approval of the court. No creditors were present. Detroit Trust Company appointed trustee with bond of \$500. Case continued to July 8, at which time Maurice Wolf, President of the bankrupt company, is to appear for examination.

In the matter of Morris Levy, bankrupt, Detroit. The final distribution of the funds in this estate has been made and estate ordered closed. The total assets realized amounted to \$200 and was disbursed as follows: deposit fees, \$30; fees of referee and trustee, \$15.50; attorney, \$17.72; miscellaneous expense of administration, \$136.78.

In the matter of Auto Lock & Specialty Co., bankrupt, Detroit. The final distribution of the funds in this estate has been made and the estate ordered closed. The total assets realized were \$4,494.80 and disbursed as follows: payments to secured claimants, \$23.15; value of property securing liabilities of bankrupt, \$4,219.80; deposit fees, \$30; fees of referee, receiver and trustee, \$33.60; attorney fees, \$125; miscellaneous expenses, \$63.35.

In the matter of Herman Tillack, bankrupt, Detroit. Final distribution of the funds in this estate has been ordered. The total assets realized were \$683.13 and will be disbursed as follows: Total payments to unsecured creditors, \$253.02; total value of exemptions set aside to the bankrupt, \$250; deposit fees, \$30; fees of referee, receiver and trustee, \$57.78; attorney fees, \$50; miscellaneous expense, \$42.33.

June 25.—In the matter of the petition of Anna W. Forbes, et. al., to have Max J. Feldman and Peter Moskowitz, co-partners as the Michigan Cap Co., adjudicated bankrupts, petition for the appointment of a receiver filed with the District Clerk and referred to Referee Joslyn for action thereon. Adolphus Fixel, Detroit, appointed receiver with bond of \$5,000. The receiver is authorized and empowered to seize and take possession of the estate, real and personal, of the said Max J. Feldman and Peter Moskowitz, and of their moneys, deeds, books of account, papers and insurance policies and to hold and keep the same subject to the further order of the court; also to continue the business of the Michigan Cap Co.

June 27.—In the matter of Kastner Coal & Cartage Co., bankrupt. Alexander J. Groesbeck appointed attorney for trustee. The trustee has recommended a sale of the real estate of the bankrupt at public auction the date of which has not as yet been determined. The appraisers have appraised the assets of the company at approximately \$42,000.

In the matter of Samuel Swaab, bankrupt, Detroit. In this matter, the bankrupt withdrew the offer of composition and the Judge entered an order adjudicating petitioner a bankrupt on June 25. Referee Joslyn has called a meeting of creditors to be held at his office on July 9, to permit creditors to file claims, elect a trustee, examine the bankrupt

and pass upon the sale of the property of the bankrupt which has been noticed to be held at public auction on the premises formerly occupied by the bankrupt on July 8. The property consists of a stock of jewelry, furniture fixtures and lease. Judson M. Perry, receiver, will conduct the sale.

A man once paid \$20 for a pair of glasses when all he needed was a dose of salts. The optic nerve is frequently blamed when the trouble is entirely alimentary.

How far away we wake from where we were a while ago in dreams!



Exceptional Values At Special Prices



These popular styles are on the floor to-day and your order for any of them will be filled upon arrival:

WOMEN'S PUMPS AND OXFORDS

No. 3568—White 5-button poplin, turn, B and C	\$1.15
No. 3592—White 5-button Nubuck, B, C and D	1.90
No. 3569—White strapless pique pump, C	1.60
No. 3551—Tan pump, 2-strap and bow, welt, C and D	1.60
No. 357—Tan 5-button oxford, welt, B, C and D	1.90
No. 3553—Patent leather pump, 2-strap and bow, welt, C and D	1.50
No. 3554—Gun metal pump, 2-strap and bow, welt, D	1.60
No. 3548—Gun metal strapless pump, welt, D	1.60
No. 3511—Tan calf lace oxford, rubber sole and heel	2.09

MEN'S OXFORDS

No. 512—Tan calf blucher oxford, welt, D wide	1.90
No. 505—Gun metal button oxford, welt, D wide	1.90
No. 502—Gun metal blucher oxford, welt, D wide	1.90

HIRTH-KRAUSE CO.

Shoe Manufacturers and Jobbers
GRAND RAPIDS, MICH.



The Season for Elkskin Outing Shoes is at its height

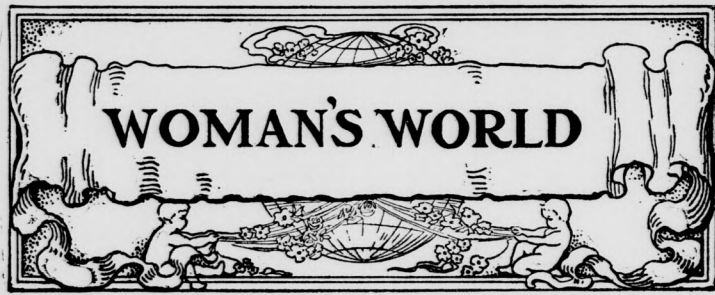
Be sure you are giving your customers all the value possible for the money.

Buy your outing shoes of us and you have a line that is unequalled 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.



New Patriotism Demands Protected Married Relation.

Lansing, June 30—The Glasner bill has been passed—not by the Legislature, but by the Episcopal, Congregational, Christian and other church organizations. Perhaps this is better than legislative enactment of law. Right public sentiment is stronger than legislative acts. When public sentiment is right, strongly efficient, laws are superfluous. Such a sentiment is a law unto itself and blazes its own trail. The church, organized against the solemnization of marriage unless the contracting parties can produce a clean bill of health, becomes a rock against which "the gates of hell cannot prevail."

The Glasner bill evoked more discussion than any other measure presented to the Legislature. The discussion evolved a new patriotism—not new in spirit, but in manifestation. The discussion, on one side, was cobwebby and sentimental, on the other, if fragmentary, had the ring of reason, the fortification of history and experience.

Historic Pictures.

Henryk Sienkiewicz, in his interesting book, "Quo Vadis," has given the reading and thinking world a great picture of the debauched marriage relation of Nero's time, about the middle of the first century, A. D., an age in which vile women were at a premium and virtuous ones almost unknown. The marriage relation was a joke and it sacredness observed as astronomers observe the planets, at a great distance.

The significance of this picture of Roman civilization in its perishing, after centuries of growth, is in sharp contrast with that early Roman life dominated by the Roman mothers who gave to their offsprings an in-born inheritance of all that was lofty, inspiring and ideal, in the early years of the Roman republic. It was the Roman youth's inheritance bequeathed by a virtuous motherhood and a clean home that made the "Eternal City" mistress of the world and maintained her as such for many centuries. "In that early day to be a Roman was greater than a king." So it may be said truthfully and historically, that a proper marriage mating made Rome and a debauched miss-marriage mating destroyed her.

Coming down the pathway of history sixteen centuries, to 1620, we come upon the world's most inspiring suggestive picture of race betterment through proper marriage mating. The New England settlers were Oxford and Cambridge men that represented the best blood, brain and accumulated

culture of old England. When John Cabot Lodge made his study of the distribution of ability in the United States he found that five states outside of New England had twenty-seven names in the American and English encyclopedias, while little Massachusetts had 2,686. Mr. Davenport, the greatest authority we have on Eugenics, attributes this wonderful record, the propagation of good ideas, virile citizens, moral growth, to proper marriage mating, and this attribution cannot be reasonably doubted. Any one at all familiar with New England's contribution to American race betterment, home, school and Nation building, must admit that her prominence was largely due to proper marriage relations. Her Longfellow, Emerson, Channing, Whittier, Bryant, Oliver Wendell Holmes, Lowell, Webster, Garrison, Dix, Alcott, Stowe, John Brown and others too numerous to mention, made New England the center of the most intellectual, moral, patriotic, social-service uplift known to the world and still makes her the intellectual center of the United States. Mark the intellectual history of Northampton. During its history this town has sent out 114 lawyers, 112 ministers, ninety-five physicians, 106 educators, seven college presidents, thirty professors, twenty-four editors, six historians, fourteen authors, among whom are George Bancroft, John Lothrop Motley, Professor Whitney, J. G. Holland, thirty-eight officers of state, twenty-eight officers of the United States, including members of the senate and one president.

How comes it that this little colony has raised up this great company of authors, statesmen, reformers? No mere chance is working here. Fruit after this kind is the divine explanation of Northampton's influence upon the nation, the influence of marriages calculated to propagate the highest ideal of citizenship. From this historical and sociological viewpoint we are glad the churches have passed the Glasner bill.

The Other Side.

Two Jukes sisters, illegitimate and immoral, of New York State, furnish a record of vicious mating by marriage that causes its own condemnation. The descendants of the Jukes sisters have been carefully enumerated and followed through five generations. They were progenitors of 709 individuals. Of the females, more than 52 per cent. were immoral—the whole family was one of criminals, prostitutes, vagabonds and paupers. This one family cost the State more than \$1,500,000 during five generations and is still exacting a toll at an in-

creased ratio. To deny the state the right of self defense in such an inundation and propagation of vice through marriage is to place a premium upon degeneration, crime, and sin. Under the Glasner bill the Jukes sisters would have been forbidden the privilege of marriage and the State would have saved from the curse of growing out of it. There are many lesser Jukes families in Michigan contributing a harvest of sin, crime, vagabondage, disease and exacting a heavy tax toll. We are glad the preachers have passed the Glasner bill.

"Now, the morality which counts is that which is practiced, not that which is only taught," say the preachers. "Faith without works is dead." The times furnish us with a picture of a certain division of labor—the fathers work for the sons; the sons rest for the fathers.

This is being too much at ease in our American Zion. Only through marriage selection can we produce men who can govern themselves and become masters of the new world in order to acquire the good that is in it. The twentieth century must give us fathers and sons of faith, action, love and hate, who, putting their hands to the plow leave, as their witness, a straight furrow in the field of life.

The new patriotism demands a protected marriage relation. Let us hang up its portrait here, "Patriotism is an assembly of sentiments, of inherited tendencies, of affinities which make us discern beyond the individual life, beyond the life of the family, a grand and broad common life in which we

have a part.

"Patriotism is love of country. Our country is a part of our blood, of the nervous fiber of our individual life, of our thought, of our speech, of our very tones of voice. It is knit in our bones and sings on our lips. Our country is more. It is the frail and lovely head which comes demanding a place at our fireside; it is he who, lying on his mother's knee, bears sleeping within him all the past and all the future."

The new patriotism demands that the child shall be begotten by clean parents. For this cause we are glad that certain patriotic churches have passed the Glasner bill.

Robert E. Dixon.

Neighborhood scandal is like a certain animal that prowls about in the night—the more you stir it up the worse the smell.

You can not reap figs from thistles. Neither can you get any sweetness out of life if all you put into it is growls, scowls and kicks.



**We Advertise
Mapleine**

constantly in the leading women's magazines.
Don't risk losing a customer by not having it in stock.

Order from your jobber or
Louis Hilfer Co.
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.



Paragon Gold Eye Needles

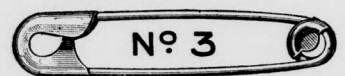
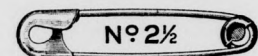
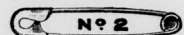
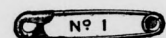


Large oval eyes, grooved so the thread does not project, and passes easily through cloth.

Stewart's GUARDIAN Protected Coil Safety Pins

Handsomely Carded and Boxed.
Superior Quality
Nickel and Black.
Protected Coil Prevents Fabrics
Catching.
All Sizes Retail @ 5c the Card.

Superfine Quality
Attractive Wrappers
Excellent Profit



SAMPLES AND PRICES ON REQUEST FROM
YOUR OWN JOBBER

PRATT & FARMER CO.
48-50-52 East 21 St. NEW YORK

Convenient Reference for Brides.

The problem of selecting kitchen utensils and household necessities is one that confronts a large number of brides at this season of the year. There are so many lines carried in a hardware store that many of them are liable to be overlooked or forgotten by the purchaser or by the salesman. A good plan to follow is to have lists ready for reference. The customer generally has a list, but as a general rule it is incomplete, and the customer sometimes becomes irritated by being offered lines for which she has no use. When a list of suggestions is provided, it can be handed to the customer, who can peruse it carefully and leisurely without being disturbed or annoyed by a clerk offering many lines in which the prospect is not interested. In some of the towns and small cities there are firms who send out practical booklets containing lists of household necessities. By watching the newspaper announcements, the firms are enabled to get the names of many newly-married couples.

The following list contains some of the lines usually carried in the hardware store, and can be added to if necessary. It was compiled by a Canadian contemporary.

Tear this page out and keep it handy for reference. It could be used to guide customers in their selections.

Wire Dish Covers.	Cash Box.
Vegetable Baskets.	Clothes Basket.
Soup Kettles.	Clothes Hamper.
Potato Pot.	Clothes Brush.
Slop Pail.	Clothes Hangers.
Table Mats.	Hammock.
Knife Boards.	Coffee Percolator.
Knife Polish.	Soup Strainer.
Moulding Hooks.	Tea Strainer.
Screw Drivers.	Spice Cabinet.
Tack Hammer.	Baking Dishes.
Sweeping Comp.	Mixing Spoons.
Bath Spray.	Crumb Tray.
Bath Room Shelf.	Dipper.
Bath Room Mir.	Soap Dish.
Paring Knife.	Dust Pan.
Bread Knife.	Broom.
Butcher Knife.	Egg Poacher.
Cook's Knife.	Egg Turner.
Pot Fork.	Fruit Press.
Sharpening Steel.	Ice Shaver.
Cleaver.	Trays.
Cake Cutter.	Scissors.
Knives.	Match Safe.
Forks.	Tea Pot.
Spoons.	Coffee Pot.
Rolling Pin.	Tea Kettle.
Alarm Clock.	Fry Pans.
Muffin Pans.	Double Boiler.
Kneading Pans.	Preserv. Kettle.
Electric Iron.	Saucepans.
Toaster.	Roasting Pan.
Electric Fan.	Baking Dish.
Vacuum Cleaner.	Colanders.
Carpet Sweeper.	Soup Strainer.
Account File.	Dish Pan.
Sprinkling Can.	Bread Pan.
Canvas Gloves.	Pie Plates.
Furniture Polish.	Bread Mixer.
Dustless Mop.	Cake Mixer.
Food Chopper.	Clothes Pins.
Mincing Knives.	Potato Masher.
Gas Toaster.	Wood Spoons.
Coffee Mill.	Wood Bowls.
Funnel.	Water Pail.
Lemon Squeezer.	Door Mats.
Flour Sifter.	Bread Board.

Egg Beater.	Wash Board.
Corkscrew.	Mangle Wringer.
Can Opener.	Washing Machine.
Trays.	Clothes Line.
Household Scales.	Wash Bench.
Apple Parer.	Tubs.
Spatula.	Pails.
Egg Timer.	Meat Board.
Asbestos Mats.	Stove Board.
Cake Pans.	Wash Boiler.
Flour Boxes.	Mop.
Bread Boxes.	Towel Rack.
Cake Boxes.	Radiator Brush.
Sugar Cans.	Feather Duster.
Coffee Canisters.	Stove Brush.
Tea Canisters.	Window Brush.
Ice Pick.	Sink Brush.
Graters.	Bannister Brush.
Mixing Bowl.	Gas Stove.
Cake Turner.	Fireless Cooker.
Pot Scraper.	Refrigerator.
Meat Saw.	Ice Cream Fr'zer.
Coal Scuttle.	Casserole.
Stove Shovel.	Bean Pot.
Garbage Pail.	Custard Pot.
Step Ladder.	Broiler.
Step Lad. Chair.	Meat Skewers.
Ironing Boards.	Saltshaker.
Clothes Driers.	Flour Shaker.
Clothes Bars.	Soap Shaker.
Sleeve Boards.	Steamer.
Bake Boards.	Fiber Pail.
Rolling Pins.	Granite Pail.

—American Artisan.

Get Better Acquainted With Yourself.

You have only one life to live, and of course you want to make the most of it. Naturally this refers to earthly existence. The making of what comes afterward depends upon the success of the life we now live. Too many do not realize that the real success is in living so that we may not be ashamed of ourselves either among friends or when alone. Men who find satisfaction in their own companionship are the safest. The fellow who can not be happy unless he is being entertained is the one who must have something unpleasant to think about when his thoughts are his only companions. It is all right to be fond of society, for we are not supposed to live alone, but there is no person who should not be willing once in a while to sit down contentedly and think it over with himself. If some people would get better acquainted with themselves they might be induced to clean house and become more respectable members of society.

Sell Dolls Every Day in the Year.

Dolls make one of the best all-the-year toy lines any merchant can handle.

There are a number of millions of little girls in this country who like to play with dolls every day of the year.

The doll they get at Christmas soon wears out and a new one would be welcome at almost any time.

Unfortunately these little girls and their parents have formed the habit of thinking that dolls are strictly a Christmas proposition. And who is to blame for this erroneous idea but the merchant himself?

Dolls should be pushed sharply to the front every business day of the year.

Made In Grand Rapids**The Store Beautiful is The Store Prosperous**

THIS is just as true of the SMALL store as the BIG one—in fact the "specialty shops" are great users of fine fixtures. The big city store would not dream of opening without fine equipment, and the "small town" store should profit by their example. Everybody wants to be proud of "my store," no matter where it is. Because of big factory production, standardized designs and years of experience

THE Wilmarth LINE

offers you the best at a very reasonable price. We can furnish you with a complete outfit—or give you the latest ideas in single cases specially designed for your business. Many stores have found that when they have apparently reached their limit the installation of new fixtures has increased the business from 30 to 100 per cent. Why not send for our big catalogue?

WILMARTH SHOW CASE CO.

1542 Jefferson Ave.
GRAND RAPIDS, MICHIGAN

Chicago—233 W. Jackson Blvd.
St. Louis—1118 Washington Ave.
Tampa—215 Tampa Street
San Francisco—515 Market St.

New York—732 Broadway
Boston—21 Columbia St.
Pittsburg—House Bldg.

Minneapolis—Kasota Bldg.
Helena—Horsky Bldg.
Des Moines—L. L. & T. Bldg.
Salt Lake City—257 S. Main St.

Made In Grand Rapids**Let the Other Fellow Experiment**

Twenty years' experience in building Computing Scales, is a service that is handed you when you buy a Dayton Moneyweight Scale. There's as much difference in Dayton Scales and "The Other Kind," as there is between a Swiss Watch and a "Dollar Watch."

Buy a Scale with a System
Buy a Scale with a Record of Good Service
Buy a Scale with a Ten Year Guarantee
Buy Dayton Computing Scales

Moneyweight Scale Company

165 North State Street

Chicago, Illinois

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



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

Does It Pay to Advertise a Hardware Store?

To be a good advertiser and a live wire in a country town is to do good for yourself and liberate a spirit in your advertisements that will set people's think tank going, attract their attention by being sincere, but not serious; be ridiculous and absurd at times and acknowledge it; show them that you are interested in their welfare as well as your own; that the only way to boost yourself is to boost the community you live in. That shooting bargains and sending out for your goods and only using your home merchants as a tool is a game nobody ever got rich at; that you have got the goods the community wants and needs, that you know more about these goods than any catalogue house in Chicago, that you can do the work the community wants done and if you fall down in this, tell them that occasionally you practice what you preach, that you are only a god in process, that you only aim to be human, that the supreme prayer of your heart is to be kind and useful, and not learned, famous, powerful or rich; that you simply want to be radiant; that you want to radiate good cheer, calm, peace and courage, that you aim to be honest, natural, frank, ready to say "No" if so it be and meet all men on an absolute equality; that you want others to live their lives to their fullest and best with the idea that we may leave the world better than we have found it; that we have tinted the spirit of the times with thoughts that are helpful and hopeful and in degree have helped to eliminate the bugaboo "fears," the greatest curse to present humanity.

Can it be done? Sure I have done it for three years now, and while it has been hard, uphill work, I commence to like it. I started out with the idea of saying something good about our city, some reason why I had faith in the place, but to change this every week, bumped me into the study habit, and unconsciously I cut out some of my bad habits that I had formed after business hours, and the understanding I have obtained I would not trade for all the wealth and luxury in the world.

There is a mystery connected with the success of every business that it seems but few catch on to, and that is that the heart plays first fiddle in every man's career, and the heart is

controlled by the soul. Get your heart into the game so that the soul may dictate and you make no mistakes, for in reality there is no such thing as failure. Failure is only a matter of belief; you accept it long in your mind before you are one. A gentleman came up to me one day and said: "I can't see how your advertisements help to sell hardware and harness. You only write them because you are crazy on the subject." I thanked him for his compliment and politely told him that he misunderstood me, but this did not satisfy him, and he came back at me in this way. "Now, Mr. Arps, would you not rather write advertisements than do anything else in the store?" I told him again that he was mistaken; I would rather shoot any day in the week than write advertisements, but while my whole heart was wrapped up in advertisements, there is nothing in the world would make me crankier than to be disturbed at it.

It is hard work to write advertisements. It is a job that almost any business man hates to do, and still in this age and day it is a part of your business, although my father made a grand success of his hardware business and never spent a single dollar for advertising. So we come back again to an old familiar saying: "That the man who can preach a better sermon, make a better hook or a better mouse trap, though he live in the backwoods, the world will make a beaten path to his door." This then is service. Deal out service, courtesy and kindness in your business and you can beat any catalogue house in Chicago.

Any man that goes into any business not knowing anything about it, goes into it with the idea of making money and he bumps up against a sad illusion. For him to not go down in disgrace will mean a hard struggle, uphill work, until he can gain the confidence of the public. He has got to learn every inch of the road, and then some; for I have been over twenty-five years at it and I don't know half of it yet. The fact is one man can't learn it all, and we can all talk about getting busy.

You may draw people to your store by giving them "something for nothing," or you may attract their attention through funny pictures and other curiosity stunts, but my belief is that to get the best reaction, leaving out the matter of advertising new goods and new specialties, is to liberate some idea, some thought, some suggestion, that will improve, increase and pile up your customers' income. Not long ago a customer of

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Our No. 20 Reds and Grays average 20 lbs. to a roll. Have you ever weighed one of yours?

Order Hay Tools Now

AND BE SUPPLIED, AS
THE SEASON IS SHORT

We Carry

Meyers Hay Tools
Whitlock Rope
Diamond Steel Goods
Blood's Scythes
Fenn's Snaths

Pike & Carborundum Scythe Stones

Other Seasonable Goods

Michigan Oil Cooks
Continental Line Window and Door Screens
White Mountain and Arctic Freezers

Garden Hose

Revero, Moose—Half and three-quarter inch.
Sphinx, Elk—Half and three-quarter inch.
Gulf, Clipper—Half and three-quarter inch.

Michigan Hardware Company

Exclusively Wholesale

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

Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

Use Tradesman Coupons

mine came up in my office with tears of gratefulness in his eyes and his heart throbbing with gratitude. He had just paid the last dollar on his ranch, and he accomplished it in three years. He said at that time he was on the verge of ruination; he was trying to drown his blues in whiskey, when he was inspired through my ads to try again and he is a prosperous citizen to-day and he doesn't buy his goods from Sears-Roebuck either.

You, as a hardware merchant, are looked upon and expected to possess a more refined spirit, you are expected to set the "horrible example." What are you doing toward enlightening yourself? What are you doing toward enlightening the community, toward making it a better place to live in and trade in. What are you doing toward increasing a man's income so he won't be nosing around a Sears-Roebuck catalogue every time he wants a monkey wrench?

What are you doing toward filling the air with a spirit of hope, faith, love, encouragement, and enthusiasm?

It takes time, patience, poise, steady application, and a mind to fathom a business principle out to an end; to make it win, you must learn to fathom the human hearts in others, by your own, and when you get acquainted with your inner self, there is nothing that imbues you with such sense of power and self reliance as to know that the world belongs to you, and that you can go out and possess your inheritance; that you belong to the great arena of life, and have a part to play in the giving of yourself, that with your own hands you can accomplish the work assigned for you to do, that with your own eyes you can behold the most wondrous visions of life; that with your own ears you may be attuned to divine harmonies that from His source of being you may draw your supply for your every need, and that all of the blessings of life may be yours, if you will but make use of the opportunities for the progress and unfoldment which are a part of your daily life.

The secret of great accomplishment in the world lies in the careful giving to the small details pertaining to any work, for every structure that is reared, to stand securely must of necessity be built upon a firm foundation, and any work or character is just as strong as its weakest point.

He who would attain the heights must first learn just where he stands, just how much has been the illumination shed in his soul; and then he must start from where he is; he must build his structure of character step by step, knowing that he chooses the materials which he weaves into the fabric of his life, and by compliance with the laws that govern him he can make his future what he will.

Yes, I believe it pays to advertise in your home papers, for every man that is struggling to make something of himself is interested in the affairs of his community; he reads his home paper in preference to anything else, and so I believe in having a little

chat with my home folks every week. I believe all advertising should be good literature and all good literature is simply self-confession, and writing a little confession every week is the greatest stimulant to strengthen your weaknesses. Edward Arps.

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.
Michigan State Medical Society, Flint.
Michigan Library Association, Muskegon.
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.
Michigan Branch of the National Bee Keepers' Association, Detroit.

January.
Modern Maccabees of the United States, Bay City, 11-15.
Retail Walk-Over Association, Grand Rapids.

February.
Retail Grocers and General Merchants Association, Grand Rapids.
Michigan Association of County Drain Commissioners, Grand Rapids.

March.
Michigan Association of Master Plumbers, Grand Rapids.

Only Officers.

Corporal (to soldier reporting sick)
—What's the matter with you?
Tommy—Pain in my abdomen.

Corporal—Abdomen! Abdomen, indeed! You don't 'ave no abdomen, you 'ave a stomick. It's only the officers what 'as abdomens.

The wise young man is he who gives until the institution or individual employing him can receive no more.



Bean Harvester

The time is drawing near when you will have a steady demand for BEAN HARVESTERS. We have a very complete stock on hand and it will certainly be to your advantage to consider the matter. Send to-day for particulars.

Brown & Sehler Co.
GRAND RAPIDS, MICH.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

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

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

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

MACAULEY SAID

Those inventions which have abridged distance have done the most for civilization.

USE THE BELL

And patronize the service that has done most to abridge distance.

AT ONCE

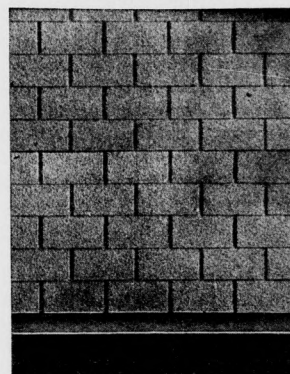
Your personality is miles away.

Every Bell Telephone is
a long distance station.



Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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

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

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



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

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

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

Wafted Down From Grand Traverse Bay.

Traverse City, June 30—The regular meeting of Traverse City Council, No. 361, was held Saturday evening, June 28, with all of the officers present excepting one, and he was excusedly absent. About thirty of the faithful braved the extreme heat and remained in their places during the session. One member of the Executive Committee had to be excused, thereby missing Senior Counselor Murphy's detailed description of the Grand Rapids convention. Chairman of the Entertainment Committee Sam Taylor returned from Sutton's Bay in excellent physical condition. He had been entertained all day by the Board of Trade of that city and it was decided to hold our annual picnic at Sutton's Bay, August 16, and if that Board of Trade keeps its bigness, every U. C. T. in Northern Michigan should plan to attend the picnic. A unanimous vote of thanks was extended the citizens of Omena for their invitation to hold our picnic there. The Executive Committee appointed Earl C. Knowlton to the office of Sentinel, advancing W. E. Bennett to Page, H. C. Hoffman to Conductor and Frank Wilson to Junior Counselor, the last chair having been made vacant by the removal of R. E. Weaver to Grand Rapids. The newly-appointed officers, were installed by Past Counselor Wm. Chapman. A. L. Jahraus was unable to attend the meeting, but sent up a box of "Diamond J's." Other cigarmen please copy.

If we may believe but half the reports given by the brothers who visit-

ed the State convention at Grand Rapids, nothing of so much importance has happened since the flood. We never saw a man of so slim a frame radiate so much enthusiasm as Harry Hurley. Harry don't remember the flood or that Christmas day one thousand nine hundred thirteen years ago, but he is willing to wager a sample sack of flour that if the Grand Rapids U. C. T.'s had been handling those events they would have been pulled off in a more fitting manner.

The flag was not in evidence in the Council chamber this meeting. It is not true, however, that Adrian Oole's baby won't give it up. Adrian is unable to attend the meeting, but if he had come, he thinks he could have gotten the flag from the child.

Fred Atkinson has returned from a business trip through the West. He reports many courtesies extended him by brother U. C. T.'s.

Mrs. B. J. Reynolds is visiting her parents at Dublin. Brother Reynolds is still running for the ball games.

As we grow older we pay less attention to the little holidays we used to delight in. Fred Meyers was in Manistee a few weeks ago and discovered it was his birthday. Lew Miller is about the same age.

Grand Secretary F. C. Richter returned this morning from Columbus, Ohio, where he has been attending the meeting of the Supreme Council. He assured us that the trip home was far from a pleasure ride and he appreciated the cooling breezes of Northern Michigan.

Everybody is a committee of one to pull for the annual picnic at Sutton's Bay, August 16. Be sure and bring all the children. There will be a ball game, races, music, bathing and something doing every minute. We will have free use of the famous fair grounds and the merchants will declare a holiday to help us make it one grand big day.

Brother H. S. Stucke was so enthusiastic when he saw W. C. Ashley cleverly landing a big bass that his primitive nature showed up and when the fish got within reach of the boat he snatched it with his bare hands. He got the fish also a hook clear through the thick of the thumb. The hook was cut out with a dull jack knife and the rest of the day Henry used the landing net.

Brother Chas. Knapp has leased the building on Front street, recently occupied by the Wear-U-Well shoe store, and has put up a very nice ladies and gentleman's five cent shoe shining parlor with a shoe repair shop in connection. B. E. W.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, June 30—Last Saturday was a gala day for about sixty U. C. T. members and their wives who went out to Hydorn's farm for a picnic. A good time was reported by all. Harry furnished the ice cream and lemonade. F. E. Smith, the R. B. man, furnished 500 cigars, which were enjoyed by all the smokers. John D. Martin brought a half peck of oats for Harry's horse. Games were played and most of them returned about 9 p. m.

Next Saturday is meeting night. Don't forget to attend. We need you there. Important business.

Ask Brothers Scott and Young how much milk they got from Harry's cows?

Mrs. O. W. Stark, who had the misfortune of fracturing her left arm some time ago, is getting along nicely. The doctor expects to remove the cast in another week. We trust that from now on misfortunes will leave the home of Brother and Mrs. Stark.

We hope that the brothers who had new members lined up to become U. C. T.'s will not forget to bring them up on July 5. Now that the convention is over, let us try and reach that 500 mark. We can do it. Let's get busy. Wm. D. Bosman.

Encouraging Reciprocal Duties With Foreign Countries.

Washington, D. C. June 30—I am pleased to note in the issue of June 25 the article regarding shoes and hides. Of course, it is risky to prophesy but I would not be at all surprised to see shoes and leather both advance after the new tariff bill is passed. There has been a great deal of curtailment in anticipation of free leather. This apparently has not affected the hide market and raw material is as strong and high as ever. It would not surprise me to see a shortage in hides, shoes and leather when the fall demand sets in.

In the Underwood bill the leather industry is the only large and important industry with foreign competition which is placed immediately and without countervailing duties upon the free list. The importations of leather for the ten months periods (the last report by the Bureau of Statistics) ending April 30, 1911, 1912, 1913 are \$4,545,090; \$5,658,419; \$7,606,110, respectively. These large importations of leather have paid an average duty of about 7½ per cent, under the Payne-Aldrich law. With free leather and free shoes contemplated in the Underwood bill the importations of leather will, doubtless, increase much more rapidly than they have during the past three years.

Unless the exports of shoes and leather from the United States are materially increased may of our tanneries will be compelled to remain idle.

Nearly all the nations of the world, except England, impose large duties upon leather and leather goods. It should be the effort of our Government to get these duties reduced. If the United States places leather and leather goods upon the free list with-

out qualification a great opportunity to extend our business will be lost. Although the Underwood bill as passed by the House has ignored this opportunity, the Democratic members of the Senate Finance Committee seem disposed to remedy the defect by imposing so-called countervailing duties authorizing the President, in cases where foreign nations are not disposed to reciprocate by lowering their duties, to raise the duties of the United States on the same or other goods coming from these foreign countries.

In other words, countervailing duties gives this country an opportunity to trade for lower duties in foreign countries.

It is the wish of the President, as expressed in his message to Congress, that the manufacturers of this country should seek a larger foreign market and "whet their wits" by competition with the world. For the very purpose of encouraging such world competition the President should have authority to treat with foreign nations in the matter of tariff rates. Some measures of reciprocity should be made possible in this new tariff law which proposes to so materially open to foreign nations the markets of this country. Van A. Wallin.

An Old Story Retold.

Four men were playing poker on a Mississippi steamboat. They were all wild fellows.

In some way, which he didn't care to discuss, one of the players had been deprived of one eye.

He used the other eye to good advantage, however, and when his companions seemed inattentive, with nimble fingers would slip a winning card or two up his sleeve.

After this had been going on for some time, one fellow who had become hoarse saying, "That's good," straightened up, laid a gun on the table, and said:

"Men, there's a feller in this game what ain't playing square. He's been cheating. Now I ain't going to call no names, but if I see him do it again, — him, I'll shoot out his other eye."

The sassier the letter you write the sassier will be the one you will get back, so what have you gained? Put it in the fire before you ever send it; then there will be none coming back.



CHICAGO BOATS

Graham & Morton
Line

Every Night

DETROIT DETONATIONS.

Cogent Criticisms From the Metropolis of Michigan.

Detroit, July 1.—F. F. Hughes (Edson, Moore & Co.) who does some farm work during the day, but does actual garden labor evenings at his suburban home at Royal Oak, knows the game in all its scientific phases. Frank planted some beans early in the season and, to his dismay, found they had come up through the ground beans up. Thinking they had made a mistake and grew wrong side up, he went about it to plant them over again, placing all the beans in the earth.

P. C. Palmer, young in years, yet a veteran of the road, has resigned the position he has held as Western Michigan representative for Burnham, Stoepel & Co., the resignation taking effect July 1. Percy will engage in the dry goods business in Windsor, Ont., his household goods having already been shipped to that point. He will be missed by the traveling men in general, but by his customers most, who had come to respect his square methods of doing business and his intimate knowledge of the merchandise he had to sell. Representing Burnham, Stoepel & Co. for over ten years, he was always a runner up among the salesmen for that concern. That he will make a success in his new field of endeavor there is not the slightest doubt and the best wishes of travelers, customers and numberless other friends are extended to him.

While sweltering in the trains these days, think of the snow blockades of but recent date!

Fred Larrett has been appointed to succeed P. C. Palmer as Western Michigan representative for Burnham, Stoepel & Co. Mr. Larrett is a young and aggressive man and, after serving in the house for a number of years, was selected as the most available candidate to fill Mr. Palmer's shoes. He will, undoubtedly, make his headquarters in Grand Rapids and would make a splendid addition to a splendid council—referring, of course, to No. 131.

Here's something we overheard on a street car the other day, the conversationalist referring to the suffrage movement. "Wot t'ell we want suffrage fur? Ain't I delivering nearly all th' washin' fur my woman? If we git suffrage, I spose she'll git so independent she'll 'spect me to help her do the washins, too."

John McMahon, Edson, Moore & Co.'s special representative, who has been seriously ill at home for the past two months, is slowly recovering and expects to resume his duties at an early date. Here's hoping, John, it will be sooner than that! His place has been filled by Frank Myer, assistant manager of the underwear department.

A traveling man should not waste so much time trying to accommodate his customers that he neglects getting business from them.

"Jimmy" Reid, who covers a portion of the Upper Peninsula for Edson, Moore & Co., is going to Europe

this week, where he will make a stay covering nearly two months. While in Europe "Jimmy" will exhibit and dispense a portion of his hard earned "expense" money.

Many of the boys have saved enough from the expense accounts to take a trip to the back porch for their vacation.

Everybody can have a hot time now without spending any money for it. The fatter the hotter.

Joe Kain, city representative for A. Krolik & Co., is going to spend a portion of his vacation at Belle Isle this year.

Charles Moore, veteran salesman for Edson, Moore & Co., is slowly recovering from a several months' illness. His many friends will be pleased to see him around his old station again and hope the time before he appears will be short.

Glen Pope, department manager for the Herpolsheimer Co., up in the village called the "Rapids," informs us that the reason a man does not give a woman all the money she wants is because there isn't that much money.

Tradesman Ad.: "Store in Fenton for rent, shelving, tables and living rooms." We've seen rooms in hotels that we thought were ready to walk away. Anyway, we were sure the beds were alive.

Some traveling men are color blind—can't tell the difference in the color of their expense money and their personal money.

We're going to hunt up Ura Donald Laird on our initial trip into Cloverdale—beg pardon, Cloverland—if we are obliged to go 100 miles out of the way to do so. We hope to find "Bill" Pohlman, formerly known as "Happy Bill, the workingman's friend," with him.

Our youngest son says he can't see why the editor should call us Sunny Jim. "Your head looks more like the moon," quoth the son.

Harley Eberstein is now representing Burnham, Stoepel & Co. on the territory tributary to Traverse City. Harry Whitbeck, who formerly covered that section, is now covering the territory adjacent to Detroit. Speaking of Harley and for the benefit of the unmarried female relatives of U. C. T. members, we can state, without fear of contradiction, that a handsomer young and single man or a better fellow never stepped into Traverse City. To the U. C. T. members, we call attention to the fact that Harley is eligible to membership in that order.

Both of the Detroit Councils relinquish all claims to the baseball cup—until next June.

H. L. Proper, of East Lake, was a recent visitor to Detroit. As Mr. Proper is a friend of the writer, we will close the incident without further comment.

A. F. Smith, advertising manager for the Citizens Telephone Co., of Grand Rapids, and former traveling examiner for the K. U. of Michigan, is expected to take a short trip through Michigan in the near future in the interests of the order.

After living in Detroit for four weeks, we wonder how we ever stood it in Grand Rapids so long.

One of the truly remarkable incidents relative to the episode pulled off by our friend from Cloverland was the fact that Editor Stowe offered to put up \$100 as security. Whoever dreamed of an editor having that much "mazuma?"

The Legislature is going to see to it that the traveling men are provided with nine foot sheets. If some of the country merchants don't demand that the Legislature pass a law compelling traveling men to be muzzled, everything will work out satisfactorily.

Some fellers who are continually getting into debt sometimes have the devil to pay.

We wish at this time to extend our thanks to the largest little daily in Michigan, the Manistee Advocate, for the many kind remarks they have made regarding us.

One advantage of writing a column, we are sure of getting plenty of mention for ourself.

Time to blue pencil the blue goose stuff for the season!

We note from a recent issue of the Tradesman, the grocery salesmen will all take the same week for their vacations. This would also be an opportune time for the livery men to go on a fishing trip.

Arthur Rein, hosiery salesman for Edson, Moore & Co., was suddenly stricken with appendicitis one day last week and was removed to Harper Hospital. At last reports Mr. Rein was resting easy and will recover.

On Wednesday, June 25, Wm. M. Mervin, Secretary-Treasurer of the Best Stove Co., was united in marriage to Miss Ida Whiteman, a young lady of many talents and many friends. Mr. Mervin is an old Knight of the Grip, having formerly sold gas ranges for the Art Stove Co. Three years ago he joined forces with Wm. Best, inventor of their present product, the Best gas range, organizing the company of which he is now Secretary. Largely through Mr. Mervin's executive ability and wonderful personality is due the phenomenal growth of the company in such a short space of time, shipping ranges into nearly every state in the Union. With the marriage of Bill Mervin one of the best "catches" of the season passes off the boards. The Tradesman joins with Mr. and Mrs. Mervin's hosts of friends in wishing them a happy wedded life.

Herb Murray, A. Krolik & Co.'s Southern Michigan representative and the most active U. C. T. (No. 9) member in captivity and all around good fellow, imparts in all confidence the following information: "A great many arguments advanced by salesmen are like the appendix—of no use—and should be cut out."

"Nick" Ballard, veteran traveler of Windsor, Ont., has been slated for the minors. Nick took a trip covering an area of about twenty-four miles around Windsor and to show how he has slowed up, he was unable to find his home for four days thereafter.

We shall expect Secretary John W. Schram, of Cadillac Council, No. 143, to use these columns to boost his Council. We are ready to use our pencil to manufacture the flattery

stuff as soon as 143 passes 131 in membership.

There is one incident connected with the traveling men which drives all humor from our system and only goes to show that, contrary to the U. C. T. banquet speeches, traveling men have their faults, as well as other humans. The thought we have in mind is the demand that Uncle Sam keep his postoffices open at certain hours on Sunday. Most traveling men get through with their week's work on Friday and, as the comic paper says—nothing to do till Monday. Postoffice employees work six days a week (exclusive of Sunday). Have the travelers no regard for others than themselves? It is a mighty "mechanical" salesman who couldn't get his "orders" on Saturday or Monday. If he figures ahead where he will be on Sunday, surely he could stretch a point and let his firm know; or, if he is the "mechanical" kind, his firm could let him know where he should be on Monday. Give the postal employee a rest on Sunday!

Of course, merely saying Thomas F. Follis shouldn't disturb one's equilibrium.

Last Saturday the employees and families of Burnham, Stoepel & Co. joined together in an excursion to Bois Blanc Island. The most interesting part of the day's festivities was a ball game between the married men and single men, which ended in the fifth inning by a score of 4 to 1 in favor of the singles. The big feature was the decadent umpiring of Elmer Brevits, who, being a man of freedom (single), naturally showed all partiality toward his own kind. As the married men were coming strong, it was deemed best by the singles to call the game. One noticeable incident showed itself whenever the pitcher made a motion to throw the ball to the married men, instead of striking at the ball, they would invariably duck.

Lots of fellows who have good strong eyes use glasses—to drink from.

Many others have brought home packages and never went shopping.

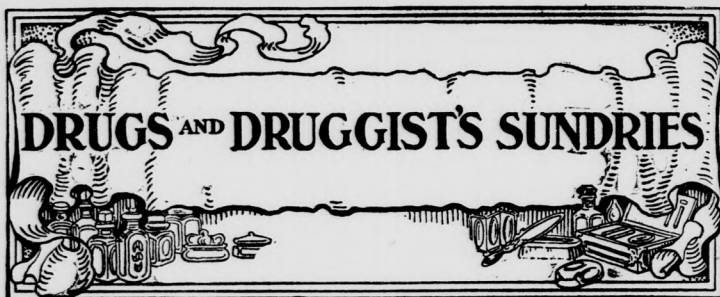
We're going to fool E. Mather, merchant of Cedar Springs, again.

We're visibly affected by the heat. For proof of this statement read our idle prattle this week.

A little early in the game to call for help, but we are very desirous of making the Detroit columns as interesting as possible. We wish at this time to ask the readers who are interested, to send or give us any available items of interest to all the traveling men or their victims, the merchants. Changes in position, sickness or any information of interest, either serious or frivolous, will be gladly received. Address communications to 211 Columbus avenue, Detroit. James M. Goldstein.

The Ira M. Smith Mercantile Co. has changed its name to the Ira M. Smith Co. and decreased its capital stock from \$250,000 to \$100,000.

Erwin E. Blakeslee succeeds Richard Wiersma in the grocery business at 363 Grandville avenue.



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

Michigan State Pharmaceutical Association.

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

"Store Personality" in the Retail Drug Business.

"If I were a retail merchant," said a friend of mine the other evening, "I would trademark my store. Why don't merchants do it?"

"Some do," I answered, "but the way to trademark a store is different from the way to trademark a single product."

My friend was correct in feeling that all too few merchants take advantage of the trademark idea. Almost every merchant has a standard signature or manner of printing his company name on his stationery and other printed matter. Some have fixed styles of advertising, which continue the same from season to season. Very few, however, go one short but important step further, and "trademark" their store, by giving it a definite, distinctive "Personality," to attract added publicity and produce increased sales.

The "Store-Personality" is not merely a pretty theory. It is not a feature for the large store only. In fact, since the small downtown establishment and the uptown "neighborhood" store are apt to depend on their larger number of sales to a smaller number of regular clients, both are apt to see definite results from it even sooner than the larger establishment.

The history of a new drug store in a certain large Western city vividly illustrates the value and possibilities in a "Store-Personality." In a new business block near an uptown residence district, an enterprising pharmacist started a drug store. His place of business was situated midway in the block, with a millinery shop and a tobacco store on one side, a small tailoring establishment and

a grocery on the other. There was nothing in the outside appearance of his place of business to distinguish it in any way from hundreds of other stores of its kind throughout the city.

From the first, he realized that his competition with those of his neighbors. His problem was to attract show windows would be in continual the attention of the steady streams of passersby, long accustomed to trading with another druggist a block and a half below, and divert them to the new establishment. To do this, he realized that the appearance of his store must be both unique and inviting. His first thought was to use some striking illumination. He gave up this idea on account of the first cost of installation and because it would be useful only after dark. Knowing the limited capital left at his disposal, he turned to his show window and there he found the solution to his problem.

After some careful study, he instructed his carpenter to build a lattice across the back of the window, with a large irregular opening, several feet in diameter, a little to one side of the center. Through this "window" the passerby gains an attractive glimpse of the white marble soda fountain and white counters inside the store.

Over the lattice, which is colored a soft artistic brown with shingle-stain, grows a dark green vine of artificial leaves. One week this vine blossoms with bright colored magazines, the next it is hung with window cards and attractive hangers. Candy boxes grow there now, to be followed soon by the toilet articles. At times a giant spiderweb spans the opening in the lattice and carries its share of the display.

The attractive combination of the soft brown of the lattice with the dark green of the leaves makes a splendid background for the gayer colors of the signs and packages. The vista of clean white woodwork and marble through the great irregular window in the lattice is especially inviting. Many of his first customers and visitors testified to that, when they said they "wanted to see if it was really as nice inside as it looked."

The best feature of all, however, was the immediate publicity which came to the new store. Long before a firm name could have become generally familiar. "The Latticed Store" or "The Lattice Work Store" were bywords in the neighborhood. Almost every passerby remembered the window where few could have recalled his name. Consequently, almost within a fortnight, every per-

son in the neighborhood could understand a reference to the "Lattice Work Store."

Since the merchandise he sells backs up the first good impression, the store has quickly become popular, and is well on its way to prosperity. The next step will be to use the words, "The Lattice Work Store," on all wrapping paper, stickers, labels and similar articles. With the passage of time, and after the reputation of the store for quality has become firmly established, the term "The Lattice Work Store" will be used as a trade-mark on other brands of merchandise. When that day comes, "Lattice Work" Toilet Cream and "Candy from the Lattice Work Store" will help to spread its fame.

In this manner an "unconscious" trade mark of the best type is being established—best because it was voluntarily selected by the customers. The ordinary trade name demands a long and expensive campaign of education to force it on the public mind. This one came into immediate popularity, practically without effort or expense. If you are critical, you may say that this was all purely accidental. Of course, the man behind the idea could not foresee the remarkable turn which developments have taken—in fact, that it was only his careful planning and choice of his distinctive window that made the development possible.

The value of such a "store-personality" is an asset that is almost altogether overlooked. There is no set way to attain it, for it is just the element of originality and individuality that is most important to its success. No store need be without it, because it is not a matter of capital and does not necessarily compel the expenditure of much money.

This man attained it through his window. A certain hardware merchant uses a one-color scheme—a blue front for his store, blue wrapping paper, blue stationery, etc. A merchant in another line capitalizes his unusual delivery service under the catch-phrase "The Motorcycle Store." As a result each of these merchants has felt the value of the "Store Personality." Each testifies to the advantage that it gives him over his competitors who lack it. Has your store a "Personality" that attracts trade and increases profits?

Marsh K. Powers.

Wants Bacterial Standard.

Dr. Bradley H. Kirschberg, city chemist of Schenectady, arranged a conference with ice cream manufacturers of the city, to consider methods of improving the quality of ice cream. Dr. Kirschberg, who says he believes the city should establish a standard and compel all manufacturers to live up to it, says one million bacteria count per centimeter is regarded as a safe standard. He says tests in Schenectady have shown the presence of from 1,000,000 to 20,000,000 bacteria.

It's the toughest kind of tough luck to have your watch stolen when you are on your way to pawn it.

Toothache Drops.

The following are recommended:
 Never Fail Toothache Oil.

Creosote	5 drs.
Chloroform	5 drs.
Oil of Cloves	5 drs.
Oil of Peppermint	5 drs.
Oil of Camphor	6 drs.
Phenol	6 drs.

Odontalgine.

Phenol	4 drs.
Camphor	1 oz.
Chloroform	2 ozs.
Oil of Cajeput	4 ozs.

Tribute the phenol with the camphor; add the chloroform, and then add the oil of cajeput.

Toothache Jelly.

Phenol	4 ozs.
Menthol	30 grs.
Thymol	30 grs.
Collodion	30 min.

Shake all together to form a jelly.

British Toothache Essence.

Oil of Cloves	1 dr.
Chloroform	3 drs.
Camphor	4 drs.
Oil of Turpentine	8 drs.
Alcohol	8 drs.

The Effect of Quinine.

A loquacious woman entered a drug store and as she made her purchases her speech flowed on uninterruptedly. When she asked for some quinine she gave a long discourse upon the drug, finally concluding thus: "Quinine is a splendid medicine for curing colds, but it is very injurious to the brain. I have taken it all my life."

Let the Boy Do It.

Don't spend your valuable time doing work that you might teach the office boy to do. Once I saw a man sitting at a big mahogany desk ruling some sheets of paper. In the next room sat a restless boy with nothing to do. Nearby was a stenographer who appeared busy, but who was really writing "Now is the time," etc. In the course of our conversation the man made the usual complaint of being "so busy he didn't have time to think." "Why don't you give that boy some of your work?" I asked.

"Oh," said the man, "he couldn't do this the way I want it done."

"Then why don't you show him how?"

"Oh, I haven't time—that would take longer than to do it myself."

Too busy to think! Surely something was preventing him from thinking. I could see that the case was typical—he was that way about everything. And there are many like him.

You never know how great a help a bright boy can be until you take the trouble to teach him how to help you.

Andrew Stebbins.

Business Wagons

12 styles carried in stock-12

\$ 47.00 to
\$140.00

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

WHOLESALE DRUG PRICE CURRENT

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

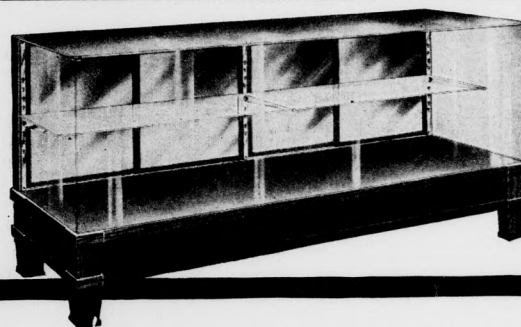


Our Home—Corner Oakes and Commerce

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.



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

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

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
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Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Brazil Nuts
Corn Syrup
Flour, Ceresota
Salted Peanuts
Smoked Hams

Opium

DECLINED

Index to Markets

By Columns

Col.	1	2
A	AMMONIA	Beans
Ammonia	12 oz. ovals 2 doz. box 75	Baked 85@1 30
Axle Grease	AXLE GREASE	Red Kidney 85@ 95
	Frazer's	String 70@1 15
B	1 lb. wood boxes, 4 doz. 3 00	Wax 75@1 25
Baked Beans	1 lb. tin boxes, 3 doz. 2 35	Blueberries
Bath Brick	3 1/2 lb. tin boxes, 2 doz. 4 25	Standard 1 30
Bluing	10 lb. pails, per doz. 6 00	Gallon 6 75
Breakfast Food	15 lb. pails, per doz. 7 20	Clams
Brooms	25 lb. pails, per doz. 12 00	Little Neck, 1 lb. @1 00
Brushes	BAKED BEANS	Little Neck, 2 lb. @1 50
Butter Color	No. 1, per doz. .45@ 90	Clam Bouillon
	No. 2, per doz. .75@1 40	Burnham's 1/2 pt. 2 25
	No. 3, per doz. .85@1 75	Burnham's, pts. 3 75
C	BATH BRICK	Burnham's, qts. 7 50
Candles	English 95	Corn
Canned Goods	BLUING	Fair 60@ 65
Carbon Oils	Jennings'	Good 90@1 00
Catsup	Condensed Pearl Bluing	Fancy @1 30
Cheese	Small C P Bluing, doz. 45	French Peas
Chewing Gum	Large C P Bluing, doz. 75	Monbadon (Natural)
Chicory	BREAKFAST FOODS	per doz. 2 45
Chocolate	Apetizo, Biscuits 3 00	Gooseberries
Clothes Lines	Bear Food, Pettijohns 1 95	No. 2, Fancy 1 50
Cocoa	Cracked Wheat, 24-2 2 50	No. 2, Fancy 2 35
Cocoanut	Cream of Wheat, 36-2 4 50	Hominy
Coffee	Cream of Rye, 24-2 3 00	Standard 85
Confections	Posts Toasties, T. 2 80	Lobster
Cracked Wheat	No. 2 2 80	1/4 lb. 1 85
Crackers	Posts Toasties, T. 2 80	1/2 lb. 3 15
Cream Tartar	No. 3 2 80	Mackerel
	Farinose, 24-2 2 70	Mustard, 2 lb. 1 80
D	Grape Nuts 2 70	Mustard, 1 1/2 lb. 2 80
Dried Fruits	Grape Sugar Flakes 2 50	Soused, 1 1/2 lb. 1 60
	Sugar Corn Flakes 2 50	Soused, 2 lb. 2 75
	Hardy Wheat Food 2 25	Tomato, 1 lb. 1 50
	Postma's Dutch Cook 2 75	Tomato, 2 lb. 2 80
F	Holland Rusk 3 20	Mushrooms
Farinaceous Goods	Kellogg's Toasted Rice	Hotels @ 15
Fishing Tackle	Biscuit 3 30	Buttons, 1/2s @ 14
Flavoring Extracts	Kellogg's Toasted Rice	Buttons, 1s @ 25
Flour and Feed	Flakes 2 80	Oysters
Fruit Jars	Kellogg's Toasted Wheat	Cove 1 lb. 90@
	Biscuit 3 30	Cove, 2 lb. 1 60@
G	Krinkle Corn Flake 1 75	Plums
Gelatine	Mapl-Wheat Flakes, 2 doz. 2 70	Pears in Syrup
Grain Bags	Mapl-Wheat Flakes, 3 doz. 2 80	No. 3 cans, per doz. 1 50
H	Mapl-Corn Flakes 2 80	Peas
Herbs	Minn. Wheat Cereal 3 75	Marowfat @1 15
Hides and Pelts	Algrain Food 4 25	Early June @1 25
Horse Radish	Ralston Wheat Food 4 50	Early June sifted 1 45@1 55
J	Ralston Whl Food 10c 1 45	Peaches
Jelly	Saxon Wheat Food 2 50	Pie 90@1 25
Jelly Glasses	Shred Wheat Biscuit 3 60	No. 10 size can pie @3 25
M	Triscuit, 1s 1 80	Pineapple
Mapleine	Pillsbury's Best Cerl 4 25	Grated 1 75@2 10
Mince Meat	Post Tavern Special 2 80	Sliced 90@2 60
Molasses	Quaker Puffed Rice 4 25	Pumpkin
Mustard	Quaker Puffed Wheat 2 85	Fair 80
N	Quaker Brkfst Biscuit 1 90	Good 90
Nuts	Quaker Corn Flakes 1 75	Fancy 1 00
O	Victor Corn Flakes 2 20	Gallon 2 15
Olives	Washington Crisps 1 85	Raspberries
P	Wheat Hearts 1 90	Standard @
Pickles	Wheatena 4 50	Salmon
Pipes	Evapor'd. Sugar Corn 90	Warrens, 1 lb. Tall 2 30
Playing Cards	BROOMS	Warrens, 1 lb. Flat 2 40
Potash	Parlor 3 00	Red Alaska 1 65@1 75
Provisions	Jewel 3 70	Med. Red Alaska 1 35@1 45
R	Winner 4 25	Pink Alaska @ 90
Rice	Whittier Special 4 55	Sardines
Rolled Oats	Parlor Gem 3 75	Domestic, 1/4s 2 75
S	Common Whisk 1 00	Domestic, 1/2 Mustard @6 1/2
Salad Dressing	Fancy Whisk 1 25	French, 1/4s 7@14
Saleratus	Warehouse 4 00	French, 1/2s 18@23
Sal Soda	BRUSHES	Shrimps
Salt	Scrub	Dunbar, 1st doz. 1 30
Salt Fish	Solid Back, 8 in. 75	Dunbar, 1 1/2 doz. 2 35
Seeds	Solid Back, 11 in. 95	Succotash
Shoe Blacking	Pointed Ends 85	Fair 90
Snuff	Stove	Good 1 20
Soap	No. 3 90	Fancy 1 25@1 40
Soda	No. 2 1 25	Strawberries
Spices	No. 1 1 75	Standard 95
Starch	Shoe	Fancy 2 25
Syrups	No. 3 1 00	Tomatoes
T	No. 7 1 30	Good 1 15
Table Sauces	No. 4 1 70	Fancy 1 35
Tea	No. 3 1 90	No. 10 3 50
Tobacco	BUTTER COLOR	CARBON OILS
Twine	Dandelion, 25c size 2 00	Perfection @11 1/2
V	CANDLES	D. S. Gasoline @19 1/2
Vinegar	Paraffine, 6s 10	Gas Machine @27 1/2
W	Paraffine, 12s 10	Deodor'd Nap'a @19
Wicking	Wicking 20	Cylinder 29
Y	CANNED GOODS	Engine 16
Wickens	Apples	Black, winter 8
Woodenware	3 lb. Standards @ 90	CATSUP
Wrapping Paper	Gallon 2 50@2 75	Snider's 1/4s 2 35
Yeast Cake	Blackberries	Snider's 1/2s 1 35
	2 lb. 1 50@1 90	
	Standards gallons @5 00	

3

CHEESE

Acme	@15 1/4
Bloomington	@16
Carson City	@15 1/4
Hopkins	@15 1/4
Brick	@16 1/2
Leiden	@15
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@22
Swiss, domestic	@20

CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juley Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
Spearmint, Wrigleys	55
Spearmint, 5 box jars 2 75	
Spearmint, 3 box jars 1 65	
Trunk Spruce	55
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Scheuer's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	22
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.	Twisted Cotton	Per doz.
No. 50	Twisted Cotton	1 30
No. 60	Twisted Cotton	1 70
No. 80	Twisted Cotton	1 00
No. 50	Braided Cotton	1 00
No. 60	Braided Cotton	1 25
No. 80	Braided Cotton	1 85
No. 50	Sash Cord	1 75
No. 60	Sash Cord	2 00
No. 70	Sash Cord	80
No. 72	Sash Cord	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	38
Hershey's, 1/2s	38
Huyler	38
Lowmyer, 1/4s	36
Lowmyer, 1/2s	33
Lowmyer, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Webb	36
Wilber, 1/4s	33
Wilber, 1/2s	32

COCOANUT

1/4s, 5 lb. case	per lb.
1/4s, 5 lb. case	29
1/4s, 15 lb. case	29
1/4s, 15 lb. case	28
1s, 15 lb. case	27
1/4s & 1/2s 15 lb. case	28
Scalloped Gems	10
Regina	16
Bulk, pails	13 1/2
Bulk, barrels	12 1/2

COFFEES, ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracalbo

Fair	24
Choice	25
Choice	25
Fancy	26

Guatemala

Fair	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

4

Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28

Bogota

Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

Package

New York Basis	
Arbuckle	21 50
Lion	23 50

McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

Extract

Holland, 1/4 gro boxes	95
Felix, 1/4 gross	1 15
Hummel's foil, 1/4 gro.	85
Hummel's tin, 1/4 gro.	1 43

CONFECTIONERY

Stick Candy	Pails
Horehound	8
Standard	8
Standard, small	8 1/2
Twist, small	9

Cases

Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

Mixed Candy

Broken	8
Cameo	12
Cut Loaf	9
French Cream	10 1/2
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Royal Creams	14
Special	8 1/2
Valley Creams	12
X L O	7

Specialties

Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	16
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macaroons	16
Coffy Toffy	14
Cream, Marshmallows	17
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineapple	13
Fudge, Walnut	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa-nut	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses, 10	
lb. box	13
Nut Butter Puffs	13
Salted Peanuts	15

Chocolates

Assorted Choc.	15
Amazon Caramels	15
Champion	11
Choc. Chips, Eureka	18
Climax	13
Eclipse, Assorted	15
Eureka Chocolates	16
Favorite	16
Ideal Chocolates	13
Klondike Chocolates	18
Nabobs	17
Nibble Sticks	25
Nut Wafers	17
Ocoro Choc. Caramels	17
Peanut Clusters	20
Pyramids	14
Quintette	16
Regina	10
Star Chocolates	13
Superior Choc. (light)	18

Pop Corn

Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50

Cough Drops

Putnam Mental	1 00
Smith Bros	1 25

NUTS—Whole

Almonds, Tarragona	18
Almonds, Drake	17
Almonds, California	

soft shell

Brazils	@15
Filberts	@15
Cal. No. 1	@18
Walnuts, soft shell	@16
Walnuts, Marbot	@16
Table nuts, fancy	@16
Pecans, medium	@15
Pecans, ex. large	@16
Hickory Nuts, per bu.	
Ohio	2 00

Cocoanuts

Chestnuts, New York	
State, per bu.	

5

Shelled

Spanish Peanuts	12@12 1/2
Peanut Halves	@65
Walnut Halves	@55
Filbert Meats	@40
Alicante Almonds	@45
Jordan Almonds	@50

Peanuts

Fancy H P Suns	7 1/4 @ 7 3/4
Roasted	7 @ 7 1/2
Choice, raw, H P Jumbo	@ 7 3/4

CRACKED WHEAT

6

Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	50
Oysterettes	1 00
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	1 00
Zwieback	1 00

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

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

In bulk per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40
CREAM TARTAR	
Barrels or drums	33
Boxes	34
Square Cans	36
Fancy caddies	41

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

Apricots	
California	12@14
Citron	
Corsican	15

Currants	
Imported 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2
Peaches	
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 Muscatels 3 Cr.	5 1/2
Loose Muscatels 4 Cr.	6
L. M. Seeded, 1 lb. 7@7 1/2	

California Prunes	
80-100 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 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20

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

Pearl Barley	
Chester	2 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, 150 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
2 in.	11
2 1/2 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. 1, 10 lbs.	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 Graham	5 20
Wizard Gran. Meal	4 00
Wizard Buckwheat	6 00
Rye	4 40

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

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

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

Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/4s	5 35
American Eagle, 1/2s	5 25
American Eagle, 3/4s	5 15

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

Judson Grocer Co.	
Ceresota, 1/2s	5 90
Ceresota, 3/4s	6 00
Ceresota, 1s	6 10

Worden Grocer Co.	
Wingold, 1/4s cloth	5 80
Wingold, 1/2s cloth	5 70
Wingold, 3/4s cloth	5 60
Wingold, 1s paper	5 65
Wingold, 1/2s paper	5 80
Bakers' Patent	5 45

Wykes & Co.	
Sleepy Eye, 1/4s cloth	5 60
Sleepy Eye, 1/2s cloth	5 50
Sleepy Eye, 3/4s cloth	5 40
Sleepy Eye, 1s paper	5 40
Sleepy Eye, 1/2s paper	5 40

Meal	
Bolited	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, ptes., 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 00
Knox's Acidu'd, doz.	1 25
Nelson's	1 50
Oxford	1 75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19
Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS

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

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

Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

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

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

MAPLEINE	
2 oz. bottles, per doz.	3 00
MINCE MEAT	
Per case	2 85

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

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

MUSTARD	
1/4 lb 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 1 15@1 25	
Bulk, 2 gal. kegs 1 10@1 20	
Bulk, 5 gal. kegs 1 00@1 15	

Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	2 25
14 oz.	90
Mazatlan, 8 oz.	1 35

Lunch, 10 oz.	1 35
Lunch, 15 oz.	2 25
Queen, Mammoth, 19	4 25
Queen, Mammoth, 28	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	

Sweet Small	
Barrels	14 50
Half barrels	8 00
5 gallon kegs	3 25
PIPES	
Clay, No. 216, per box	1 75
Clay, T. D., full count	60
Cob	90

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

POTASH	
Babbitt's, 2 doz.	1 75
PROVISIONS	
Barreled Pork	
Clear Back	22 00@23 00
Short Cut Clear	20 50@21 00
Bean	18 00@18 50
Brisket, Clear	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 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1

SALT FISH	
Large, whole	@ 7 1/2
Small, whole	@ 7
Strips or bricks	7 1/2@10 1/2
Pollock	@ 4 1/2

Halibut	
Strips	15
Chunks	16
Holland Herring	
Y. M. wh. hoop bbls.	12 00
Y. M. wh. hoop 1/2 bbl.	6 50
Y. M. wh. hoop kegs	72
Y. M. wh. hoop Milchers	
kegs	73
Queen, bbls.	11 00
Queen, 1/2 bbls.	5 75
Queen kegs	62

Trout	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	2 25
No. 1, 10 lbs.	90
No. 1, 8 lbs.	75

Smoked Meats

Hams, 12 lb. av.	17 @17 1/2
Hams, 16 lb. av.	16 1/2@17
Hams, 18 lb. av.	17 1/2@18
Skinned Hams	19 @19 1/2
Bacon, dried beef	
sets	21 @22
California Hams	12 @12 1/2
Picnic Balled Hams	15
Bolled Hams	26 1/2@27
Minced Ham	13 @13 1/2
Bacon	17 1/2@25

Sausages	
Bologna	10 @10 1/2

SPECIAL PRICE CURRENT

12

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

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 10c 1 60
 Banner, 16 oz. 3 20
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 85
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 7 12
 Buck Horn, 5c 5 52
 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. 39
 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 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 7 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. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 04
 F. F. A. 7 oz. 11 52
 Fashion, 5c 6 00
 Fashion, 16 oz. 5 28
 Five Bros., 5c 5 76
 Five Bros., 10c 10 53
 Five cent cut Plug 29
 F. O. B. 10c 11 50
 Four Roses, 10c 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
 Giant, 5c 1 85
 Giant, 16 oz. 33
 Hand Made, 2 1/2 oz. 56
 Hazel Nut, 5c 5 76
 Honey Dew, 1 1/2 oz. 40
 Hunting, 5c 50
 I X L, 5c 6 10
 I X L, in pails 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. 80
 Le Redo, 8 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 Curve 1 1/2 oz 96
 Old Crop, 5c 5 76
 Old Crop, 25c 20
 P. S., 8 oz. 30 lb. cs. 19
 P. S., 3 oz. per gro. 5 63
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5 00
 Peerless, 5c 5 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 00
 Plow Boy, 14 oz. 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

Pilot, 7 oz. doz. 1 05
 Pilot, 14 oz. doz. 2 10
 Prince Albert, 5c 48
 Prince Albert, 10c 96
 Prince Albert, 8 oz. 3 84
 Prince Albert, 16 oz. 7 44
 Queen Quality, 5c 48
 Rob Roy, 5c foil 5 76
 Rob Roy, 10c doz. 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, 1 lb. 4 75
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per doz. 4 35
 Sweet Rose, 2 1/2 oz. 30
 Sweet Tip Top, 5c 50
 Sweet Tip Top, 10c 1 00
 Sweet Tips, 1/2 gro. 10 08
 Sun Cured, 5c 98
 Summer Time, 5c 5 76
 Summer Time, 1 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. 11 52
 Three Feathers, 10c 11 52
 Three Feathers and 2 25
 Pipe combination 3 60
 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 06
 Union Leader 25c 2 25
 Union Leader, 10c 11 60
 Union Leader, 5c 5 95
 Union Workman, 1 1/2 10 80
 Uncle Sam, 10c 48
 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
 War Path, 5c 5 95
 War Path, 8 oz. 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way up, 2 1/2 oz. 5 75
 Way up, 16 oz. pails 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb., doz. 4 80

TWIN

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

VINEGAR

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

WICKING

No. 0, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

Baskets
 Bushels 1 00
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 8 25
 Willow, Clothes, small 6 55
 Willow, Clothes, m'm 7 50

Butter Plates

Ovals
 1/2 lb., 250 in crate 30
 1 lb., 250 in crate 35
 1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 65
 5 lb., 250 in crate 85

Wire End

1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65

Churns

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

Clothes Pins

Round Head

14

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

Faucets

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

Mop Sticks

Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 1 45
 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 60
 Rat, spring 75

Tubs

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

Washboards

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

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butcher's Manila 2 1/2
 Wax Butter, short c't 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE

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

AXLE GREASE

1 lb. boxes, per gross 9 00
 3 lb. boxes, per gross 24 00

BAKING POWDER

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

15

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 31

El Portana 33

Evening Press 32

Exemplar 32

Worden Grocer Co. Brand

Ben Hur

Perfection 35

Perfection Extras 35

Londres 35

Londres Grand 35

Standard 35

Puritano 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 20

Royal High Grade 20

Superior Blend 20

16

Boston Combination

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

COCOANUT

Baker's Brazil Shredded



10 5c pkgs., per case 2 60

26 10c pkg., per case 2 60

16 10c and 33 5c pkgs.,

per case 2 60



Apex Hams

Opex Bacon

Apex Lard

Excelsior Hams

Excelsior Bacon

Silver Star Lard

Silver Star Lard

Family Pork

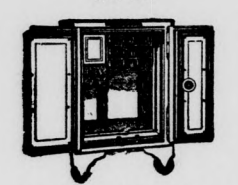
Fat Back Pork

Prices quoted upon appli-

cation, Hammond, Standish

& Co., Detroit, Mich.

SAFES



Full line of fire and bur-

glar proof safes kept in

17

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



The only
 5c
 Cleanser

Guaranteed to
 equal the
 best 10c kinds
 80 - CANS - \$2.80

SOAP

Lautz Bros' & Co.

Acme, 30 bars, 75 lbs. 4 00

Acme, 25 bars, 75 lbs. 4 00

Acme, 25 bars, 70 lbs. 3 80

Acme, 100 cakes 3 00

Big Master, 100 blocks 4 00

German Mottled 3 15

German Mottled, 5 bx. 3 15

German Mottled 10 bx. 3 10

German Mottled 25 bx. 3 05

Marseilles, 100 cakes 5 00

Marseilles, 100 cks. 5c 4 00

Marseilles, 100 cks toll 4 00

Marseilles 1/2 box toll 2 10

Proctor & Gamble Co.

Lenox 3 00

Ivory, 6 oz. 4 00

Ivory, 10 oz. 6 75

Star 3 35

Tradesman Co.'s Brand

Black Hawk, one box 2 50

Black Hawk, five bxs 2 40

Black Hawk, ten bxs 2 25

A. B. Whisley

Good Cheer 4 00

Old Country 2 40

Soap Powders

Snow Boy, 24s family

size 3 75

Snow Boy, 60 5s 2 40

Snow Boy, 100 5c 3 75

Gold Dust, 24 large 4 50

Gold Dust, 100 5c 2 80

Kirkoline, 24 1lb. 3 75

Pearline 3 75

Soapine 4 00

Baubitt's 1776 3 75

Roseine 3 50

Armour's 3 70

Wisdom 3 30

Soap Compounds

Johnson's Fine 5 10

Johnson's XXX 4 25

Rub-No-More 3 85

Nine O'clock 3 30

Scouring

Enoch Morgan's Sons

Sapolio, gross lots 9 50

Sapolio, half gro. lots 4 85

Sapolio, single boxes 2 40

Sapolio, hand

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.

General Stock of Merchandise—Located in Barry county, Michigan, in a city of 5,000 population; will inventory \$25,000; annual trade \$60,000; will take income city property up to \$15,000, balance in cash. Write G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 249

For Sale or Rent—A country store, located in Missaukee county, Holland settlement. All good farmers. Stock about \$4,000. Deal with owner. G. DeBree, Vogel Center, Mich. 239

Candy and ice cream for sale, a bargain, best candy and ice cream parlor in good town of 10,000. Address Box 216, Nevada, Missouri. 238

Wanted—Grocery or general stock. Give full particulars. Address V. C. Wolcott, Union City, Mich. 247

For Sale—First-class \$1,500 grocery stock. Best town Southern Michigan, 1,500 population. Fine paying business. Might exchange for small farm home in western Northern Michigan and pay difference. Lock Box 147, Union City, Mich. 248

For Sale—Bakery, restaurant and confectionery. Enquire or write. Star Bakery, Marion, Mich. 246

One good investment is worth a lifetime of labor. That opportunity is now presented to you in the development of an immense ledge of silver-lead ore; located in western ore zone that has produced the richest silver-lead mines in the world. Managed by honest and practical men. Engineer says: "Greatest lead I ever saw; will make a great mine." This is your chance to invest at bottom price and reap the immense profits of a developed mine. Full particulars, Edwin B. Gillespie, 2717C Warren Ave., Chicago, Ill. 245

Building—For rent, good building; fine location for small, clean business in one of the best towns in Kansas. L. L. Humphrey, Independence, Kan. 244

480 acres best Colorado irrigated district in alfalfa, sugar beets, potatoes, small grain, etc. Excellent water rights; good buildings. Will take up to thirty thousand dollars in good mercantile business or income property, balance easy terms. Address Owner, Box 164, Independence, Ia. 243

Wanted—Specialties for local catalogue business. Can use any article of merit. Let us know what you manufacture and, if practical, we offer big output. Address Box 112, Alpena, Mich. 242

Bottling Works—Oldest established in Okmulgee, Okla.; town of 8,000; located in center oil and gas fields; paying business and a good proposition, \$3,000. If interested, address O. Gorpel, Okmulgee, Okla. 241

For Sale—Tin, plumbing and pump business in a small town in Central Illinois. Address C. W. DeForest, C. Ferro Gordo, Ill. 240

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

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

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—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

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

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—Furniture and undertaking business; good reasons for selling. Address W. H. 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

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

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

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

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

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

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

For Sale—A complete plumbing and tin shop with garage in connection. 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

\$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

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 exchange 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

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

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

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 5,000. Growing every day. Good reasons for selling. Sales last year, \$30,000. Address Box 217, Turlock, Cal. 20

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

For Sale—Double brick block. The clothing and furnishing store is stocked with about \$8,000. 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—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. 232

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.

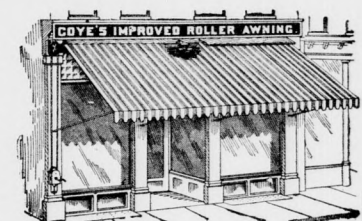
Auction Sale—Expert services guaranteed closing out or reducing stocks of merchandise. For dates and information write to Henry Noring, Auctioneer, Reedsburg, Wis. 115

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

AWNINGS

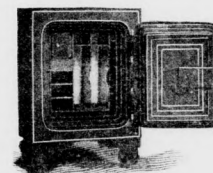


Our specialty is AWNINGS FOR STORES AND RESIDENCES. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

CHAS. A. COYE, INC.

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

Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building

Parcels Post Zone Maps

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

500	\$11.00
1000	13.00
1500	15.00
2000	17.00

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

Tradesman Company
Grand Rapids, Mich.

Use
Tradesman Coupons

The Keynote of Success in City Building.

Menominee, July 1—In the interests of a bigger, better and busier Menominee 200 of its business and professional men sat down to a "Get Together" dinner held in the dining rooms of Hotel Menominee.

Not in recent years and perhaps never in its history has there been gathered together a larger body of men intent on the single purpose of Menominee's betterment and progress.

The long tables were filled to their capacity and when the excellent menu had been served and the repast was over, it was equally true of those who had partaken of the feast.

During the banquet Montpas' orchestra furnished music and as patriotic and folk-lore song selections were given the banqueters sang heartily and all arose and joined in the singing of "The Star Spangled Banner," the closing number.

L. L. Prescott, President of the Commercial Club, called to order and introduced ex-Mayor H. T. Emerson, who spoke briefly on co-operation and its splendid manifestation in "Made In Menominee" week preparations and in the meeting of the evening. He complimented the committee of young men who had in charge the programme for "Made In Menominee" week and expressed the appreciation of the business men of the city for what they had done.

W. S. Fellows, chairman of "The Made In Menominee" week, said it did the business men and citizens good to touch shoulders in this movement and that if everybody would pull together the results will be surprising. He urged a more definite co-operation of employers and employed and said that there was need of creating a little better feeling among the working-men of the city as well as the business men. He made several helpful suggestions along lines of city development and city loyalty which were well received.

Col. C. W. Mott spoke on organization at some length, giving some valuable suggestions about the growth of the community.

"The real foundation for Menominee's success," said Col. Mott, "as a manufacturing and commercial location is by being supported by an intelligent and up-to-date agricultural population."

"If Menominee county, in the next twenty years, can become the proud possessor of a large rural population three times greater than its urban population, will stand upon a concrete foundation of permanent prosperity."

"No financial panic, or other disturbing element, would be able to shake or crumble its success, and when that condition is arrived at, manufacturers and commercial houses will seek, through their own efforts, locations in Menominee county."

"You have better advantages for the upbuilding of a prosperous city of a hundred thousand or more inhabitants than many other locations that have succeeded in doing this."

Harry T. Atwood, the speaker of

the evening, of the Chicago Association of Commerce, gave an address on "The Value of Organization and Co-operation." Mr. Atwood is a pleasing speaker and gave many incidents of city growth and in eloquent manner and style drew a picture of the Greater Menominee and the underlying forces of city development as well as National greatness. Mr. Atwood's address was listened to with intense interest and was liberally applauded.

Closing the exercises of the evening, Mr. Bender, who is at the head of the promotion forces of the present movement, explained its purposes and methods more fully and called for volunteers who would work for an increased membership among the men of the city in this commercial association which was about to take active and important steps for the practical up-building of the industrial and civic life of Menominee.

To Stimulate Trade By Rebating Fares.

Benton Harbor, July 1—At the last meeting of the Business Men's Association, a committee consisting of C. J. Peck, F. G. Prideaux and S. W. Trick made a report on the plan of arranging to have the merchants make a rebate of fares to those who come in from other towns to trade. The committee favored the plan and after considerable debate, in which W. S. Waite, C. J. Peck, H. U. Rapp, B. D. Johns, Secretary Hall, Treasurer Rahn, President Young and others participated, it was decided that fares should be refunded to all persons coming here to trade on the interurban or steam roads within a distance of thirty miles provided they trade to the extent of \$3 with the merchants who affiliate with the Association. The committee was requested to continue its work and ascertain the sentiment of the retail dealers of the city, also to map out a plan of procedure.

J. O. Rowe was called on and made a very interesting address in which he explained the methods by which the merchants held trade in Benton Harbor forty years ago. He said that in those days all worked together in harmony and used every effort to keep trade at home. His remarks were listened to with close attention and warmly applauded.

The committee appointed to confer with the Development Co. in regard to the hiring of a paid secretary reported that owing to the absence of members of the executive committee of the Development Co., from the city no definite action had so far been taken. The committee consisting of E. C. Harner, H. U. Rapp and M. J. Hall will meet with the Development Co. officials in the near future. It was said with funds in the treasury to secure factories, now is the time to have some one interview Chicago manufacturers who are completely disgusted over the unreasonable attitude of the labor unions and are determined to remove their plants to open shop towns.

The Cost of Being Late.

A young Kentuckian has lost a big fortune by being twenty minutes late in keeping a business engagement.

The cheerless old fellow with the scythe always gets all that is coming to him.

And there is many a bad scar on our fortunes where he has had to prod us up to the mark.

Time is cheap, and we are apt to think we can filch it as we will. But it is always ourselves we rob, not time.

There are few, if any rules of conduct more important and yet more lightly neglected than that of promptness in keeping appointments.

Maybe you can waste your own time by being late in keeping engagements and feel that the loss, is your own affair. But it is also the affair of the man you keep waiting. You waste his time, too. If your time is worthless, maybe his is not. He may conclude that his time is worth more to him than you are.

In many cases it may not matter much. But one never knows until afterward whether it matters or not. And through false politeness we are usually assured that it does not matter even when it does.

Only the idle and careless, whose time is of the least value can afford to waste it by looseness in keeping engagements.

It may be hard to acquire the fixed habit of always being on time, but it can be done and it is worth while to do it.

Great business men have this habit. Napoleon would not have been Napoleon but for his unflinching promptness.

Men of great affairs, whose time is most completely taken up, are usually on time. It is they who know best the value of time and the importance of saving it by being prompt.

The Elongated Mr. Peck.

Conductor Peck, the cadaverous representative of the Passenger Department of the G. R. & I. on the Traverse City division, is very much thought of by the people along the line, but they would think a heap more of him these days if he would pull out of Walton Junction with a little more expedition and thus save them the necessity of fighting the army of invaders in the shape of mosquitoes which swarm in upon the passengers while the train is waiting at the station. Knowing ones insist that Peck has a regularly enlisted army of invaders and that when his train is not in Walton, they sit behind the stumps sharpening their bills, so as to be in readiness to make a charge when the whistle announces the approach of the train. Not content with his success in the mosquito line, he recently lost two swarms of bees out of a carload of bees which was going to Traverse City, greatly to the amusement (?) and somewhat to the dismay of the passengers, who naturally resented the intrusion. Mr. Peck undertook to take one swarm of the bees home, but they left the train at Traverse City and assembled in a tree in the park connected with the depot. A passenger who thought he could save

the price of a bed by sleeping under a tree in the park woke up the next morning to find that the bees had stung him in the face so many times that he could not see out of his eyes. Mr. Peck probably knows more people in Northern Michigan and more tourists who visit Northern Michigan, than any other man in the Grand Traverse region and despite his age—he will be 67 in August—he is the liveliest live wire on the line of the road.

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

Buffalo, July 2—Creamery butter, fresh, 25@27c; dairy, 23@25c; poor to good, all kinds, 18@21c.

Cheese—Fancy, old 17@18c; choice, 15@16c; new fancy 15@15½; poor to common, 6@13c.

Eggs—Choice, fresh candled, 21@22c; at mark 20@20½c.

Poultry (live)—Turkeys, 13@14c; cox, 12@12½c; fowls, 16@17c; springs 17@20c; ducks, 14@15c.

Beans—Red Kidney, \$2@2.25; white kidney, new \$3@3.25; medium, \$2.40; narrow, new \$3@3.25; medium, \$2.40; narrow, new \$3@3.40; pea, new \$2.30 @2.35.

Potatoes—New 1.75@2 per bbl. Rea & Witzig.

Detroit—The Miller-Selden Electric Co. has purchased from Joseph Mack the property at 115-119 State street, a brick building occupied by the Joseph Mack Printing Co., with a frontage of 50 feet and a depth of 90 feet. The deal also involves the purchase of a lease running to Mr. Mack from the Vinton Co., covering the property at 121-123 State street. The value is estimated at about \$50,000.

Detroit—The Charles Uelsmann Co., manufacturer of pickles, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, which has been subscribed, \$1,000 being paid in cash and \$19,000 in property.

Detroit—The Detroit Laundry, Machinery & Supply Co. has merged its business into a stock company under the style of The Detroit Laundry Machinery Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

No matter how busy you are, you can never afford to ignore a message showing how men in your business are making money.

Some men have a wonderful aim, but never deliver because they lack the punch.

BUSINESS CHANCES.

ATTENTION MERCHANT! Do you require financial help? Are your creditors pushing you? If so, we would advise that you see us. We may be able to help you. We charge nothing for interview. Everything strictly confidential. C. W. Moore & Co., 803-805 Monroe Ave., Grand Rapids, Mich. 250

Wanted—To correspond with party or parties desiring to embark in the dry goods and ladies' furnishings business, in the best city in Michigan, with excellent opportunity for success. Address John S. Walker, Muskegon, Mich. 251

For Sale—A small drug stock and soda fountain, well located in Muskegon. No time for it. Address Dr. J. O. Bates, 13 First St. 252

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

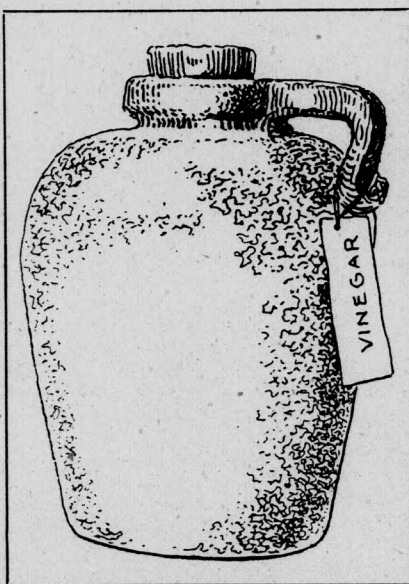
Modern Plant
Complete Stock
Competent Organization
Location

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

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

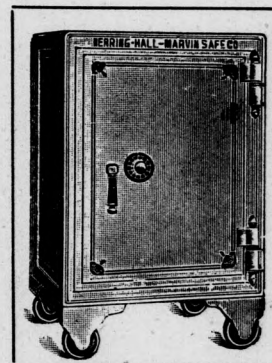


“I Told You So”

Pouring vinegar into an open wound will sooth and heal it just as quickly and effectually as “I told you so” will correct a mistake.—*W. L. Brownell.*

When your trouble comes, when the fire destroys your books of account or the thief steals your money we shall simply feel sorry for you. We shall not say “I told you so.” But we do say right here and now, and we say it candidly too, that if you are not already supplied, you should at once place in your store or office a good dependable safe. We can save

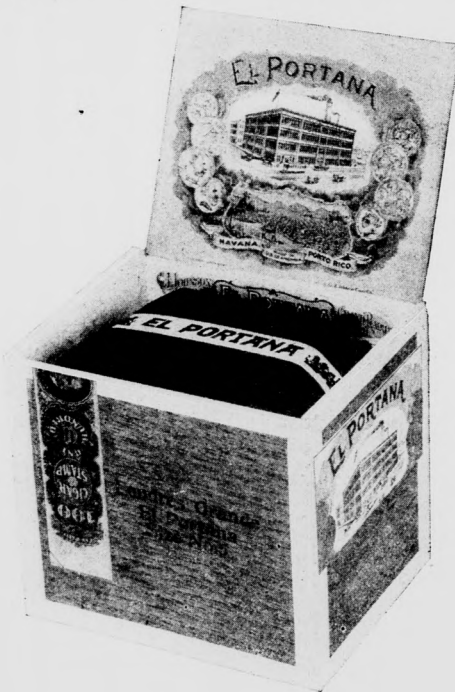
you money, big money, and also furnish you with the best safe made.



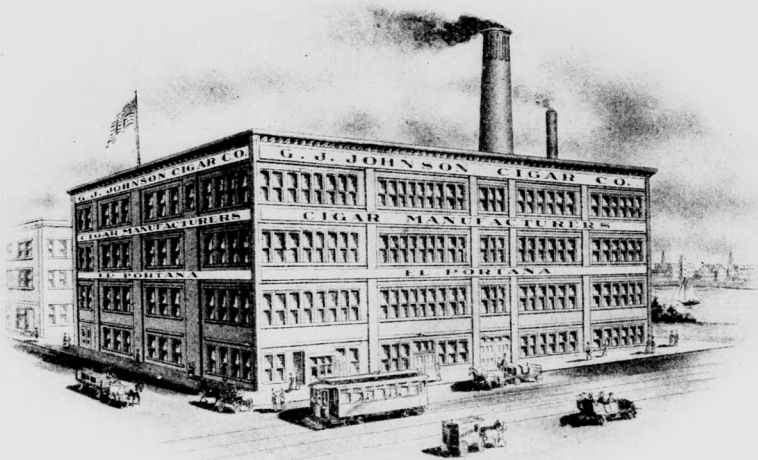
WRITE US TO-DAY AND LET US GIVE YOU FURTHER INFORMATION

GRAND RAPIDS SAFE CO. *Tradesman Bldg., Grand Rapids, Mich.*

EL PORTANA 5c CIGAR



'In a
Class by
Itself''



Manufactured
Under
Sanitary
Conditions



Made in
Eight Sizes

**G. J. Johnson
Cigar Co.**

Makers

Grand Rapids, Mich.

