

The World's Age

Who will say the world is dying?
Who will say our prime is passed?
Sparks from Heaven within us lying,
Flash and will flash till the last.
Fools, who fancy Christ mistaken;
Man a tool to buy and sell;
Earth a failure, God-forsaken
Ante-room of Hell.

Still the race of Hero-spirits
Pass the lamp from hand to hand;
Age from age the words inherit—
"Wife and Child and Fatherland."
Still the youthful hunter gathers
Fiery joy from wold and wood,
He will dare as dared his fathers
Give him cause as good.

While a slave bewails his fetters;
While an orphan pleads in vain;
While an infant lisps his letters,
Heir of all the age's gain;
While the lip grows ripe for kissing;
While a moan from man is wrung;
Know, by every want and blessing
That the world is young.

Charles Kingsley.

Life and Death

So he died for his faith. That is fine—
More than most of us do.
But, say, can you add to that line
That he lived for it, too?

In his death he bore witness at last
As a martyr to truth.
Did his life do the same in the past
From the days of his youth?

It is easy to die! Men have died
For a wish or a whim—
From bravado or passion or pride,
Was it harder for him?

But to live—every day to live out
All the truth that he dreamt,
While his friends met his conduct with doubt
And the world with contempt.

Was it thus that he plodded ahead,
Never turning aside?
Then we'll talk of the life that he lived,
Never mind how he died.

Ernest Crosby.

Good Yeast
 Good Bread
 Good Health

Sell Your Customers
FLEISCHMANN'S
 YEAST



TIMES AND MEN
 MAY CHANGE
 BUT
 "WHITE HOUSE"
 NEVER

Distributed at Wholesale by
Judson Grocer Co., Grand Rapids, Mich.

WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"DOUBLE A"

Remember it came from
The PUTNAM FACTORY, National Candy Co., Inc.
 Grand Rapids, Mich.



Franklin XXXX Confectioners' Sugar

which is famous everywhere as the leading sugar for CONFECTIONERS and BAKERS is also packed for family use in 1 pound FRANKLIN CARTONS with an inside bag of moisture proof paraffine paper. It's a handy package and a steady seller. It will pay you to push its sale because the more baking your customers do, the more they will buy cocoa, cocoanut, flavoring extracts, butter, eggs, raisins, flour, and all other cake ingredients.

Packed in 1 lb. CARTONS—24 lbs. to the CONTAINER.

Other FRANKLIN CARTON SUGARS are packed in original containers of 24, 48, 60 and 120 lbs.

Franklin Carton Sugar is guaranteed full weight and refined CANE sugar.

THE FRANKLIN SUGAR REFINING CO.
 PHILADELPHIA

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



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer
SNOW BOY WASHING POWDER 24s FAMILY SIZE
 through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE
 10 boxes @ 3.60—2 boxes FREE
 5 boxes @ 3.65—1 box FREE
 2½ boxes @ 3.75—½ box FREE

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.
 All Orders at above prices must be for immediate delivery.
 This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.
 Order from your Jobber at once or send your order to us giving name of Jobber through whom order is to be filled.

BUFFALO, N. Y., January 2, 1914.
 DEAL NO. 1402.

Yours very truly,
Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 4, 1914

Number 1585

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DETROIT DETONATIONS.

Cogent Criticism From Michigan's Metropolis.

Detroit, Feb. 2.—Learn one thing each week about Detroit: There are six casket factories in Detroit. Philadelphia does not use the entire output.

Roy Turner, of Burnham, Stoepel & Co., says that eating peas with a knife has nothing on trying to fill a furnace with the use of a garden spade.

"My marriage won't interfere with my flying across the Atlantic," said aviator Harry N. Atwood, who blushing admitted that he was soon to be married. With a mean disposition like ours, we should say aviator Atwood is right; in fact, it might hasten it.

Edwin W. Malloy, of Lansing, district manager Western Union Telegraph Co., tall, handsome and full of pep as of yore, was in Detroit last week. Ed. is traveling from the Detroit office which brings him to Detroit often. This should prove very beneficial to him.

We received a letter this week from one of our peeved readers, signed Mrs. L. I., as follows: "Your Detonations are very interesting, but the effect is spoiled by too much mother-in-law." Scribbled across the bottom hurriedly with a pencil in a masculine hand, was: "It's all right, old top, they deserve it. Keep it up." Mrs. L. I. and Mr. L. I. evidently both agree with the writer.

The National Grocer Co. gave a banquet to the managers, buyer and credit men of the main store and the various branches at the Ponchartrain Hotel last Friday night. These meetings are annual affairs with the company and productive of much good to all parties concerned. President Letts acted as toastmaster for the evening.

We believe that Bill Pohlman, of the U. P., is still alive, although no one in the Lower Peninsula could prove it. Possibly Uriah Dinnie Laird could enlighten Williams' many but anxious friends.

Scientific news item says that there are but 70 specimens of the egg of the great auk. So far as we are personally concerned, we have come to believe that there were not many more hens' eggs in the world than that.

Friends of Lou Burch, member of Cadillac Council, No. 143, are quietly working to further his candidacy as Grand Treasurer of the U. C. T. of Michigan.

I. A. Woodruff is wearing a regular heir-to-a-fortune smile this week. Mr. Woodruff, who represents C. Elliott & Co., was left a fortune last

Friday, not exactly in dollars and cents, but in the shape of a young eight pound white hope. Less than two minutes after its arrival and without even being consulted in the matter, the name of Jack Roger was assigned to "Woody's" new baby boy. Congratulations are extended to Mr. and Mrs. Woodruff and Jack Rogers, all of whom are doing nicely.

John D. Rockefeller never drank a drop of liquor in his life. However, that has not prevented him from having severe stomach trouble.

When a man pays \$5,000 for a flea, as was done by a Frenchman the other day, it behooves those who own dogs to refrain from washing them hereafter.

William Schopp, who conducts a large department store in Stevensport, Ky., was the guest of his brother-in-law and sister, Mr. and Mrs. Jack Blitz during the meeting of the Shrine last week. Mr. Schopp's advertising read "Everything from the cradle to the grave," but after sizing him up from all angles, we have decided that he does not do as he advertises. One of the really necessary adjuncts to the use of a grave is a dead one and we are quite positive that "Billy" doesn't keep any dead ones around his place of business. Mr. Schopp made many friends during his stay in Detroit, who will be pleased to hear of a return trip by him sometime in the near future.

The range of vision of a caterpillar is limited to two-fifths of an inch. Many human beings' range of vision extends no further when looking into the future.

Fools and their jobs are soon parted. Just to show the inconsistencies of the English language: An engagement in war is a fight. In love, an engagement is a preliminary to a fight.

Herman Butler, of H. N. Butler & Co., general merchants of East Tawas, went hunting a short time ago with his friend, Ira Simmons. After tramping around in the mud for some time, Herman finally sighted one of the things he was in quest of—a wild animal, which, on closer observation proved to be a rabbit. Now from all reports, Herman was never known to blow about himself until the report of that day, when he blew the entire head of poor bunny into smithereens. Ira Simmons says he has seen many hairless heads in his time, but never until that day did he see a headless hare. After hours of tramping without any further luck (?) the hunters, dragging their guns and mud laden shoes to a waiting automobile, after finding a bag to tie over the place where bunny's top piece used to be, hied themselves homeward. We know this is a true story because Ira Simons told it to us.

It is rather amusing to read of the Made in Grand Rapids Exposition to be given in that city in a short time by the traveling men of that city. The amusing part of the article to the writer is the item stating that the Association of Commerce will lend its assistance. In no city in the world is there a cleaner, brighter and more enterprising lot of traveling men than in Grand Rapids. This new and gigantic undertaking of theirs shows their enterprise and love of their city, but the larger the traveling men loom up, the smaller and more insignificant the Association of Commerce of Grand Rapids becomes, in comparison. Think of it, organized to make a Greater Grand Rapids, to further its interests in every way—and going to lend a helping hand

to a lot of traveling men who will be obliged to use up the precious little time they have at their disposal to boom their exposition. Assist them! Why, the travelers should be called on to assist them wherever possible. The exposition of home-made products is not a new one and the Association of Commerce or some other body in which are business men who are home seven days in the week and have plenty of time at their disposal should have had enterprise enough to bring about what the traveling men are about to do and not leave it to the traveling men.

Buy on credit and repent on each pay day.

A handsome woman doesn't have to know how to cook and a good cook doesn't have to be handsome.

J. L., better known as "Tom" Weber, credit man and manager of several departments for the J. L. Hudson Co., after a strenuous holiday season, followed by the arduous duties of taking inventory, has gone to Pinehurst, S. C., the famous golfing resort, where he will recuperate and prepare himself for the spring and summer rush of business, and, incidentally, golf to his heart's content. While everyone is pleased to see "Tom" take his well earned vacation, there will be much apprehension felt on the part of the Detroit belles until he safely returns to his duties. South Carolina is noted for its beautiful and hospitable girls and Tom, you know is no slouch for looks, besides being a rather likely young man. He will spend two weeks in Pinehurst. He is accompanied by his brother, Oscar.

T. E. Douglas, of Lovells, who conducts about everything but the church services in his home town, says if some people could see themselves as others see them, they would only appear on the streets at night. Mr. Douglas conducts a feed mill and a general store and is one of the modern merchants who treats all traveling men as though they were human—and all the travelers who have been fortunate enough to make his acquaintance hold a warm spot under their waistband for him.

Four big concerns in Detroit slaughter 700,000 hogs annually, to say nothing of the lambs that play the stock market.

When a traveling man tells you he doesn't like a certain town, make up your mind the other fellow is getting the business there.

Here's one postmarked Saginaw: "Jimmie, I see through your columns you are giving mention to deserving merchants throughout the State, but never saw the name of John Shaefer, of Merrill, mentioned. He is a jolly good fellow, a live merchant. Has an up-to-date store and knows how to welcome a traveling man, whether he buys from him or not. In Miss Mary O'Reilly and Sady Pinkerton, he has two as good clerks as I find on my territory. I wish you would mention these people in your page—C. K."

The writer has had occasion to visit Mr. Shaefer's place of business (the Shaefer and McKinnon Co.) and found Mr. Shaefer to be just what C. K. says he is. We believe the letter speaks for itself. We are pleased to receive these items at any time.

One of the largest deals in the retail business in years was the purchase of the J. A. Burns stock of dry goods, etc., by the Henry Blackwell Co., for a consideration of \$175,000. The Blackwell Co. will move into the Burns store, having sold its lease to B. Siegel & Co.,

who will occupy the building in connection with the one they now occupy next door. Mr. Burns is an old time traveling man, having represented Brown, Durrell & Co. for years. His plans are as yet unannounced. The Henry Blackwell Co. is among Detroit's most progressive merchants and has been making rapid strides to the front during the past few years. Few men in Detroit enjoy greater popularity among the rank and file of Detroiters than does Henry Blackwell.

Chubby, rosy-cheeked George Drach, of the Adam Drach Co., Ludington, was in Detroit on a combined business and pleasure trip this week. George is about as well acquainted in the city as many of the natives, having made it his rendezvous during the college days at the U. of M.—that is to say, he made it his rendezvous at every opportunity, such as holidays and Sundays.

A tipping trust has been discovered, but the cost of investigation would be too much to attempt, unless a special appropriation was made. Think of the investigators tipping their way through the trust!

The Michigan Confectioners Club, composed of the local candy dealers, held a noonday meeting at the Hotel Cadillac last Thursday. Many topics of interest were discussed during the luncheon.

Nearly every business concern of note in the city, as the reports are made of their 1913 business, show a substantial increase over that of the year previous. One of the latest to make a favorable report was the Peninsula Stove Co., one of Detroit's oldest and most substantial industries. At a meeting last week, the officers and directors were re-elected. F. T. Moran is President and John M. Dwyer, Vice-President and General Manager.

Joe Kain (A. Krolik & Co.) is one who believes in the ground hog—especially when the ground hog has sausage skins over it.

John M. Larkins, 163 Myrtle street, who was visited by hold-up men last week, but took steps—or, rather, a step ladder—to prevent them from carrying away his day's receipts, had a narrow escape from being shot by the bad men, a bullet from one of the robber's gun missing him by an inch. Jack purchased a new auto at the auto show a couple of weeks ago, which possibly accounts for his anxiety to save his money from the hold-up men, at the risk of receiving a souvenir in the shape of a couple of leaden pellets. The robbers escaped, but Jack saved his gasoline money.

Mrs. S. Wright, 330 Myrtle street, who has been in the dry goods business for the past sixteen years, is retiring from business and has sold all of her Detroit property. She will make her future home in Florida.

In one respect, some political office holders are not unlike aviators. They are in the air a large portion of the time.

If there is any one merchant in Michigan who has made more warm friends among the traveling fraternity than has Charles Schley, the pioneer merchant of Cheboygan, his name was never put in a census. Mr. Schley, like his illustrious namesake, who did to a few Spanish warships what many traveling men have done with their money when they bought mining stocks, during his entire business career has always been on the job. Mr. Schley conducts a grocery store and has been in busi-

(Continued on page 25.)

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 2.—It is really refreshing to hear the numerous notes of confidence that may be listened to in almost every establishment one visits. True "there are more men out of employment than ever known here" and the charity organization are having a hard time; but more and more of the workers are finding jobs. Everybody has got to eat and the grocers, both retail and wholesale, are really having an excellent trade.

Of all the staples, spot coffee is perhaps the dulllest. No improvement is observable from week to week and buyers simply purchase the smallest lots they can do business with. Rio 7s in an invoice way are quoted at 9½c and Santos 4s at 12@12½c. In store and afloat there are 2,025,512 bags of Brazilian coffee, against 2,626,385 bags at the same time last year. Mild coffees are in better condition than the Brazil sorts and the market is firm. Stocks are large enough to present requirements and about the same level of prices prevails as at last report—good Cucuta, 14½c.

Refiners say they are losing on every pound of sugar they refine and then they—lower the price again. Granulated has been at 4c for some time and now is generally named at 3.95c. The market is quiet and about the usual demand exists.

Teas are steady and with every week there seems to be a more confident feeling as to the future, as stocks are light—lighter, in fact, than for several years at this time. Prices are about unchanged.

Rice is about unchanged. There is a slight improvement, however, and the general situation in general favors the seller. Prime to choice 5½@5¾c.

Spices are meeting with a fairly good demand and quotations are well sustained on every article at previous level. Singapore black pepper, 11½@11¾c; white, 18¾@19c.

Unseasonable weather has had a depressing influence on the molasses market, but there has been a pretty fair trade after all. Good to prime centrifugal, 35@40c. Syrups steady and unchanged.

All interest in canned goods centers in Baltimore this week and the delegation from here leaves the town almost stripped of brokers. Most attention, when trade is talked, is given to Maine corn. Future quotations are somewhat in the air as yet, but the general talk is of a range from 95c@\$. Tomatoes held at about 70c for 3s and holders are not disposed to make any concession. Other goods are steady and unchanged.

Butter has taken a decided tumble. A drop of some 8c within a week or ten days is something to think about. Top grades of creamery are now held at only 26@26½; firsts, 24½@25½c; imitation, 22@23; ladle, 20@21; process, 23@24c.

Cheese is well sustained and the demand has been all that could be expected at this time of year. Finest whole milk, 18¼@18½c; Wisconsin, 17½@17¾c.

Eggs are firm for best varieties, although there is a feeling that a drop is imminent at any minute. Fresh-gathered Western are held at 35@37c. Refrigerator stock, 28@30c.

Honks From Auto City Council.

Lansing, Feb. 2.—Our old friend, "Slab" Warner, has bought a picture gallery at Carson City.

The T., S. & M. has installed motor car service from Ashley to Muskegon, but the schedule is far from being satisfactory to travelers. It leaves Ashley before the arrival of trains from either direction over the Ann Arbor and returns after all trains for the day have gone south. You are

thus a guest at the Hasbrook Hotel or you don't ride the motor car. Worse things might happen to you than being obliged to put your feet under Mrs. Hasbrook's table, but Ashley is a lonesome place to grow up in.

A prominent member of our Council insists that the Wright Hotel, at Alma, is violating the law in regard to sanitary towels. Perhaps they are waiting for a visit from Jim Hammeff.

The ground hog had a long way to dig for a glimpse of his shadow, but there are many who are foolish enough to believe that he did it.

Three new members were initiated into our Council last Saturday night, as follows: H. S. Ives (Bauerle Candy Co.); F. W. French (Waterman Waterbury Co.); W. E. Lemon (Northrop, Robertson & Carrier Co.)

Bert Ladue has accepted a position with the Lansing Company and will travel extensively in the Western states. He starts to-morrow and his first stop will be some place in Iowa.

Frank Van Devoort, the popular salesman and junior partner in the Wolverine Auto Co., is putting into practice the rattle headed idea of placing the front end of a Maxwell car on runners. Demonstrations every afternoon at the race track.

Last week we reported that A. E. Krats (a Past Senior Counselor of our Council) was doing well at the Harper hospital Detroit, where he underwent a surgical operation. His many friends will regret to learn that complications have set in which places him in a precarious condition.

John Garrow, James Duffin, Leo Egelston and George Langston, business men of Cheboygan and friendly customers of L. L. Colton, will have all in readiness for a rabbit hunt when Louie shows up on Thursday of this week. Arrangements have been made with farmer Flambrook and his oxen to drive them out to the hunting grounds and return and the portly missus will cook all the game they can kill and furnish the cider.

Don't forget that the next regular meeting of our Council will be held next Saturday night. There will be more initiations and some important business is to come before the Council. Our Ladies Auxiliary will serve one of their famous Bohemian suppers in the council parlors at 6:30 p. m.

E. J. Evans (Evans Candy Co.), after a week's illness, is able to carry his sample cases and write more orders than anyone of his several salesmen.

John Himillberger, one of the oldest members of our Council, doesn't often get mixed up in any foolishness, but while at Saginaw one evening last week, several of his friends found a generous supply of talcum powder on the left lapel of his coat and they are still laughing. Explanations are in order, John. H. D. Bullen.

Merry Musings From Muskegon.

Muskegon, Feb. 2.—As we look out of the window it seems as though Manistee was getting what Grand Rapids got Saturday.

Bro. Hall (Washburn-Crosby Co.) says you can take warts off by talking. Well, if talking will do it, Hall ought to be a specialist in that line.

Henry Newcomb, of Reed City, was on the train going to Ludington Monday. Henry has still got that smile that won't come off.

We wonder if Gabby Rockwell will have his rule ready this week.

Mat Steiner (I. H. Co.) journeyed to Ludington Monday.

Geo. Hobbs (Chase-Hackley Piano Co.) was doing business at Baldwin and Northern towns last week.

John R. McCauley, of Grand Rapids, has not gone to Aurora, as formerly announced, but will have charge of McCormick block No. 2 for the Grand Rapids agency (I. H. Co.) for 1914. Success to you, John.

Herman Anderson got on the train

bound for Fremont Monday morning with a face looking like seven weeks of rainy weather. Better cheer up, old man.

We understand that some of the boys do not take kindly to our remarks concerning them in Merry Musings. Now, boys, we are not going to write anything that reflects on anybody's morals or do you any injury in any way, but if you don't like the deal just elect an official scribe in March who will obey your orders.

Landlord W. E. Duquette states that he has had some delay with decorations in the new Hotel Muskegon, but hopes to be ready for business soon.

A. W. Stevenson (Hazeltime & Perkins Drug Co.) is calling on the trade in Manistee and vicinity this week. Harold F. Foote reports the job printing business as coming fine.

Abe Baars, of Fremont, hit the trail for Byron Center this week. We have Abe's application. What we do to him will be a plenty.

There is one thing we want and that is to have the fellow who wants war with Mexico placed in the front ranks. Let him take what he wants to hand the other fellow.

E. P. Monroe.

Boomlets From Bay City.

Bay City, Feb. 2.—Bert Spencer, formerly of Alpena, now represents the Meisel Cracker & Candy Co., of Bay City, in the territory north of this market. We welcome you to Bay City, Brother Spencer.

John M. Henning is in his territory again, after being confined to his home several weeks by a severe attack of lumbago.

Fred McCloy, of Bay City, the indefatigable salesman for the Blackney Cigar Co., Saginaw, we are told, is now numbered among the star salesmen traveling out of our city.

Fred L. Twining, Bay City, west side, is now selling bricks—not gold bricks. Fred would not hand anyone a gold brick. He sells the kind manufactured by the Michigan Vitrified Brick Co., Bay City.

Chas. H. Damon, selling agent for Dwinell-Wright Co., Boston, Mass., while calling on his customers in Bay City and nearby towns, has made our city his headquarters. Come again, Mr. Damon.

We discovered last week that Northern Michigan territory has not been benefitted by the appointment of a hotel inspector because many hotel proprietors are still using the last year's crop of roller towels.

By the way, what has become of Hotel Inspector Hammel? No one in this section of the State has seen him or met a person who has seen him in many months. Has he taken to the woods?

Your correspondent stayed over night at a hotel last week and the next morning had to break thick ice in the pitcher to secure water to cool his fevered face and hands. Yet people are met frequently who believe that the traveling salesman has one continual round of pleasure.

Pub. Com.

TWENTIETH CONVENTION.

Of the Michigan Retail Hardware Association.

The complete official programme arranged for the twentieth annual convention of the Michigan Retail Hardware Association, to be held at Kalamazoo Feb. 17, 18, 19 and 20, is as follows:

Tuesday, February 17.

9 a. m.—The exhibits will open in the new State armory. The Secretary's office will be located at the left of the main entrance to the armory. Members are requested to register and receive emblem, identification badges, etc. Clerks will be on hand to receive the dues of both active and associate members.

11 a. m.—Meeting of the executive committee in New Burdick hotel.

12 a. m.—The exhibits will close.

Tuesday Afternoon.

Open session. The traveling men, wholesalers, manufacturers and ladies will be welcome to this meeting. The meeting will be called to order in the convention hall of the New Burdick by President Fred A. Rechlin of Bay City.

Invocation—Song, "America," sung by the delegates, led by William Moore of Detroit.

Address of welcome—Mayor A. B. Connable and James Grant, President of the Commercial Club.

Response—J. H. Whitney of Merrill.

Annual Address of President—Fred A. Rechlin, Bay City.

Announcement of Committees.

Song by Delegates.

Chalk Talk on "The Cost of Doing Business"—Curtis M. Johnson, Rush City, Minn.

Greetings from manufacturers, wholesalers, associate members and the press.

Adjournment at 4:30.

The various committees are requested to remain and organize immediately following the meeting.

4 p. m. exhibits open until 6:30 p. m.

Tuesday Evening.

Theater party at Majestic theater, following the regular vaudeville bill, moving pictures will be shown illustrating the entire process of manufacturing tinplate and sheet steel from the raw material to be finished product.

Wednesday, February 18.

(Closed session for hardware dealers only, 8.30).

Meeting called to order.

VALLEY CITY BOBS



PATENTED.

Bobs, Finished and Painted (no body) with Shafts and Bar.

1½ \$17.00 | 1¼ \$18.00 | 1½ \$21.00

Bodies now in use can be changed in ten minutes to these Bobs and you have a first-class sleigh.

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

Song by the delegates.
 Annual report of Treasurer, Wm. Moore, Detroit.
 Annual report of Secretary, Arthur J. Scott, Marine City.
 Address by Charles A. Ireland, Ionia, President of the National Hardware Dealers Association.
 Address, "How to Make the M. O. House Catalogue a Feeder Instead of a Bleeder" by A. T. Vandervoort, Lansing.

Discussion of subjects.
 Address, E. J. Morgan, Cadillac.
 Question Box.
 Adjournment at 12 o'clock noon.
 Wednesday Afternoon.
 The exhibits will be open all afternoon and evening. The general public will be admitted.

7:30 there will be a closed session of the hardware dealers in the convention hall at the New Burdick. Porter A. Wright, of Holly will have charge of this session.

Thursday, February 19.
 (Open Session.)
 8:30 a. m.—Meeting opened with song by delegates.

How to Prepare Proof of Fire Loss, crayon and board to illustrate—P. J. Jacobs, Stevens Point, Wisconsin.

Questions based on above subject.
 Address, "Retail Advertising"—Anderson Pace, Chicago.
 Discussion.

Pot Pourri—Hugh Diamond, Galion, Ohio.
 Adjournment at 12 o'clock.

12:30—Exhibits open until 6:30. Exhibitors will welcome the opportunity to talk personally with every delegate and all are requested to familiarize themselves with every line of goods that is on display.

Thursday evening.
 Banquet at K. of P. hall.
 Friday, February 20.

8:30 a. m.—The exhibit hall will be open until 12.
 Friday Afternoon.

1:30—(Exclusive session for hardware dealers only.)
 Meeting opened with song by delegates.

Reports of committees on constitution and by-laws.
 Auditing, legislation and resolutions.

Report of committee on nominations.
 Election of officers.

Report of committee on next place of meeting.
 Selection of next convention city, Unfinished and new business.

Awarding of prizes for the winners in the Buyers' contest.
 Adjournment.

Following the regular meeting there will be a meeting of the new executive committee at which all officers are urgently requested to attend.

Thank God every morning that you have something to do. Being forced to work and do your best will breed in you temperance, self-control, diligence and strength of will, content and a hundred virtues which the idle will never know. Kingsley.

The longer the days the shorter the nights, but many a man shortens his days by lengthening his nights.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Jan. 28.—In the matter of William C. Walsh, banker, Boyne Falls, the first meeting of creditors was held. The bankrupt was present by his attorneys, Dunham & Dunham, and in person. Creditors were represented by J. M. Harris, Clink & Williams and A. G. Urquhart. Claims were allowed as proved with a few exceptions. The final report of J. Ernest Converse, assignee, was filed and allowed. Receiver Kirk E. Wicks, by J. E. Converse, made a verbal report which was considered and allowed. By unanimous vote of creditors present and represented, J. Ernest Converse, of Boyne City, was elected trustee and his bond fixed at \$12,000. Sabin Hooper, Harry T. Glezen and William J. Pierson were appointed to appraise the estate. The bankrupt filed an agreement in the nature of a composition agreeing to pay 90 cents on a dollar on all claims filed and also to pay administration expenses. The first meeting of creditors was then adjourned for thirty days until Feb. 26, to give the bankrupt time to arrange for the final offer of composition.

Jan. 29.—In the matter of J. J. Van Zoren & Co., a special meeting in the accounting matter was held. By stipulation of attorneys for the bankrupts and for the trustee the accounting matter was dismissed. The assets of this estate have now all been converted into cash and it is expected that the trustee's final report and account will now be filed within a very few days and the final meeting of creditors called. There will probably be a dividend to general creditors in this matter.

A voluntary petition was this day filed in the matter of Albert Penzatti and the petitioner was adjudicated a bankrupt and the matter referred to Referee Wicks. The bankrupt is a resident of Grand Rapids. The schedules show liabilities of \$1150 and assets are listed at about \$400. The following are scheduled as creditors of the bankrupt:

Wegner Bros.	\$100.00
Young & Chaffee	35.00
A. Himes Coal Co.	100.00
Tornaga Bros.	2.01
Century Fuel Co.	12.00
Leonard Adv. Co.	30.00
G. T. Bullen, Albion	9.00
W. H. Rogers, Albion	2.85
A. A. Dibble, Albion	2.00
Smith & Lathwell, Albion	30.25
Herpolsheimer Co.	225.00
W. A. Bellamy & Co.	100.00
Enterprise Printing Co.	11.50
Dr. H. W. Dingman	31.50
Koolstra & Zuidema	15.05
Home Fuel Co.	22.00
R. Gordon Gix	12.50
Mayhew Shoe Co.	5.00
Spring Dry Goods Co.	8.75
Wolverine Tea Co.	16.00
Fred W. Fuller	8.50
Harry Van Dam	7.00
Wm. Schulling	19.00
Eaton & Son, Detroit	10.00
Grand Rapids News	4.50
Grand Rapids Herald	3.50
S. Porter Tuttle	4.00
Dr. Geo. Westveer	3.00
Fletcher's Drug Store	1.55
Consumer's Ice Co.	6.00
Grand Rapids Press	2.00
Royal Tea Co.	3.48
D. A. Buth	10.00
Hulst Van Huelen Co.	6.00
L. O. Barber Co.	40.00
Ramsdell & Slowey, Albion	4.00
E. H. Blessard	20.34
G. R. Muskegon Power Co.	5.44
Jewell Tea Co.	1.75
D. A. Van Wyck	13.00
Wochholz & Gress, Albion	150.00
National Printing & Engraving Co., Chicago	34.50
Dr. Geo. C. Hafford, Albion	41.00
M. J. Roseman	12.00
Louis Prager	12.00
Commercial Savings Bank	350.00
Louis Prager	30.00
W. H. O'Donahue, Albion	50.00
Henry Wochholz, Albion	75.00

The first meeting of creditors has not yet been called in this matter.

Jan. 30.—In the matter of Francis J. Heany, bankrupt, a hearing was had on the petition of the bankrupt for exemptions. The referee has decided that the bankrupt, having made an assignment of his assets for the benefit of creditors prior to bankruptcy, including exemptions, is not now entitled to claim exemptions out of the bankrupt state. An order has been entered accordingly.

Feb. 2.—The first meeting of creditors in the matter of Schliess & Bachman contractors, of Grand Rapids, was held this day. The bankrupt, Frank C. Schliess, was present and the partnership bankrupt was present by attorneys Smedley, Linsey & Lillie. By unanimous vote of creditors present and represented, Homer H. Freeland was elected trustee and his bond fixed at \$2,000. The assets of this estate consist of machinery and tools used in the construction business and it is not expected a ready sale will be made.

In the matter of the Holland Veneer Works, bankrupt, the adjourned special meeting of creditors was held this day. The trustee made a report showing that all of the assets had been sold and that there were still accounts outstanding which should be collected. The meeting

was accordingly adjourned until Feb. 16, and it is expected the final report and account of the trustee will be filed at that time.

Feb. 3.—The first meeting of creditors in the matter of Ebenezer H. Vanden Berge was held this day. It appearing from the schedules and from examination of the bankrupt that there are no assets not claimed to be exempt it was accordingly ordered that no trustee be appointed. The first meeting of creditors was then adjourned without day.

In the matter of Eugene D. Tanguay, bankrupt, of Ludington, the trustee's final report and account has been filed and the final meeting of creditors called for Feb. 18. The account shows receipts aggregating \$2,415.07 and disbursements amounting to \$520.82 and a balance on hand of \$1,894.25. There will probably be another dividend in the matter at the final meeting of creditors. The estate has already paid one dividend of 20 per cent.

In the matter of Harvey L. Godfrey, agriculture implement dealer of Lowell, the final meeting of creditors was held this day. The estate did not contain sufficient fund to pay a dividend to general creditors and no dividend was declared.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

This is the week of the annual auto show in Kalamazoo.

Manual training teachers of the State will meet in Kalamazoo Feb. 19-21. One of the events of the first day will be an inspection of exhibits of State hardware dealers.

The Cassopolis Commercial Club held its annual banquet last week with an attendance of 141 men, the feature being that one-half the number were farmers from surrounding territory. There were earnest, helpful addresses and the affair was a complete success from the good fellowship standpoint.

Building operations promise to be brisk in Bay City this spring.

Muskegon has a new broom factory and the Chamber of Commerce is getting prices on broom corn seed, with view to distributing same free among the farmers of that section.

The Michigan Bridge and Iron Co. will double the capacity of its plant at Lansing.

The Grand Haven Commercial Association will hold its annual banquet the evening of Feb. 17 and preparations are under way for a big event.

Kalamazoo will hold a big celebration at the armory Feb. 11 to celebrate the installation of the boulevard lights, completion of Bronson boulevard, the new high school, the three new water towers, extension of the water system, the armory convention hall, the county contagious disease hospital and other improvements.

Spring Lake now has an Improvement Association that is doing things and this attractive village and summer resort is growing.

Plans to revive the Muskegon county fair are being considered by the Muskegon Chamber of Commerce.

The Benton Harbor Development Association has a fund of \$70,000 which will be used largely in securing new industries.

New officers of the Howard City Board of Trade are as follows: President, S. V. Bullock; Secretary, R. S. Jennings; Treasurer, H. M. Gibbs. The directors include the officers and L. W. Greene, J. H. Prout, J. B. Haskins and D. W. Clapp.

The first annual meeting and banquet of the Three Rivers Commercial Club was attended by fifteen members. Officers were re-elected and plans for the future discussed.


A special committee, after making a survey of Lansing's system of collection and disposal of garbage, reports that same is not only the poorest but is also the costliest system that it has any knowledge of. Only about one family out of six or seven is having its garbage collected by the private company, which charges 10 cents per can for each week, and it is believed a great amount is being dumped in alleys, backyards and vacant lots. The cost of collection and disposal of garbage and ashes in other cities is found to be very much less and authorities all agree that there should be public collection of city waste, although much difference of opinion exists as to the best method of disposal. In Cleveland the cost of collection and disposal is .208 per capita per year, in Cincinnati .319, in Dayton .23, in Columbus .231, in Zanesville .201. The report concludes: "It may be Lansing will eventually have to establish a reduction or incinerator plant, but they are more or less in an experimental stage and we may well wait for their perfection. The feeding of our garbage to swine and the proper dumping of our other city waste should satisfy our present needs as to disposal. Our pressing need is the proper collection, not only of garbage but of the other forms of city waste, and this should be done by the city, as it is much cheaper and tends to more sanitary conditions."

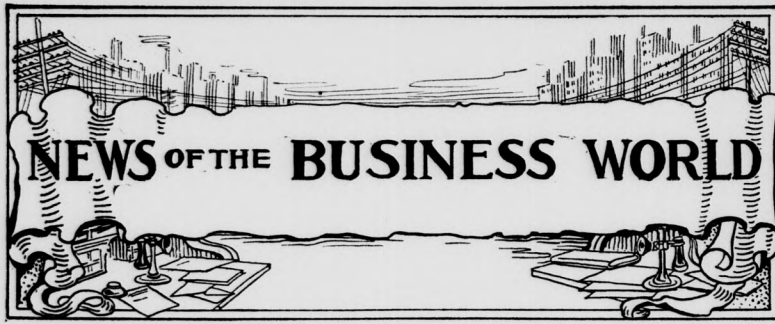
Almond Griffen.

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.



"SUN-BEAM LUGGAGE"
 THE LINE OF QUALITY
 REMEMBER, MR. DEALER,
 Every day is a traveling day, and therefore it is and should be to your advantage to consider the excellent values we have to offer in TRUNKS, SUITCASES AND BAGS. Catalogue and full particulars on request.
BROWN & SEHLER COMPANY
 Home of Sun-Beam Goods GRAND RAPIDS, MICH.





Movements of Merchants.

Holland—Vaupell & Alworth succeed the Gerber Drug Co.

Harbor Beach—C. E. Pettit succeeds R. C. Allen in the drug business.

Freesoil—Torey & Co. succeed R. Stephens in the general store business.

Lake Odessa—Bert Vander Ploeg succeeds C. F. Jackson in the grocery business.

Owosso—Harry Roberts succeeds Frank Moffat in the merchant tailoring business.

Potterville—M. J. Hill is succeeded by A. Courtney in the billiard and cigar business.

Hesperia—John Bain has succeeded Mrs. C. M. Gleason in the general store business.

Portland—Packard & Rader succeed Packard & Lewis in the implement business.

Hersey—Jacob Haist succeeds Charles Anderson in the meat and ice cream business.

Kalamazoo—The Celery City Lumber Co. has increased its capital stock from \$7,000 to \$28,000.

Kalamazoo—The Celery City Lumber Co. has increased its capital stock from \$7,000 to \$28,000.

Lake Odessa—Brummeler & Goodsell are succeeded in the hardware business by Branch & Goodsell.

Leroy—R. E. Smith has purchased the Thompson restaurant and grocery stock and will continue the business.

Detroit—The Henry Blackwell Co., department store, has increased its capital stock from \$250,000 to \$350,000.

Caro—Ray E. Gibbs, general dealer, has resorted to bankruptcy proceedings. Reliabilities, \$1,598; assets, \$1,200.

Brethren—D. E. Hillsamer has closed out his stock of general merchandise and will retire from business.

Martin—Freeman Hall has purchased and is remodeling the store building which he occupies with his drug stock.

Manistee—D. S. Smith, grocer, has sold his stock to James F. Ames, who will continue the business at the same location.

Detroit—J. M. Campbell and son, Clayton, recently of St Ignace, have engaged in the drug business at 463 Concord avenue.

Palmyra—Foglesong & Woster, for several years past general merchants here, have dissolved partnership. Mr. Foglesong will conduct an implement and hardware business in another location, while Mr. Woster will continue the general merchandise business.

Flint—J. Melvin Wood, grocer, has filed a petition in bankruptcy. He claims that his debts and assets are the same—\$1,345.

Stanwood—W. E. Zant has purchased the drug stock of Dr. G. McAllister and will continue the business at the same location.

Onaway—William H. Fish, who conducts a bazaar store here, has filed a petition in bankruptcy. Liabilities, \$2,904.34; no assets.

Jackson—Burglars entered the J. H. Lourin & Co. dry goods store Jan. 28 and carried away goods to the value of over \$1,000.

Luther—The dry goods, shoe and furniture store of William Reed was burglarized Jan. 28 and about \$100 worth of goods taken.

Munising—The grocery stock of John W. Depew, bankrupt, and two cash registers have been bought by the McDougall Mercantile Co.

Batavia—F. J. Barrell, implement and coal dealer, has sold his stock to J. H. McClellan, recently of Kansas City, Mo., who has taken possession.

East Tawas—William A. Reeves, dealer in general merchandise, has made an assignment. His indebtedness is given at \$5,666.40; assets, \$212.

Alto—Charles Furrow has sold a half interest in his shoe and harness stock to A. D. Hood and the business will be continued under the style of Hood & Furrow.

Freeport—H. D. Johnson has sold his store building and stock of general merchandise to C. W. Barnhard, formerly of White Cloud, who has taken possession.

Grayling—Emil Kraus has purchased the interest of his father's estate in the general stock of A. Kraus & Son and will continue the business in his own name.

Detroit—The United Fuel & Supply Co. has been incorporated with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$300 paid in in cash.

Greenville—O. W. Rice has sold his interest in the Greenville Hardware Co. stock to L. M. Sagendorf and the business will be continued under the same style.

Alma—George M. Delevan has sold his interest in the C. L. & G. M. Delevan stock of general merchandise to his partner, C. L. Delevan, who will continue the business under his own name.

River Junction—Horace Lecke has sold his interest in the Lecke & Haven hardware and implement stock to John Van Horn, recently of Henrietta, and the business will be continued under the style of Haven & Van Horn.

Saugatuck—C. S. Terpstra and Louis J. Van Sloten, of Holland, have formed a copartnership and engaged in the plumbing, pumps and windmill business under the style of Terpstra & Van Sloten.

Reed City—Kienitz & Swensen, dealers in marble and granite, have dissolved partnership. E. H. Kienitz will continue the business here and John Swensen will take possession of the Manistee branch.

Cheboygan—Dr. A. M. Gerow is erecting a store building which will be occupied about April 1 by J. C. Taggart with his stock of confectionery and cigars. Mr. Taggart recently lost his stock by fire.

Remus—Grant H. Otis & Co., dealers in men and women's clothing and furnishing goods at Hastings, have opened a branch store here. Both members of the firm will take turns in conducting the store.

Ann Arbor—The John A. Tice Co. has changed its name to the Mack Drug Co. and increased its capital stock from \$2,000 to \$4,000.

South Haven—W. E. Davis and Albert L. Putnam have entered into partnership and purchased the grocery and shoe stock of John Cording, 424 Phoenix street. The business will be conducted under the style of the Star Grocery.

South Haven—C. E. Baughman, who has been manager of the South Haven grocery store of Kidd, Dater & Co. for the past nine months, has purchased the stock of that company and will continue the business at the same location.

A. C. Johnson, formerly engaged in the drug business at Muskegon under the style of Johnson Bros., will shortly engage in the same business on his own account in the Sawdust City. The Hazeltine & Perkins Drug Co. has the order for the stock.

Port Huron—John B. Sperry, conducting a department store, has merged his business into a stock company under the style of the J. B. Sperry Co., with an authorized capital stock of \$50,000, of which \$44,000 has been subscribed and paid in in cash.

Holland—J. E. Kiekintveld has purchased a half interest in the Opera Pharmacy from Walter Sutton. Mr. Sutton will retain his interest in the business but on account of other interests that require almost all of his time the active management will be in the hand of Mr. Kiekintveld.

Detroit—A. J. Marshall, dealer in bar, hotel and restaurant supplies, has merged his business into a stock company under the style of the A. J. Marshall Co., with an authorized capital stock of \$50,000, of which \$35,000 has been subscribed, \$1,000 being paid in in cash and \$34,000 in property.

Ishpeming—Napoleon Robare, who is operating near here this winter, is one of the pioneer loggers of this district. He began operation on Thunder River and Lake in Marinette county in Wisconsin when that country was covered with virgin timber. He has cut 4,000 cords of box bolts, 4,000 cords of spruce pulp and 500,000 feet of logs so far this season from his own timberlands.

Palmyra—Foglesong & Woster, dealers in general merchandise, have dissolved partnership. Mr. Woster has taken over the interest of his partner and will continue the business under his own name. Mr. Foglesong will engage in the hardware and implement business here.

Lake Odessa—Wm. Brummeler has sold his interest in the hardware firm of Brummeler & Goodsell to Forest E. Branch, and will take up his old occupation as traveling salesman in Western and Northern Michigan for Wm. Brummeler Sons Co. of Grand Rapids. The new firm will be known as Branch & Goodsell.

Menominee—Practically every part of the Upper Peninsula is covered with snow, so that hauling is not difficult and logging is going ahead the heaviest so far this season. The temperature is low enough for ice roads to be maintained and operators hope in the next six weeks to make up, at least in part, for what has been lost in the long delay caused by the weather. No car shortage has developed and it is likely that not much trouble will be experienced on that score.

Big Rapids—W. H. Truax has sold his interest in the H. Ladner & Co. store to his partners and formed a copartnership with Seth Zetterstedt to purchase the Joslin clothing stock. The new firm will be styled Truax & Zetterstedt. For years the Joslin store has had a large trade in the clothing line, Mr. Joslin, Sr., having been in business for many years, starting in trade in Big Rapids in 1872. Mr. Truax was for thirteen years connected with the Joslin store, a part of that time as manager, and for the past two years has been connected with the firm of H. Ladner & Co. Mr. Zetterstedt also worked in the Joslin store for about six years, but for the past year has been connected with the store of F. H. Lange.

Bay City Delegates to Grand Rapids Meeting.

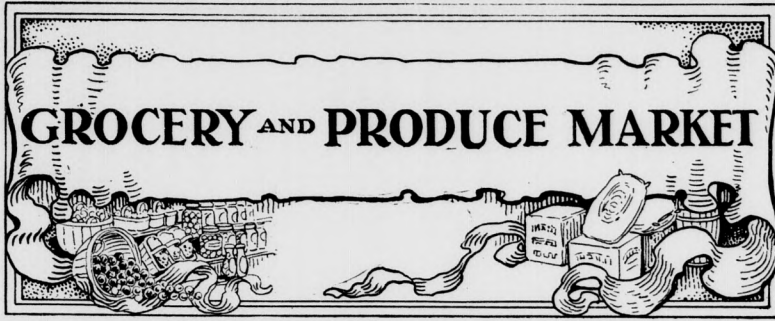
Bay City, Feb. 2—The following delegates have been elected by the Bay City Grocers and Butchers' Association to attend the State convention at Grand Rapids Feb. 24, 25 and 26: M. L. Debats, J. H. Primeau, C. C. Schultz, E. W. Funnell, Thomas Jean, I. K. Schultz, Jas. Smith, Geo. A. Fuller, Jno. Standacher, Dolphus Blacnhard, Geo. Gangeon, Aug. Dehn, Fred Menthen, H. J. Downer, Warstrom & Johnson, A. Ward, Chas. Smith, Robt. Burkhardt, J. W. Rogers.

Mason Erwin has opened a store at the corner of Center and Trumbull, with a full line of groceries.

Mrs. Edward West, wife of the well-known grocer on North Chilson street, where he has been in business several years, died at the family residence last Thursday. Mrs. West was well known in the city, having resided on the west side for over thirty-two years. She was born in Wales, St. Clair county, Jan. 10, 1861, and married Mr. West in Romeo, in 1881, soon afterward moving to this city. Mrs. West had been ill only a week, goitre being the affliction. She was a member of Westminster Presbyterian church and belonged to the Order of Eastern Star.

Geo. A. Fuller.

The merchant who will not spend at least \$10 a year for trade papers is a man who does not recognize opportunity when he sees it.



Review of the Grand Rapids Produce Market.

Apples—The market is strong. Greenings and Baldwins are now held at 4.50@5 per bbl. Northern Spys and Jonathans, \$6@6.25.

Bananas—\$2.75 per 100 lbs., or \$1@1.75 per bunch.

Butter—Receipts of fresh have increased considerably during the week and the demand is very light. As a result, the market has dropped about 3c on both creamery and No. 1 dairy. The quality of the receipts is averaging very good, but the market is unsettled. If the lower prices stimulate the demand there may be no further decline. Fancy creamery commands 27c in tubs and 28c in cartons. Local dealers pay 22c for No. 1 dairy and 16c for packing stock.

Cabbage—\$1 per bu.

Carrots—65c per bu.

Celery—35c per bunch for home grown; \$2.75 per crate for Florida.

Cocoanuts—\$4.75 per sack containing 100.

Cranberries—The market is strong at \$15 per bbl for late Howes.

Cucumbers—\$2 per doz.

Eggs—Receipts are increasing almost daily and a few warmer days would bring in quite an influx of eggs. Local dealers have reduced their paying prices to 27c, with the possibility on still lower prices before the end of the week—depending altogether on the weather.

Grape Fruit—The market is steady at \$5@5.50 per box.

Grapes—Malaga, \$6 per keg.

Green Onions—40c per doz. for New Orleans.

Honey—18c per lb. for white clover, and 16c for dark.

Lemons—California and Verdellis have advanced to \$4@4.25 per box.

Lettuce—Eastern head has declined to \$2.25 per bu.; hot house leaf has further declined to 14c per lb.

Nuts—Almonds, 18c per lb.; Butternuts, \$1 per bu.; Chestnuts, 22c per lb. for Ohio; Filberts, 15c per lb.; Hickory, \$2.50 per bu. for Shellbark; Pecans, 15c per lb.; Walnuts, 19c for Grenoble and California; 17c for Naples; \$1 per bu. for Michigan.

Onions—\$1.25 for red and yellow and \$1.50 for white; Spanish, \$1.40 per crate.

Oranges—Californias are held at \$2.50@2.75; Floridas are selling at \$2.25@2.50.

Peppers—Green, 75c per small basket.

Potatoes—The market is without change. Country buyers are paying 45@50c; local dealers get 65@70c.

Pop Corn—\$1.75 per bu. for ear; 5c per lb. for shelled.

Poultry—Local dealers pay 12@12½c for fowls, 8c for old roosters; 9c for geese; 11c for ducks; 14@16c for No. 1 turkeys and 12c for old toms. These prices are live weight. Dressed are 2c per lb. more than live.

Radishes—30c per dozen.

Spinach—\$1 per bu.

Strawberries—40c per qt. for Florida.

Sweet Potatoes—Delawares in bushels, \$1.10.

Tomatoes—\$4.25 per 6 basket crate of California.

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

In the death of Charles McCarty, who was engaged in the grocery, grain and produce business at Lowell for more than forty years, Michigan loses one of the most courageous men who ever honored the retail business. Catering to a large constituency and a wide area, Mr. McCarty established in the early days of Lowell a State wide reputation for making a market for anything the farmer brought to town, even though the purchaser had to ultimately consign it to the dump. Such a policy, rigidly adhered to for many years, gave Lowell a reputation which it still enjoys, although it has been greatly curtailed by the establishment of new towns on parallel lines of railways. Mr. McCarty was a friend to everybody and everybody's friend. His genial greeting and contagious laugh served to put every one in good humor and his generous openheartedness made his friends wherever he went. His death in California, remote from the scenes of his early victories and triumphs, was peculiarly sad, owing to the nature of his illness and his anxiety to remain a little longer among the people whose lives he made brighter by his presence.

E. L. Howard, general dealer, Vestaburg: "I think your paper more than pays its own way, as I find it keeps me in touch with the markets, both buying and selling."

Mrs. Alzada Hagadorn has bought the grocery stock formerly owned by John Brower, and more recently by one Berkholz, at 1825 Division avenue.

C. Anderson & Son succeed Pixley & Van Eeuwen in the grocery business at the corner of Packard avenue and Cherry street.

The Wormnest Stove Co. has discontinued business at Oakland avenue and P. M. Railway.

The Leader Engine Co. is reported moving to Detroit.

The Grocery Market.

Sugar—All of the Eastern refiners are offering granulated at 4c, f. o. b. New York, except American, whose price is 4.05c. Refined sugar at 4c is cheap and largely, if not entirely discounts the prospective reduction in the duty. At 2½c for raws the laid down price after March 1 will be 3½c, so that the margin for granulated on this basis is 80 points. Of course, the cost of manufacturing is less, but, on the other hand, raws may advance instead of declining as some circles would like. The wholesale grocer argues that as his margin of profit is small, there is nothing to be gained in abandoning the hand-to-mouth attitude, for the refiner no longer guarantees against decline. He figures that the keen competition may force the price to below 4c and that in any even that figure will still be available a month hence. But there are those who predict difficulty in securing prompt shipment later in the month, for meltings are moderate and consignment points must be filled up. Refined at 4c compares with 4.30c a year ago.

Coffee—Rio and Santos are steady to firm, but without any special quotable advance. Milds, meaning especially washed milds, Bogotas, Maracaibos, etc., are firm and show a fractional advance for the week. The reason seems to be small stocks on spot. New crop coffees will begin to come along in March. Java and Mocha are unchanged and moderately active, both lines steady to firm. Statistics have not helped the market, for the crop receipts at Rio and Santos are breaking expectations, aggregating 11,369,000 bags as compared with 9,596,000 last year and 10,301,000 in 1912. Afloats are now larger than in 1913 by 70,000 bags, and while stocks in warehouses are 600,000 bags less than a year ago, the supply of really desirable coffee is larger, for the 900,000 bags valorization holdings were then included. It is suggested that the indifference of the country to actual coffee, as indicated in the dull spot situation, means that the invisible supply has been filled up and roasters can pursue a waiting policy. Brazil wishes to sell, and this does not make the buyer in a more receptive frame of mind. So far as the desire to speculate goes, Wall Street has no use for coffee, recalling past experiences, and the trade following was badly crippled in the smash of 1913. There are those who maintain that the salient fact is overlooked—coffee is cheap. Moreover, they insist that, whatever the shortcomings of predictions on the present crop, the next harvest will be materially below consuming requirements. The consumption, they say is growing, stimulated by lower prices, which in turn checks the use of substitutes. Brazil is in a better financial position, owing to the loosening up of cash in Europe, and has just placed a loan, part of which will be used in the defense of coffee. And last of all they emphasize the fact that there has been a decline of 5c a pound, which squeezes out the inflation caused by valorization.

Canned Fruits—Under light offerings from the Coast and no selling pressure by second hands the market for all descriptions of California fruits is firm, although the demand at present is slow. Southern fruits of all kinds are in limited supply in first hands, and although the market is seasonably dull the tone is firm. Gallon apples are held firmly up to the quotations owing to the strong statistical situation, but there seems to be little demand.

Canned Vegetables—Lately a good deal of cheap stock in Western peas at about 65@70c for standard and at proportionate prices on extra standard grades has been moved into consumption. The sales made are estimated to have covered 50,000 to 75,000 cases, which has cleaned up most of the low priced stock. The market closed strong and slightly higher, 70c seeming to be about the best that can now be done on Western goods. It is also reported that quite a little business has been put through lately in future Western peas on the basis of opening prices, but particulars have not been made public. Tomatoes are quiet but firm. There are no offerings of standard goods from country factories at less than 70c for No. 3 and 50c for No. 2, with the Baltimore packers decline to consider bids of less than 72½c for No. 3 or 52½c for No. 2 standards f. o. b. that market. Corn is firm, but seems to be getting little attention. String beans are scarce and strong. Spinach is fairly active and firm. Interior markets are buying Southern sweet potatoes quite freely and market for that staple is stronger.

Canned Fish—Salmon is going steadily into consumption and the market is firm. Domestic and foreign sardines show an upward tendency. Lobster is scarce and firm, and there is a strong although quiet market for crab meat. Shrimp is quiet but steady and in other lines a firm feeling prevails, due to limited offerings and a steady demand.

Dried Fruits—The demand for prunes is moderate. Peaches are low in price and rather inactive. Apricots are very nearly cleaned up on the coast, and there seems no likelihood of any lower prices this season. Raisins quiet and unchanged, as are currants and all other dried fruits.

Cheese—The market is very firm and stocks are reported light. The consumptive demand is good for the season, prices being somewhat higher than a year ago. No radical change seems in sight.

Syrup and Molasses—Glucose shows no change for the week. Compound syrup is unchanged and seasonably active. Sugar syrup is dull and unchanged. Molasses quiet.

Provisions—The market on smoked and cured meats is steady and about unchanged. Both pure and compound lard are steady with a good consumptive demand. Dried beef, barreled pork and canned meats are unchanged, with a light demand.

Salt Fish—Mackerel of all grades keeps about the same, demand fair. Cod, hake and haddock steady to firm, seasonable demand.



There has been some gain in business during the past week. The softened feeling of the administration toward the corporations and the probability of an increase in freight rates on the Eastern roads have everything to do with this changed feeling. If the freight rates are raised that in itself will be a gain to business. As to those statistics and oral reports from business men on which reliance is commonly placed in measuring the situation there is little change. The bank clearings are running slightly below those of a year ago but the percentage is so small as to be practically negligible. Railroad business is bad, but late advices indicate that an improvement is in progress. The Eastern roads are in some instances hurrying repairs on cars or preparing to take them out of storage in anticipation of a larger traffic.

The directors of the United Light & Railways Co. adopted the dividend policy of the American Light & Traction Co., by declaring a quarterly payment of 1 per cent. on the common stock in cash and 1 per cent. payable in common stock. The company has thus made good a tentative promise which was made last fall to adopt such a policy in the forepart of the present year. The announcement came even sooner than was expected by many shareholders and caused great satisfaction.

As the result of the declaration of the double dividend, the common stock is now around its top price. It did sell a point or two higher perhaps at the time the company took over the Tri-City Railway & Light Co., over a year ago, but this week's prices were firm around 85 for the common. At 85 the holder of 100 shares of United Light common gets a very handsome return. He gets 4 per cent. per annum in cash and 4 per cent. in common stock and on \$8,500 investment his return is \$400 in cash and \$400 in stock, worth, at 85, \$340, or a total of \$740. This is an extremely liberal return on the investment. Should the market price of his stock advance the value of his dividend return in stock would, of course, rise also. It is stated that the present earnings are equivalent to 10 per cent. on the common stock.

Realizing the needs of the people of Rapids City and the adjacent country C. W. McPhail, Ludington, W. S. Richardson, Central Lake, and L. O. Bloomer, Alden, will open up a bank in the hustling village of Rapid City about March 1. Messrs. McPhail, Richardson and Bloomer need no in-

roduction to the people of Rapid City, as Mr. Bloomer has represented that banking firm at Rapid City for the last year. McPhail is one of the best known bankers in Michigan. He is President of six State banks in Michigan and principal owner of eight other banking institutions. Mr. Richardson, who has been affiliated with Mr. McPhail in the banking business for the last twenty years, is well known throughout Northern Michigan as a successful banker. Mr. Richardson is Cashier of the First State Bank of Central Lake and also interested in a number of other banks in the Northern part of the State. Mr. Bloomer is Cashier of the Farmers & Merchants Bank of Alden and has been connected with different banking institutions in Western Michigan for the last twelve years. McPhail, Richardson and Bloomer are fortunate in securing the services of Dan S. Way for Cashier of the new institution. Mr. Way needs no further introduction. He has been manager of the Lewis Way mercantile establishment for the last number of years and will continue as manager also of that institution. Mr. Way has been an unusual successful manager and there are no doubts as to his future success in his new undertakings. The business will be carried on in the Lewis Way mercantile house, part of the main room being leased by the banking firm for their offices. Later it is the intention, as soon as the business warrants, to build a modern building.

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 $3\frac{1}{2}\%$ if left a year.

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

**Merchants, Treasurers, Trustees,
Administrators and Individuals**

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

CORRESPONDENCE PROMPTLY REPLIED TO

IF YOU BUY NOW

The First Preferred Stock of

United Light & Railways Company

You will receive the benefit of the ACCRUED DIVIDEND since October 1, 1913. The dividend of $1\frac{1}{2}\%$ paid quarterly is due January 1, 1914, and the purchaser of stock gets the benefit.

**A Purchase Now Will
Net Good Return**

Send for circular and earnings statement showing prosperous condition of this company.

**Howe, Snow,
Corrigan & Bertles**
Michigan Trust Co. Bldg.
Grand Rapids, Michigan

Fourth National Bank

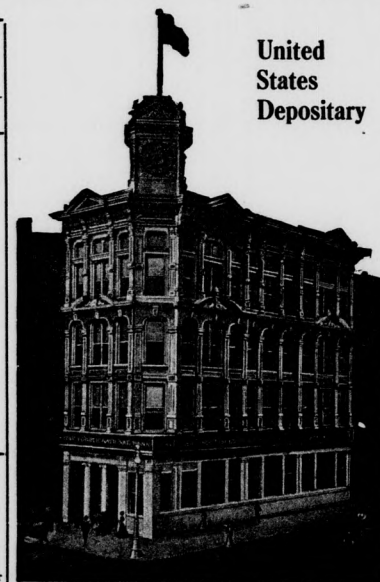
Savings
Deposits

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

$3\frac{1}{2}$

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The owners of the Citizens' Bank of Bellevue, a private institution, which voluntarily closed its doors last week, state that the bank is only temporarily out of business, due to heavy withdrawals of deposits and inability to make collections, and creditors and depositors will be paid one hundred cents on the dollar, as the bank is fully protected. Carl D. Nimberley, formerly the Assistant Cashier of the bank, has been named as assignee and is now in charge. There is little or no excitement in Bellevue over the closing of the bank. The Citizens' Bank has been doing business in Bellevue for nearly fifteen years and four years ago moved into its own new field stone building. It is owned by two men, C. E. Scott, a wealthy Walton township farmer, who is President and the "silent partner," and Barrett D. Vaughan, Cashier and manager, who has been a resident of Bellevue for nearly thirty years, and it was largely through his efforts that the bank was organized. Mr. Scott has been a director of the First National Bank of Charlotte and a stockholder of the Eaton County Savings Bank of Charlotte. He has been in the Bank very little, leaving the management largely with Mr. Vaughan. It is stated that two years ago Mr. Vaughan suffered a slight stroke of paralysis and his health has been affected since to such an extent that depositors gradually began to withdraw their money until only one-half of the \$200,000 deposits remained in the Bank and the institution was obliged to close its doors. According to Cashier Vaughan the deposits of the bank now total about \$100,000 and this is the extent of its liability. The loans total about \$123,000 and the capital stock is \$16,000, with \$3,000 in undivided profits. The bank building is the finest and most handsome

building in Bellevue and is valued at \$15,000. The individual responsibility of the men back of the Bank, who are equal partners, totals more than \$150,000 according to official reports, and this protection is ample. There is one other bank in Bellevue, a State bank, of which C. D. Kimberley is Cashier, which is not affected in any way, as it had no relations with the Citizens bank. No petition in bankruptcy will be filed if Mr. Kimberley can realize on the \$123,000 loans.

The Farmers State Bank, of Richland, has been merged into a savings bank under the style of the Farmers State Savings Bank, with an authorized capital stock of \$20,000.

The capital stock of the Commercial & Savings Bank of Albion has been increased from \$35,000 to \$50,000.

The Peoples' State Bank of Detroit has increased its capital stock from \$1,500,000 to \$2,000,000.

Quotations on Local Stocks and Bonds.
Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	350	353
Am. Light & Trac. Co., Pfd.	108	108
Am. Public Utilities, Pfd.	76	77
Am. Public Utilities, Com.	51½	53
Cities Service Co., Com.	97	99
Cities Service Co., Pfd.	74	76
Citizens Telephone Co.	77	79
Comw'th Pr. Ry. & Lt., Com.	57¼	58
Comw'th Pr. Ry. & Lt., Pfd.	78½	79½
Comw'th 6% 5 year bond	97	98½
Pacific Gas & Elec. Co., Com.	42	45
Tennessee Ry. Lt. & Pr., Com.	15	17
Tennessee Ry. Lt. & Pr., Pfd.	69	71
United Light & Rys., Com.	84	86
United Light & Rys., 1st Pfd.	76½	77½
United Lt. & Ry. new 2nd Pfd.	72	74
United Light 1st and ref. 5% bonds	86	89
Industrial and Bank Stocks.		
Dennis Canadian Co.	100	105
Furniture City Brewing Co.	60	75
Globe Knitting Works, Com.	135	141
Globe Knitting Works, Pfd.	97	100
G. R. Brewing Co.	145	151
Macey Co., Pfd.	93	96
Commercial Savings Bank	200	225
Fourth National Bank	215	220
G. R. National City Bank	173	178
G. R. Savings Bank	255	300
Kent State Bank	204	258
Old National Bank	204	208
Peoples Savings Bank	250	

February 4, 1914.

BUY BONDS NOW!

We especially recommend at this time the purchase of well-secured bonds for the following reasons:

- 1—Prices are very low at the present time; in fact, no lower price level has been reached in over five years.
- 2—The intrinsic value of good issues has steadily increased in face of decline in prices.
- 3—Underlying conditions are sound and money rates will probably be lower in the near future.
- 4—New currency law should equalize money rates and favorably affect bond purchases by financial institutions.

We offer only such bonds as in our judgment afford absolute security for the principal and yield a fair return on the investment.

GRAND RAPIDS TRUST COMPANY

123 Ottawa Ave., N. W.

Both Phones 4391

Michigan Trust Co.

Resources \$2,000,000.00.

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Willard Barnhart, Vice President.
Henry Idema, Second Vice President.
F. A. Gorham, Third Vice President.
George Hefferan, Secretary.
Claude Hamilton, Assistant Secretary.

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E. Golden Filer.	James D. Lacey,	Spring Lake, Mich.
Filer City, Mich.	Chicago.	Wm. Alden Smith.
Wm. H. Gay.	Edward Lowe.	Dudley E. Waters.
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Muskegon, Mich.	Lansing, Mich.	

3% Every Six Months

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

\$100.00 BONDS--6% A YEAR

POLICY HOLDERS SHARE IN OUR EARNINGS

The reason for our large increase in business last year was our EXCELLENT CONTRACTS combined with our NON-PARTICIPATING RATES ON WHICH WE PAY DIVIDENDS. WE HAVE THE BEST SELLER ON THE MARKET.

The Preferred Life Insurance Co. of America Grand Rapids, Mich.

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

GRAND RAPIDS SAVINGS BANK

REAL ESTATE IS THE FOUNDATION OF WEALTH
AND INDEPENDENCE

We can show you some of the finest highly improved farms, or thousands of acres of unimproved hardwood lands in Michigan, that are rapidly increasing in value. We also have the largest list of income property in this city—INVESTIGATE.

GEO. W. BRACE & CO.,
64 Monroe Ave. Grand Rapids, Mich.
Citizens 2506 Bell Main 1018

OFFERING 8 PER CENT GILT
EDGED INVESTMENT

A. O. SELF & CO.
Business Brokers Dallas, Texas

Kent State Bank

Main Office Fountain St.
Facing Monroe

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

Deposits
7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

On the Upward Swing

The pendulum of prices for securities has passed the center.

Do not delay if you wish to increase your income.

American Public Utilities Co.

6% cumulative preferred stock combines possible appreciation, stability of business, assured return and marketability.

The company operates gas and electric properties in fourteen prosperous cities, serving an aggregate population of 525,000.

Its relations with the public are harmonious, and its business is conducted on a profitable basis.

Write for map and earning statements

Kelsey, Brewer & Company

ENGINEERS BANKERS OPERATORS
GRAND RAPIDS, MICHIGAN



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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

February 4, 1914.

MAKING READY FOR MARCH.

The merchant who has to wait upon the jobbers and wholesalers while customers are already in his store asking for seasonable goods isn't the most fortunate type of business man. The reputation of a retailer depends upon his ability to deliver the goods right when they are wanted; and prompt service is a far better business builder than lame excuses. Hence, the merchant with an eye to the building of permanent business will prepare well beforehand to cater to his spring trade.

The time to order is while the shipping department of the jobbing house is still running smoothly. The inevitable rush of tardy retailers for their spring goods will mean disaster to the retailer who puts off buying until the last minute and still hopes to have his shipments made as promptly as if he ordered weeks ahead of time. An early spring may not come; but if it does, it will catch a host of retailers napping.

The shrewd merchant is forehanded in catering to the spring trade. Not merely does he order early so that he may have his stock in readiness to meet all demands as they come; but he starts the spring trade coming, instead of waiting for the weather man to do that trick. And, with his stock purchased and in readiness, and that item of worry off his shoulders, the merchant is all the better equipped to infuse into his advertising, his window displays and his personal salesmanship the spring spirit.

Spring warms up the world; and the wide awake dealer who wants to secure his share of the spring trade will display equal warmth in his welcome to his customers. The entire store—show windows, silent salesman, stock and staff—should typify in their attitude toward the intending buyer the climatic change.

The new stock, the timely stock, should be featured, even a little ahead of time. It is the new stock in which the spring trade—and particularly the housewives—will be interested. Perhaps they have been spending very little during the winter; if so they will be all the better able to purchase now, and all the more responsive to the merchant's appeal.

"All the year round is the time to

hustle for new business" is the principle which actuates most successful merchants. But, if hustling is timely throughout the entire year, it is in the spring time that the merchant feels most like hustling.

Too few merchants keep an eye open for newcomers to town. Yet those merchants who call personally on the newcomers find it good business. You need not make it a merely business call, but put into it the spirit of "Welcome to our midst"—and give the newcomer to understand that whatever he may need in merchandise, your store stands ready to give him good service.

Many good merchants find it hard to adopt such business tactics. Strange as it may seem with men who are daily in contact with all sorts of people, they have a shrinking from going out and meeting strangers. They would meet them gladly and serve them courteously and carefully in their own places of business, for there they feel at home; but to go out into the highways and byways seems an irksome task. Yet the very men who modestly shrink from canvassing newcomers in this fashion often prove the best business-getters when they do go out.

Make the newcomer feel that he has friends. It is an incidental that he will need merchandise; and he turns gladly to the first welcoming face. Then, too, it is worth while to cater to the newly-weds, who rapidly find the need of a host of household utensils, and who are usually in the mood to improve upon the more or less primitive kitchen equipment that mother used to have.

Springtime brings with it, of course, the inevitable spring house cleaning. Toward the middle or end of March, house cleaning utensils can be advantageously featured, the time depending largely upon local and weather conditions. It is good for the dealer to map out ahead of time the line which he intends his house cleaning displays to take, in order that he may put them together at a minute's notice if need be.

This is a time, too, when additional equipment for handling the everyday work of the household can be advantageously pushed. For housecleaning, scrubbing brushes, pails, mops, curtain stretchers, window cleaners, step ladders and a host of brush novelties of one sort and another can be strongly urged; and of these many possess a permanent value. Then, too, there is a timely demand for carpet sweepers, washing machines, wringers, and the like; while the housewife will usually feel in the mood to replace her worn out boilers, kettles and pans with new and more up-to-date goods. In the better class of homes where electric current is available, there is a growing demand for electrical cooking devices of various sorts and there is plenty of opportunity for the sale of vacuum cleaners of all kinds. These in recent years have proven a very salable line.

Spring, too, is the time for paint up and clean up work. This renders very timely a paint display. A wide range of paint specialties can be prof-

itably featured at this particular time.

Following close upon the interior house cleaning, there is the brightening up of the yard. Lawn goods, garden tools, flower and vegetable seeds, poultry netting and kindred articles will be timely a little later in the season. The spring warmth brings forth the fishing enthusiast, which, in due course, means a decided demand for fishing tackle.

Then, too, the dealer should prepare for the re-opening of the building season, and be well equipped to handle this trade, which merits considerable effort and thoughtful planning.

A well-planned spring campaign helps immensely to produce results. With the next few months mapped out ahead of time, the merchant will find his work running far more smoothly and will be better able to meet emergencies as they arise. Advertising and display should be planned beforehand; early purchase of new stock will remove one fruitful cause of worry and lost sales. In this connection, the individual merchant must form his plans, not upon and fixed model laid down before him, but with a regard to local conditions and his own past experience. His plans should allow for aggressive business-getting, for the merchant who goes out after business instead of waiting for it to come to him, is the merchant who pulls ahead.

CHANGE FOR THE BETTER.

From the viewpoint of this business community, the noteworthy fact in the situation is the cheerful optimism, expressed in the past few days by representative business men and financiers, many of whom were unable to see anything reassuring in the outlook a month ago. Not only has the situation changed for the better in this regard, but the change has been one of the most remarkable, for its suddenness and completeness, that the community has witnessed in many years.

"Sentiment" doubtless plays a considerable part in it; but a large percentage of the change is real. Distributors of merchandise, however, are not rushing sales, preferring to have a slow but steady growth as the reason develops and the crop outlook becomes more apparent. With good crops, there should be basis for a very large business. Stocks of goods in all sections are light. Consumers have been going slow in buying for their current needs. Interior distributors have bought so cautiously during months, that they are now in shape to enter the market on a liberal basis in the near future. As to the crops, the winter wheat promise is at present far above the average; but it is naturally too early to make predictions, when harvest is five months off. In the interval, it is expected that business will move along at a healthy pace.

One fundamental influence, not sentimental in its scope, is that money is easier all over the West. Especially is this true of Chicago, where call money is loaned at 4½ per cent, and commercial paper is selling as low as 4 per cent.

Perhaps the one thing which conservative bankers fear, just now, is that there may presently be a disposition to expand credits further than is warranted, even by the recent contraction. This might easily have a bad effect on the business and financial interests of the country. The fear is that there will be a move to go to the extreme in granting credits, with unfavorable ultimate results. But commercial lines can undoubtedly use more money in legitimate ways in the near future; for industrial expansion seems to be assured, and with an increased output of the mills and a large consumption, it is believed that much more money can be conservatively employed.

There are a few bankers here who express the belief that possibly the decline in interest rates has been too rapid, and that some upward reaction is now due. They look for a 6 per cent. basis as the level for the future, and expect to be able to get that rate for a large amount of money to be put out later in the season. All this remains for the future to determine.

FORD'S LATEST JOKE.

That Henry Ford delights to periodically scare his fellow manufacturers is well known in the automobile trade, and that his ways of doing so are not only effective but unique is widely recognized. Just now Mr. Ford's chief delight is to send chills up and down the backs of prospective cyclecar manufacturers whenever he gets an idea that they are overoptimistic and likely to get too close to his field for comfort. Evidently Mr. Ford does not think very much of the very small car or its market, but has let it be known that if the public shows any decided leaning for cars smaller than the present Ford he is prepared to build them.

At the recent Detroit Automobile Show, which was held in the Ford branch building, a commotion was created when a diminutive Ford, much resembling a cyclecar in appearance, was hurriedly wheeled across a main part of the building in a manner that savored of an effort at concealment, but which in reality gave everybody in the place an opportunity to look and be impressed. The car, which would be about a \$350 product, has a four-cylinder motor, approximately three by four inches, and might be called a baby car rather than a cyclecar.

The Interstate Commerce Commission's order requiring transcontinental railroads to permit California orange shippers to pre-ice and pre-cool their fruit going to Eastern cities and limiting the charge for the use of the cars during the pre-cooling stage to \$7.50 has been upheld by the Supreme Court. The dispute arose largely out of the endeavor of Congress in the Hepburn rate law to rid the fruit growers of alleged extortion by private car lines. It was claimed before Congress that those lines preyed upon the perishable traffic as they might deem necessary to pay large dividends.

Moreover, the freckled criminal is bound to be spotted.

MEN OF MARK.

John Caulfield, the Pioneer Wholesale Grocer.

John Caulfield is a descendant of a respected family whose lineage in the north of Ireland comes down through several centuries. He was born December 25, 1838, near the village of Hilltown, County of Down, Ireland, and adjacent to Rosstrevor, the most charming seaside resort in the northwest part of the United Kingdom. His early education was obtained in the national schools of that country, schools then conducted under government control. There were annual examinations by government inspectors. After passing these successfully, at 15 year of age, having continuously attended school from the age of 7, he was prepared for a private school kept on the estate of Lord Roden, and managed by a professor of wide reputation for learning and ability. Here his stay was short. He was ambitious to enter mercantile life and he was much elated when a situation was obtained. His books and satchel were shelved and gaily he went with his father to the seaport of Newry, in the same county, and was there bound as an apprentice in indenture of 50 pounds for a term of years to a large and long-established firm in the grocery trade. There he learned much of the "El Dorado" west of the Atlantic, decided to come to America, and in November, 1857, sailed in the four-masted American ship, John C. Calhoun, landing at New York Jan. 1, 1858. He came direct to Grand Rapids, rested a few weeks, obtained a temporary position as clerk in a grocery store and soon made a permanent engagement here with the late George W. Waterman, then a prominent wholesale and retail grocer, with whom he remained about five years. After this he made a trip West to Iowa, but returned and for a short time was again in the employ of Mr. Waterman, and then in the fall of 1864 entered into partnership with the late John Clancy, in the same trade. About a year later Mr. Clancy retired from the firm, on account of his extensive lumbering interests, and Mr. Caulfield continued business alone. Between those two as long as Mr. Clancy lived there existed the warmest feelings of respect and friendship. During the subsequent twenty years Mr. Caulfield conducted a large business successfully, with credit unimpaired and unshaken through all the financial crises, notwithstanding the many disappointments, difficulties and losses which beset mercantile life. In 1869 he purchased the old Collins Hall block, which he rechristened Empire hall, corner Monroe and Erie streets, and in that year embarked in an exclusively wholesale grocery business. In April, 1871, his store and goods were destroyed by fire. This was a serious setback, as the block was not fully paid for, but with all his losses on stock and building, he did not lose courage. With undaunted energy, he rebuilt, finished the present building in 1872, rented it for a time, then opened again himself, and continued the wholesale grocery business there

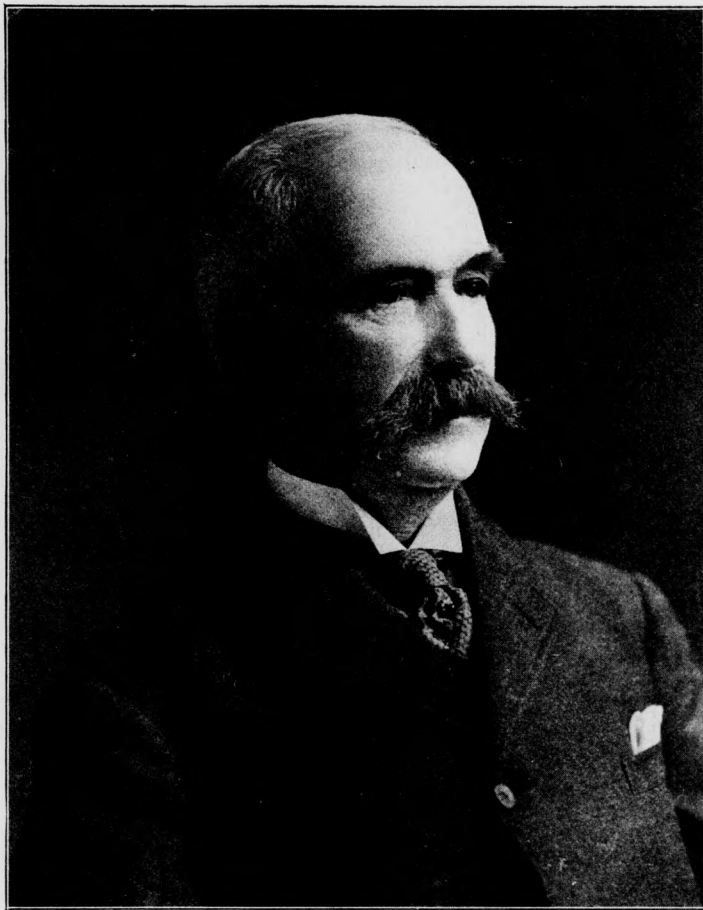
until 1886, when he retired from that trade to give his entire attention to his other interests, chiefly in real estate, which by this time had grown to be of much magnitude.

In 1871 Mr. Caulfield purchased a large tract of land south of the city. His native shrewdness led him to secure the location of the G. R. & I. carshops on a portion of this land and the remainder has yielded him a rich harvest. It is currently reported that the sales of gravel alone have brought into the Caulfield coffers a sum of ten times in excess of the amount originally paid for the entire tract. Mr. Caulfield is the owner of the Caulfield block on Ottawa avenue, 100 feet square on the corner of Ellsworth avenue and Island street, and possesses numerous other real estate

He has no hobbies and has tolerated no side issues. He belongs to no clubs or fraternities, finding the greatest pleasure in the peace and quiet of his family circle.

Mr. Caulfield's life has been one of business, and to that he has attended, never allowing any interference by alluring ambitions for official station. He has held singularly aloof from political strifes. He says that he has had all the hustling he desires in the regular way of striving for material success in the mercantile race. As man, merchant and citizen his name has been a familiar and respected one for more than half a century.

Success seldom comes to a man who is too lazy to go after it.



JOHN CAULFIELD.

holdings which are chiefly valuable by reason of their location and availability.

Mr. Caulfield was married, February 14, 1864, to Miss Esther Eagan, of Cascade. They have seven children, all of whom are still living, as follows: Anna E., now Mrs. Wm. J. McKnight.

Geo. B. Caulfield, now engaged in the merchandise brokerage business. Marie, residing at home.

Frances, now Mrs. Joseph Kirwin. Estelle, now Mrs. Bertrand F. Lichtenberg, of Chicago.

Agnes, residing at home.

John J. Jr., residing at home, and engaged in the real estate business with his father.

Mrs. Kirwin has a son and daughter and Mrs. Lichtenberg has two daughters.

Mr. Caulfield is a Roman Catholic in religion and a Democrat in politics.

Relation Between the Banks and The Retailer.*

If there is such a thing as a firing line in the business world, the retail merchant is certainly in the very center of the encounter. If war has its heroes, so has peace, and the men who take on their shoulders the burdens of retail business with its many complexities have my sincere admiration.

There is unquestionably and undeniably, a new thought abroad in the land. People are calling for, and public sentiment is demanding, cleanness of action and thought. Men have long known and admired the square deal, but it is very doubtful if history has been able to present during the time that has passed so large a percentage as the world offers to-day, of

* Address at annual banquet of retail merchants of Kalamazoo, by Herbert E. Johnson, President Kalamazoo-City Savings Bank.

men who are practicing and not merely preaching.

Coming into contact, into intimate contact, with the mass of the consumers the retail merchant must square his action by the new rule if he hopes to build permanently and to crown his efforts with success.

Outside of the ordinary relation of depositor and banker the retail merchant and the banker have a common interest in the extension of credit, the retailer laying the foundation and the bank building the superstructure. The retail merchant, if he handle the credit proposition safely must be not only as wise as the owl and shrewd as the fox but must have some of the powers in mind reading. He must know when to give and when to withhold, for sure is the average man that his credit operation will be reflected in the statement which some day he must present to the bank where he does his business.

The common problem of the retailer is the creation to a margin in his operations which will permit him to lay by in store and safe keeping, that which will ensure to him and his the good things of life and protect him against the time when he will no longer be able to carry on the fight.

The retailer must have keenness of vision, clearness of thought, enthusiasm, certainty and direction of purpose and be a past master in the general application of the rules under which business is conducted.

The retailer must be polite and courteous and for himself and his organization be able to create the impression that he does business as it should be done and in line with the new thought that grips the attention of man.

As complex and many sided as the problems of the retail merchant may be, they are but one phase of the innumerable conditions that confront the banking institutions of the country. A bank is a clearing house of human activities that in their coming and going measure life itself. If a bank is to succeed, its customers must have implicit confidence in and full respect for its management. That bank cannot attain the largest measure of success, that is conducted solely from the view point of profit. It cannot best serve its community from the sole view point of dividends. In its best and highest sense a bank must be a builder and must co-operate at all times with an understanding that it is the fellow servant and not the master. At the same time the applicant for credit at the door of the bank must remember that the bank working in the light of the highest ideals is administering the trust funds of the community in which it is situated and that merely to ask does not mean necessarily to receive.

In applying this thought specifically to the retail merchants of this city and the banks located therein I trust that you will catch clearly the point of view I am trying to make plain, namely—that there must be and should be the most thorough co-operation consistent with the welfare of the largest number.

Delegates to the Grand Rapids Convention.

Port Huron, Feb. 3—The Port Huron Association has elected the following delegates to the convention of the Retail Grocers & Merchants' Association of Michigan which will be held at Grand Rapids on Tuesday, Wednesday and Thursday, February 24, 25 and 26: S. J. Watts, Otto H. Schuck, F. C. Wood, C. B. Hubbard, J. T. Percival, Ed. McGill, H. V. Bankson, W. D. Smith, Charles Wellman, H. C. Schuberth, Chas. Steinborn, Fred Hatstritt, John Danielson, A. C. Colver, Grant Canham, G. S. Johnson, W. G. Bofinger, M. J. Bourke, Earl Aikman, Thomas Hess, G. L. Evans, W. L. VanConant, Carl Ciskey and John Churchill.

I would ask all associations to send me a list of delegates as soon as elected, as it will help the President in selecting his members of committees.

The Programme Committee will be able to publish its programme in next week's issue. President Smith says it will be a good one.

Since last writing the following merchants have sent in their membership applications and will attend the convention:

D. M. Graham, Caro.
B. W. Collins, Fostoria.
Beauvais Bros., Marine City.
Alex Chisholm, Breckenridge.
Arthur Sweet, Gladwin.
R. M. Forquer, Sumner.
Kirkham & Williams, Vernon.
E. W. Smith, Sparta.
F. C. Wheeler, Salem.
Fred Boulton, Fostoria.
J. H. Vanderveldt, Grant.

J. T. Percival, Sec'y.

Question Box Conducted by A. C. Neilson.

1. Do you consider it good business for a merchant to sell goods for less than wholesale cost?
2. How long should a merchant extend credit to his patrons?
3. From the viewpoint of profit making, should a merchant handle National advertised goods to any large extent?
4. Can a local organization with few members properly conduct a credit rating system?
5. Should a merchant report to the fire commissioner, any case he knows where insurance to the extent of more than three-fourths value has been placed upon their stock or buildings?
6. Do you consider a thirty-day system a cash system?
7. When a merchant gives an order for merchandise, should he be allowed the privilege of countermanding it?
8. Which is the more profitable, a cash or credit customer?
9. Do you consider the modern method of advertising good, if not, where would you suggest a change?
10. In holding a special sale, or selling goods at special prices would you demand cash from your credit customers?
11. Should a merchant be everlastingly returning goods to the wholesale houses?
12. Would co-operation in extending credit be a help or a hindrance to the business interests of any community?
13. Should a merchant permit the accumulation of empty boxes, paper, excelsior or other inflammable substance, in the basement, backroom or on a lot adjoining his place of business?
14. Would you solicit a customer's

business by calling attention to the fact that you were running a credit system?

15. Would you have a set rule governing your employes, as to the number of hours each was to give the business, their hour for meals, and in case the rule is broken, would you charge back for any lost time?

16. Where two or more form a partnership, should each have a definite understanding just what was expected of them?

17. Should you have a maximum wage for your employes?

18. Is the retail merchant responsible for the larger part of the higher cost of living?

19. Would you keep in your employ a man who you know has the habit of beating others out of their bills?

20. What would you do with a competitor who persists in selling Yeast Foam 3 for 10c, Puffed Wheat 3 for 25c, Jello 3 for 25c, and other articles that are aimed to sell at straight price?

21. Is the parcel post a help or detriment to the average retail merchant?

22. Does the peddler and wagon merchant pay a vocation tax in our State? If not, what can we do to have the peddler or wagon merchant pay such tax or a tax in proportion to the amount of business he does the same as the legitimate merchant?

23. Should we have a pure dry goods and pure shoe law, as well as a pure food and drug law?

24. Can the average merchant adopt the city method of advertising and be successful with it?

25. Should the merchant enter politics?

26. What would you do with a merchant who is a member of the State Association, and who will not abide by the rules of the local body?

27. Would you place a customer's name on the suspended list, who has not paid his bill, pays no attention to statements sent him, but who can be made to pay his account by law?

28. Should a merchant figure a salary for himself when calculating his expense of doing business?

29. Would you close the account or extend further credit to one of whom you have become suspicious?

30. Do you consider a law a just one, that will allow an account to become outlawed?

31. Does not co-operation as suggested by the State Association, take away a man's individuality?

32. What would you do with a customer, who is everlastingly disputing his account?

33. Should not some of our merchants be placed upon the pay roll of the catalogue houses, because of their value as an advertising medium?

34. How would you handle a customer who trades with you when he wants credit, and with your competitor when he has the cash?

35. How many merchants annually charge off their bad accounts to profit and loss, and how many know just what percentage of their total sales, this item amounts to?

36. Would you, when presenting

In Your Quest of the Best
Buy
Williams
Beans
They are Best
Just That!

The Williams Bros. Co.
ALL SIZES of Detroit ALL GROCERS

SERVICE

Service means to us a discrimination in buying which selects first, goods of unquestioned standards and purity, and at the best price the world's market affords. //

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

a bill, leave the impression that you were in sore need of money?

37. In the buying of futures, is it gambling or good business?

38. Would the credit system of a farming community fit the needs of the city or labor centers?

39. Is there anything to be gained by a merchant in advertising time and time again that he is closing out his business?

40. What would you do with a customer, who owes you an account and fails to pay? Would you place the account in the hands of a foreign collecting agency?

41. Should the merchant treat the traveling salesman as a friend, a nuisance, or a necessity?

42. How can we get rid of stickers other than selling them at greatly reduced prices, or giving them away?

43. Why do Farmer's Co-operative stores generally disarrange business, and in most cases fail to make good, go into the hands of a receiver, etc?

44. Our local association seems to be dead. We try our best to get our members out, but seldom have more than 25 per cent. in attendance; what should we do to revive interest?

45. In case of a disputed account, you know you are right in demanding payment, but in case you make this demand you lose the customer. What would you do?

46. Would you discount a bill say 10 per cent. from a patron who is considered slow and poor pay in order to make the collection?

47. In extending credit to a farmer or laborer, have they any more right to expect prompt settlement for their produce or labor, than you have for your goods?

48. What would you do with a catalogue customer when his money is gone and he wants credit?

49. Should we co-operate together to have better laws for the protection of the average retailer?

50. You sell an article of merchandise, guarantee the article to give satisfaction, you allow the customer to be the judge, he tells you the goods were not as represented, would you try to collect the account?

51. Is it advisable to help to try to get a National law prohibiting the killing of calves to perpetuate the supply of cattle in the United States?

52. Have we a State law by which we can force a grocer, or a grocer and a meat dealer combined, to close his place of business on Sunday?

Hotel Arrangements For the Merchant's Convention.

Grand Rapids, Feb. 3.—We are receiving calls regarding the hotels of our city for the coming convention of the Retail Grocers & General Merchants' Association which will be held here Feb. 24, 25 and 26, so thought possibly it might be a good plan to ask you to give the names and rates of some good hotels in our city for publication at any time you might want to use them as follows:

Cody Hotel (headquarters) corner Division avenue and Fulton street, \$1 per day and up, European.

Morton House, Monroe avenue and Ionia streets, \$3 per day and up, American.

Livingston Hotel, corner Division avenue and Fulton street, \$2.50 per day and up, American.

Crathmore, opposite union station,

South Ionia avenue, \$2, \$2.25 and \$2.50 per day, American; 75c, \$1 and \$1.50 per day, European

Herkimer Hotel, corner South Division avenue and Goodrich street, \$1 and up, European.

Hermitage Hotel, Michigan street and Monroe avenue, 50c, 75c, \$1 and \$1.50, European.

Mertens, corner Oakes avenue and Commerce street, one block east of union station, \$1, \$1.50 and \$2, European,

Pantlind Hotel, Pearl street and Monroe avenue, \$1.50 per day and up, European.

Eagle Hotel, corner Market avenue and Louis street, \$1 per day and up.

Coming Conventions to Be Held in Michigan.

February.

Fifth Annual Automobile Show, Grand Rapids, 9-14.

Michigan Dairymen's Association, Grand Rapids, 10-14.

Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.

Michigan Association of Commercial Secretaries, Jackson, 19-20.

Retail Grocers and General Merchants Association, Grand Rapids, 24-26.

March.

United Brotherhood of Carpenters and Joiners, Saginaw.

Eastman Kodak School of Photography, Grand Rapids, 16-19.

Michigan Association of Master Plumbers, Grand Rapids, 24-25.

April.

Michigan Bowling Congress, Detroit, 9-17.

Michigan Cost Congress, Saginaw.

Greater Grand Rapids Exposition, Grand Rapids, 20-25.

May.

Michigan Congregational Conference, Grand Rapids.

Michigan Letter Carriers' Association, Detroit, 30.

Degree of Honor, Flint.

June.

Michigan Dental Society, Detroit.

Knights of Columbus of Michigan, Detroit, 10.

U. C. T. Grand Council Saginaw, 12-13.

National Association Chiefs of Police, Grand Rapids.

B. P. O. E., Petoskey.

Annual Encampment of the Michigan G. A. R., Lansing, 17-19.

Michigan State Bankers' Association, Alpena.

Michigan Unincorporated Bankers' Association, Alpena.

July.

Michigan State Barbers' Association, Flint.

Michigan Retail Jewelers' Association, Grand Rapids.

Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.

Grand Circuit Races, Grand Rapids, 29-Aug. 1.

August.

Michigan Retail Clothiers' Association, Detroit.

Grand Circuit Races, Kalamazoo, 10-15.

Michigan Postmasters' Association, Grand Rapids.

Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.

American Pharmaceutical Association, Detroit, 24-29.

Michigan State Pharmaceutical Association, Detroit, 25-27.

Michigan Pharmaceutical Travelers' Association, Detroit, 25-27.

National Encampment of the G. A. R., Detroit, 31-Sept. 6.

September.

West Michigan State Fair, Grand Rapids, 1-7.

Michigan State Fair, Detroit.

International Association for the Prevention of Smoke, Grand Rapids.

Michigan Association of County Superintendents of the Poor, Grand Rapids.

Michigan Association of Local Fire Insurance Agents, Grand Rapids.

Michigan Constitutional Convention, Grand Rapids.

October.

Order Eastern Star, Grand Rapids.

Michigan Poultry Association, Grand Rapids.

Michigan State Teachers' Association, Kalamazoo, 29-30.

November.

Michigan State Sunday School Association, Adrian.

Michigan Association for the Prevention and Relief of Tuberculosis, Grand Rapids.

Now is the time for Buckwheat Cakes

We are exclusive agents for the well known

First Prize Penn Yann New York State BUCKWHEAT FLOUR

JUDSON GROCER CO.

The Pure Foods House GRAND RAPIDS, MICHIGAN

We Are "Headquarters"

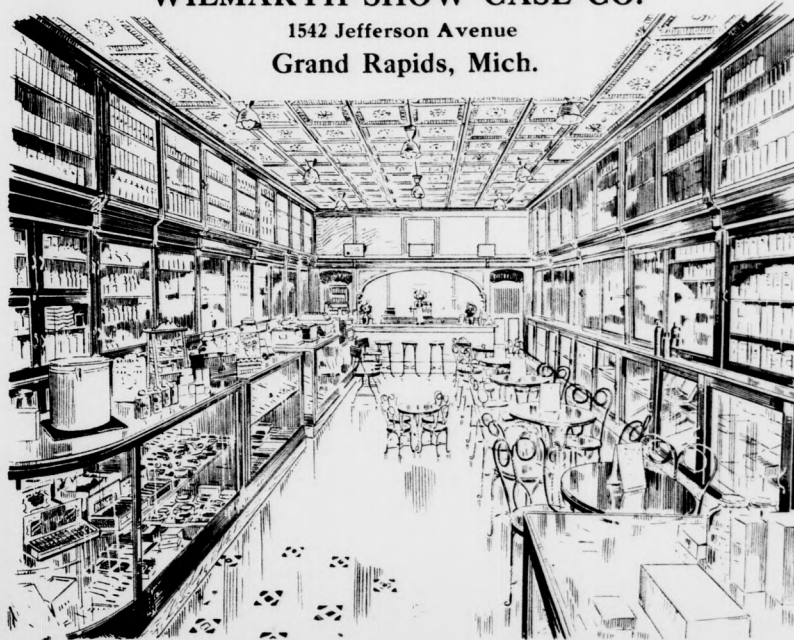
WHEN it comes to equipment for candy, cigar and drug stores (or departments) we believe that we are better prepared to handle the business than any other manufacturer. The finest stores in the country, in these lines, are buying from—



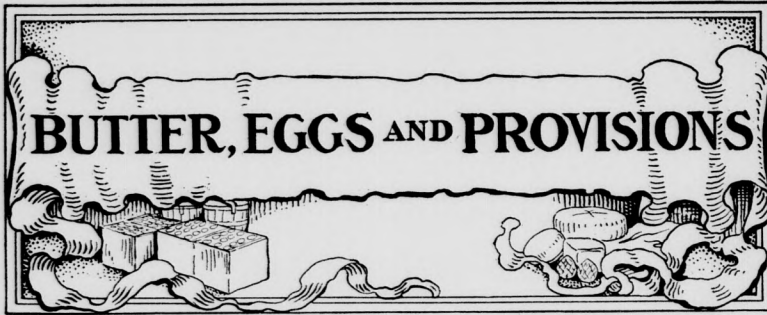
Better fixtures—better store plans—better experience and a better organization all combine to make a better job. Let us prove this by bidding on your store equipment order. Write for our NEW book (not a catalogue)—just off the press. Catalogues if you want them.

WILMARTH SHOW CASE CO.

1542 Jefferson Avenue Grand Rapids, Mich.



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



BUTTER, EGGS AND PROVISIONS

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. Leg, Midland; D. A. Bentley, Saginaw.

How and Where to Grow Mushrooms.

The great demand for mushrooms is not only constant, but far below the supply, and as they sell for from 20 to 60 cents per pound their cultivation is worth considering.

Any one who has a bit of space in the cellar where the temperature can be kept at 51 degrees F. can easily raise mushrooms. Make a first bed on the ground in a semi-dark corner, using great care in the selection of material to be used for the bed. Use horse manure, composed largely of short manure, with a small proportion of long, strawy litter, adding loam or rich soil at the rate of one bushel of soil to four or five bushels of manure. This mixture should be prepared by stacking, turning, shaking and restacking every three or four days until it is in condition for preparing the bed. These operations permit of the escape of noxious gases and prevent burning. Keep moist, but not too wet, and in about two weeks the material will be ready for use. The bed should be twelve to fourteen inches thick, two or three feet wide, and long as desired, after being thoroughly pounded down so as to become firm, level and compact, and then cover with long straw. If the material is in proper shape the mercury in the thermometer (which comes expressly for this work) will rise to 100 degrees or more, then slowly fall.

When 90 degrees is reached time for planting the spawn has come. If English mushroom spawn is used break it into pieces two inches square and plant nine inches apart each way and two inches deep. Be sure to firm the manure over the spawn, and after the spawn has been planted a week or ten days it should begin "running," then spread a coat of rich, loamy soil an inch thick over the bed, the surface being made smooth and firm; cover it with litter and keep the temperature at 57 degrees F. The bed should be kept covered until exhausted. Many failures are caused by overwatering. While mushrooms thrive best in a soil which will not crack, but keep moist enough to press together nicely, still it should not be wet. On the other hand, if allowed to become too dry the bed becomes exhausted before the crop is harvested. Always use a lukewarm water. The mushrooms should appear in six

or eight weeks unless there is some defect in material, temperature or moisture, in which case they may remain barren for two or three months and then turn out excellent crops.

E. Kneeland.

Predicts High Prices in 1914.

Prospects for cheaper beef, pork and mutton during 1914 are not alluring to the consumer, but very bright for the producer, according to M. A. Bright, of East St. Louis, whose opinion on the subject will receive serious attention, as he is President of the National Association of Live Stock Exchanges of the United States, an organization which includes practically every firm in America handling cattle, sheep and hogs as selling agents for the producer. He is also President of the National Commission Co., National Stock Yards, Ill., a firm that handled more live stock last year than any of its competitors.

Of the live stock market prospects Mr. Bright says: "It now looks as if the supply of fat cattle will be pretty short for the next four or five months. I look for a fairly liberal number of short-fed cattle that was taken to the country by farmers and feeders, who are now disappointed in the corn crop and who will ship them back to market from thirty to sixty days earlier than they expected to do when the cattle was purchased.

"In other words, we will have the cattle back in January and February instead of in March and April, as was the intention when the cattle was bought for feeding purposes.

"We look for a high market on nice handy 900 to 1,100 pound steers and good, fat, light-weight heifers from April on, and advise the feeding of those classes for the spring market.

"Hogs will sell as high as a tree-top before another crop is made, and we urge the handlers of this class to have some for sale just as many months as possible between this date and Nov. 1. They won't sell cheap this year. We can see nothing in the future to hinder good times and lots of prosperity for the land owner and stock raiser."

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

Loveland & Hinyan Co. GRAND RAPIDS MICH.

We are in the market for car lots
APPLES AND POTATOES.

BEANS—Car lots and less.

Get in touch with us when you have anything to offer.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

The Secret of Our Success

is in our

BUYING POWER

We have several houses, which enable us to give you quicker service and better quality at less cost.

M. PIOWATY & SONS

GRAND RAPIDS, MICH.

Western Michigan's Leading Fruit House

We Are in the Market to Buy BEANS, POTATOES

What have you to offer? Write or phone.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.



HAMMOND DAIRY FEED

A LIVE PROPOSITION FOR LIVE DEALERS
Wykes & Co., Mich. Sales Agt., Godfrey Bldg., Grand Rapids



Carrots, Parsnips, Beets, Turnips

Wanted—Car load lots or less—Top prices paid.

M. O. Baker & Co., Toledo, Ohio

Mottled Butter—Increase in Butter Imports.

Inspector Barrett and I were discussing some features in connection with the grading and scoring of butter, and he called my attention to the fact that at some of the conventions this winter the judges had marked off only one or two points on butter that was positively mottled. In a case that recently came under my observation a single tub was sent to one of these contests and it was given a score of 93 points. It was mottled enough for the judges to cut it one point on color. But the score alone indicated that the entry was entitled to the classification of extras. The bulk of the butter was shipped here on consignment, and when it was shown the buyer detected the mottles at once, and turned down the lot. The inspector was called in and he had to cut it on color sufficiently to bring the grade down to a second, as the rules of the Exchange provide that butter that is not reasonably straight in color must be classed as seconds. The butter was finally sold at the inside quotation for first, but the shipper was not satisfied with the returns as he had based his idea of the quality and value of the goods upon the score received at the convention. In this connection I want to say that the color of butter is very important on this market. We can, of course, find a place for practically anything that is put in a tub, but to satisfy the trade that pays the top price, or near it, the color should not only be a very light shade of straw, but it must be free from mottles and not wavy. This has been referred to repeatedly, but a good many shippers seem to lose sight of it, and they complain when the mottled condition of the butter necessitates a considerable reduction in the price.

I am watching with keen interest the beginning of the trade in foreign butter. First we had a few hundred casks of low grade Siberian butter, then a few thousand boxes of cheap cold stored Australian, later some samples of fresh New Zealand and Australian, then 2,000 boxes of fine fresh Argentine, and toward the close 630 casks of the choicest fresh Danish from the Copenhagen market. This comprises most of the stock that has landed in New York thus far, but over 800,000 pounds of New Zealand have arrived at San Francisco and Seattle. Hereafter it is a world's market, and it may be expected that dealers will draw supplies from any country where they can be bought the cheapest. There is, of course, the prejudice against a different style or package than the trade here is accustomed to, but that will gradually wear away. It does not make so much difference what kind of a package is used for the cheap butters that are used for bakers' or packers' trade—the white wood firkin answers admirably—but for grocers and the big cutters the square box such as Canada, Australia, New Zealand and Argentine use almost exclusively, will gradually come into favor. I have been informed that the Danish creameries have also ordered boxes to pack

their butter in should the United States want more of their product. No package can be stowed away in a ship's refrigerator and carried with such good satisfaction as the square box. Just what effect the foreign butter will have on our home goods cannot be stated as yet, but the tendency will be to give us a lower level of values for the season's make, and eventually the fluctuations in prices will be within a much narrower range. It is none too soon for our creameries to begin to readjust matters to the new conditions. From now on it will be the "survival of the fittest." Factories that make a uniformly fine grade of butter will find a good place for their product, and the creameries that make lower qualities because of the conditions under which they are working, must buy the raw material correspondingly less—.N. Y. Produce Review.

Oleo Law Is Tested.

The right of New York State to prohibit a person from selling or giving away any coloring matter with the sale of oleomargarine is involved in an action argued before the Court of Appeals recently. The case came up on an appeal by Peter H. Van Kampen, of Brooklyn, who was charged with giving away coloring matter to an agent of the State Department of Agriculture at the same time that he sold the agent a pound of oleomargarine.

Van Kampen contended that the law which seeks to prevent the act which is charged against him is unconstitutional.

Attorney General Carmody holds that the law is reasonable and necessary police legislation, and was designed to prohibit fraud. He contended that by means of this coloring matter the purchaser would be able to color the oleomargarine so that it would look like and appear to be butter. He pointed out that the statute does not forbid the selling, giving away or delivering of this coloring matter at any time except at the precise time of the sale of the oleaginous substance.

It was pointed out that the agricultural law prohibits coloring oleomargarine with any coloring matter, and for that reason there being a direct prohibition of the statute against coloring oleomargarine it is reasonable and proper for the Legislature to make provision that a purchaser should not be given coloring matter at the time oleomargarine is sold. Such an act on the part of the storekeeper, it is claimed, amounts practically to an inducement or at least a suggestion to the purchaser that he violate the law.

Easily Fooled.

Reginald de Bacchus, profligate son of a millionaire soap-maker, sat up in bed and moaned for water.

"This is the end of my social career," he muttered. "I drank too much last night at the ball and staggered into everybody."

"'Ardly, sir, 'ardly," murmured his valet, apologetically. "Hevery one's praising you for hinventing a new dance."

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

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

Dairy and Creamery Butter of the better 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.

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.

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

THE ONLY OYSTER HOUSE IN GRAND RAPIDS.

We make a specialty of oysters, only. WHOLESALE DISTRIBUTORS OF OYSTERS. LOCKWOOD CO., (W. F. Fisher, Mgr.) 8 Oakes St., S. W., Grand Rapids, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co.

114 E. FULTON ST. Citizens 5570 Opposite Park Bell M 570

The Busy Grocery

THE busy grocery is the store where the most careful buying is back of intelligent selling. Having what the customer *wants*, when she wants it, is the very essence of good merchandising.

National advertising is directing consumers to trade marked goods, because the trade mark identifies worthy products and is an implied guarantee.

Keeping a full variety of National Biscuit Company products, in the famous In-er-seal Trade Mark packages and in the handsome glass front cans, means intelligent buying. Meeting the demand created by National Biscuit Company advertising means intelligent selling.

NATIONAL BISCUIT COMPANY

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 2.—The intense interest which local merchants, manufacturers and others are taking in the Greater Grand Rapids Industrial Exposition is little short of wonderful. From every hand the United Commercial Travelers and the management are receiving nothing but words of the highest praise for their effort in putting on one of the greatest industrial shows ever displayed in the West. Nor will this show benefit Grand Rapids people alone. It is a State wide affair and as such should interest every retail merchant in Michigan, as it will give them an opportunity to come here and see just what they are buying and how it is made. Appropriate souvenirs will be furnished by all those who display their wares. The management is arranging for stickers to be placed in depots, hotels and other public places all over the State. These will be blue in color and on them will be printed "Greater Grand Rapids Industrial Exposition, April 20-25. Adhering to the emblem of the commercial travelers, both these and the bangle pins will be of the grip design, the pins being black on a yellow background and very pretty and unique in design. To those who are familiar with the wide scope and magnitude of this exposition and its many intricate ramifications, the undertaking of the United Commercial Travelers of Grand Rapids looks like a gigantic one, but those who know the vim and enthusiasm with which this same body goes at things will not doubt its ability to push it through to a successful conclusion.

The Cody Hotel will be headquarters for the convention of county drain commissioners to be held here Feb. 3, 4, 5. Also for the retail grocers' convention, Feb. 24 to 26.

Grand Rapids Council, No. 131, played its trump card at St. Cecilia hall last Saturday evening when it pulled off one of the dashiest and

prettiest dancing parties held in this city for many a day. Every detail was arranged for the long-looked-for event, including the floor, the lights, ventilation, refreshments, music, etc; in fact, everything that in the slightest degree contributes to a classy and enjoyable society event. It would be folly for us to attempt to tell our readers about that orchestra—Tuller's. They had the flute and the xylophone and Mrs. Tuller at the piano. The old man himself, Mrs. Tuller's manager, was there, too, and when you get such a combination together as that, a deaf man could dance even if he had wooden legs. The refreshment committee outdid themselves, too, and served a very rich brand of punch, augmented with nabiscos and—nothing else. Several birds in brilliant plumage were soaring around and a large number of the gents who were fortunate enough to own, beg, borrow or steal one had full dress. The grand march was led by Mr. and Mrs. Ira F. Gordon. Nearly eighty couple were present and all agreed that if anyone attempted to show them a better time they would have to go some.

At the regular meeting of No. 131 next Saturday evening, the Bagmen of Bagdad question will be taken up and, in all probability, a charter will be applied for. Already a large percentage of those who signed have given in their fee, but there are quite a few who have not done so. Unless those come across Saturday night, new timber will be sought after and arrangements perfected for institutional exercises in March.

The twelfth annual banquet of Grand Rapids Council, No. 131, will be held in the Association of Commerce rooms March 7. The committee met last Saturday afternoon and organized as follows: Wilbur S. Burns, chairman; B. A. Hudson, Secretary and Treasurer. The other members of the committee are Ira F. Gordon, Frank Osgood and Harold

W. Harwood. The committee has arranged for the tickets and return post cards will be sent out to the members of the Council. Jandorf will do the catering and Tuller's orchestra will furnish the music. The committee is arranging to lay covers for three hundred.

John Martin attended the dancing party Saturday night and didn't have on his carnation. It cannot be he was afraid the frost would nip it, as John has been known to carry them in his pocket.

We wish to warn U. C. T. brothers and other traveling men to look out for a gent (?) from Pittsburgh who poses as a U. C. T. under the name of J. F. Kaiser, alias James Leonard. It seems he has fleeced some of the boys out of sums ranging from \$1 up and has beaten several Kalamazoo hotels out of their hotel bills. This is a good chance to put him to the test and not loan him money just because he wears the crescent. It is a

good plan to test all strangers who try to get loans on the plea that they are brothers before taking them into our confidence.

Frank Cummings took his cribbage board last Monday morning and hiked down the P. M.. Fifteen-two and a go are Frank's favorite expressions and he repeats them several times in a game.

The State Dairymen's Convention will be held at the Coliseum Feb. 10 to 13. This Association includes creamery men, ice cream men, cheese men, city milk and dairymen. The machinery exhibit will be held in the main room of the Coliseum and consists of ice cream freezers, churns, bottle fillers and washers. The various meetings will be held in the annex. R. J. Ellwanger will be in charge of the exhibit and a banquet will be held at the Livingston Hotel the night of the 12th. A butter display will be made and in the scoring contest, prizes will be awarded for

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.



The TruVal means greater satisfaction and more shirt profit to retailers who feature it. It is cut full and fits right. High grade materials and splendidly laundered. Made to retail at \$1 and \$1.50.

Beautiful window display cards are enclosed in every 14½ box.

Electrotyped advertisements for local newspaper use are supplied FREE.

The cover of the TruVal box as you see it above—in yellow, orange and blue—was designed for window display.

The TruVal is made to sell to the retail trade direct and branch stocks are placed with jobbers to convenience retailers.

TRU VAL

The Shirt of True Value

One Hundred and eight jobbers carry branch stocks of TruVal Shirts. This affords quick service—no delay—short hauls—low transportation charge. Retailers everywhere can secure supplies of TruVal Shirts from a branch stock carried by some near-by jobber. We will gladly give you the names of the jobbers who carry the branch stocks in your territory. Write for the names direct to

M. KOBLENZER & SON 82 Franklin St., NEW YORK CITY

the highest score in butter, milk and cream. Fred Eldridge, of Breckenridge, is President of the Association and George Brownell, of Detroit, Secretary and Treasurer. It is predicted 1,000 dairymen will be in attendance. Admission free.

Mrs. Larson, who runs a hotel at Grand Junction and who tries at all times to please the traveling public, assures us that she will provide textile towels and nine foot sheets in the future. Now, if Mrs. Larson can afford to live up to the law in so small a place as Grand Junction, why can't the Johnson, at South Haven, do as well? They get the price. Will Mr. Williams please answer?

If any of our readers should ask Harold W. Harwood where he gets all his long green, probably he would tell them it was none of their business. If you ask him what constitutes his principle sideline, he would say it is soliciting subscriptions for the Tradesman. That Harry carries the "dough" with him was actually demonstrated one day last week when he asked a gent up state to subscribe for the Tradesman. The gentleman solicited said he would allow his name to go on the books of Ernest A. Stowe's thirty year old journal, provided Harry could cash a \$50 check. Harry was determined not to let so trivial a matter as this stand between him and the aforesaid gentleman's future happiness, so he reached into his watch pocket (please note this does not say inside pocket) and counted out \$49, took the subscription and the dollar and ran several miles for a touch down behind Mr. Stowe's desk on Ionia street.

Mr. and Mrs. W. S. Cain, Mr. and Mrs. James Bolen and Mr. and Mrs. R. L. Ellwanger organized themselves into a sleigh load party Saturday night and came to the big doings, thus demonstrating they can get along without Ben Hanchett's P. A. Y. E.'s.

Among the many things for which Grand Rapids is famous is the fact that it is the home of the funny bone tickler, Roy K. Moulton.

Mrs. Herb Godfrey, wife of Herb Godfrey (Brown & Sehler Co.) was operated on at U. B. A. hospital last Monday.

News Item: "Wm. S. Godfrey, formerly of our city, now of Grand Rapids, has taken a position with the A. L. Joyce Bottling Co., etc."—Wafted down from Grand Traverse Bay, Tradesman, Jan. 28 Query: Inasmuch as Mr. Godfrey is a member of Traverse City Council, No. 361, and has lived in Grand Rapids nearly two years, why does he not visit our Council? We will hang out the latch key. Bro. Godfrey.

Mr. and Mrs. C. A. Bird, of Cedar Springs, attended the U. C. T. dancing party last Saturday night, the guests of Mr. and Mrs. E. F. Wykkel, at whose home they visited over Sunday.

G. Leon Ashley, day clerk at the Cody Hotel, is on a vacation to Battle Creek, where he will visit F. W. Barney. On his way back he will visit friends in Ionia and Lansing.

C. V. Showerman, the efficient night clerk at the Cody Hotel, has been promoted to day clerk.

Our idea of being born under a lucky star is not to own a corner lot on a day like last Saturday.

J. J. Hartger, for several years a successful grocery merchant at 716 Wealthy street, has sold his stock and is calling on the retail city trade for the W. H. Edgar Sugar Co., of Detroit.

The regular meeting of the Boosters' Committee will be held next Saturday afternoon at 2 o'clock in the Association of Commerce rooms.

One plant in Detroit put up 175,000,000 pickles last year. This is exclusive of what the 1,600 saloons did in the pickling line last year—Detroit Detonations, Michigan Tradesman, Jan. 21. Detroit has a population of 465,766. With a population of 112,571 Grand Rapids has only 161 saloons, which shows who drinks the booze.

Whittling Walt says: "An ounce of

performance is worth a pound of palaver."

Only seventeen more days before the next regular dancing party, U. C. T. hall, Herald building, Saturday evening, Feb. 21.

Try to be present at the next regular meeting of the Council, Saturday night, Feb. 7. There is a large class to be initiated.

We thank you, gentlemen, for the generous manner in which you are sending in contributions, but you must sign them and no personalities go.

If those U. C. T.'s No. 131 can put on a dance like that on a night like that, what might they have done on a regular night?

Cheer up, Ramona will open soon! Nothing to do until to-morrow.

"Grand Rapids Knows How."

Allen F. Rockwell.

The Tradesman As an Inventory Assistant.

Holland, Feb. 2—I do not keep a cost book, as I suppose every retail merchant ought to do. Sometimes my invoices get mislaid, indicating that I am not as methodical in keeping track of them as I suppose I ought to be. I have found the taking of the annual inventory to be accompanied with many embarrassing circumstances, on account of my inability to promptly locate old invoices, enabling me to ascertain exactly what I had paid for certain goods. The thought occurred to me this inventory season that I would utilize the Grocery Price Current of the Michigan Tradesman as a guide. It saved me many weary hours of time hunting for invoices not of recent date. I completed the inventory inside of three days and had it all figured up by the end of another day, besides attending to my regular duties in the store. The other day when Peter Lancaster was here I asked him to check over the inventory and see if I had anything wrong. Greatly to my surprise and delight, he told me that every market price was correct and that if I had used the same care putting down the articles and describing them correctly as I had in pricing the inventory, I was now in possession of a document that would be invulnerable in case of fire and serve as a safe and satisfactory guide in settling with the insurance companies in the event of a loss. I am wondering if other merchants similarly situated have ever thought how valuable the Tradesman can be made by using it in the manner above described?

I observe your prediction as to the trend of the canned goods market in the issue of last week and am going to follow your suggestion to the letter. I believe I can make \$100 by so doing. Certainly it is not a very bad investment for a merchant to drop a dollar in the slot and get \$100 in return, besides being able to enjoy reading fifty-two issues of the best trade paper the world has ever seen. I do not wonder that other Michigan markets have never been able to maintain a trade paper worth reading. The Tradesman certainly covers the Michigan field so thoroughly and acceptably that there is no room for another trade paper in the State, even if any other publisher had brains enough to make a paper one-tenth as valuable as the Tradesman has been to us merchants. Old Fogey.

When we consider the amount of rag chewing that we do, it's wonderful the amount of fighting that we don't do.

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.

Advertise Your Town



By Uniforming Your Band Boys

You can make no better investment

Buy Uniforms That Every Citizen will be Proud of

We make that kind

Style Plates and Cloth Samples Free

Mention The Tradesman

THE HENDERSON-AMES CO. KALAMAZOO, MICH.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

To the Retail Merchant

If you will sell out we will buy your stock or we will do what is better for you still, conduct an auction sale in such a manner as to bring you nearly the cost price of your stock, or we can reduce your over stocked lines and show you a profit.

E. D. COLLAR, Mdse. Salesman, Ionia, Mich.

Match Price List

NON-POISONOUS

Strike Anywhere Safety Matches

	Price for 5 cases and over	Price for less than 5 cases per case
SAFE HOME		
No. 5 size—5 boxes to package, 20 packages, (100 boxes) to case	\$3.50	\$3.60
BIRD'S-EYE		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.40	3.50
BLACK DIAMOND		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.25	3.40
MARGUERITE		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.40	4.65
SEARCH LIGHT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.40	4.65
BLUE BIRD		
No. 5 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	4.10	4.35
CRESCENT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.00	4.25
SWIFT & COURTNEY		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.85	4.10
BLACK SWAN		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.70	3.85
BEST AND CHEAPEST		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
RED DIAMOND		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
ANCHOR		
No. 2 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	2.70	2.85
GLOBE		
No. 1 size—packed 12 boxes in package, 36 packages (432 boxes) in case	2.70	2.85
STRIKE ON BOX MATCHES		
RED TOP		
B Size—12 boxes to package, 60 packages (720 boxes) to case	\$2.50	\$2.75
ALUMINUM		
AL Size box—12 boxes in package, 60 packages (720 boxes) in case. Per case	1.90	2.00
boxes) in case	1.40	1.50

Post Cards

Mr. Post Card Dealer:

We have eighty-four new series of Birthday, Best Wishes, Stork, Announcement, Comic and Sentimental Post Cards.

Ask for samples of anything you are low in.

WILL P. CANAAN COMPANY
GRAND RAPIDS, MICH.



Accurate Knowledge Needed All Along the Line.

Written for the Tradesman.

You and your employes simply can't know too much about the goods you handle. It is everywhere conceded that it is imperative that a buyer be posted regarding styles, prices, fabrics, colorings, makes of goods, and all that relates to the merchandise he purchases. Ignorance on his part as to any essential point costs money; or, to put it another way, accurate knowledge means a wiser expenditure in buying—the choice of goods of the best possible value and selling quality—and in consequence more business and greater profits.

This accurate detailed knowledge gained by observation, the careful study of the best trade publications, talking with manufacturers and wholesalers, and by any other means that may be practical, is scarcely less necessary to the seller of goods than to the buyer. True, incalculable amounts of merchandise are passed out to customers by low-salaried help who would not be able to answer intelligently the simplest question regarding the wares they are retailing, very much as a vending machine can supply the public with some simple articles in very general use. But when you get above mere mechanical vending into the higher realm of real salesmanship, then knowledge becomes indispensable.

We all remember that clever advertising showing a number of men of affairs seated at a table, listening most attentively to "the man who knows." In every store there are many customers who are anxious to listen to the salesman or saleswoman who knows.

There is the ultra-fashionable woman—she wants some authoritative dictum as to the very latest modes. She prefers not to depend entirely upon her modiste, but likes to consult someone who is in close touch with the great buying centers. The salesperson on whom she can rely to guide her in the selection of the various items of correct and exclusive grooming is the one upon whom, other things being equal, she will bestow her patronage.

With a customer of this kind the durability of an article counts for very little. She who can indulge her taste for dress by having an expensive new costume gotten up every few weeks or even every few days, never wears her clothes out. It is seldom that she herself puts a single gown or other garment to any test of its wearing qualities. Time moves along. What is chic to-day is passe

to-morrow. The cast-off clothing of the fashionable woman goes to some poor relative or to the maids or to the charitable society. So long as each item is rich, fine, dainty, smart, and becoming during its brief day of glory, its original owner cares nothing as to whether or not it possesses lasting qualities.

But there are other customers with whom the point of serviceability is all-essential. They want things that not only look well now but will continue to look well for a considerable time. They must get all the quality combined with presentable appearance that they can secure for their money. Customers of this kind will be impressed by a little intelligent explanation about the various kinds of goods. For instance, if the thing under consideration is a worsted garment or fabric, a little talk on the different wools and the different weaves, what kinds take and hold color best, which wear smooth and which rough up, and other points of desirability or the reverse may come in very fittingly at the time, and aid in making not only a present sale but a permanent future customer.

Of course the tactful salesperson will bestow such information only where he or she sees it will be welcome, and generally as leading naturally from some enquiry made by the customer. To be in the least officious or meddlesome in the way of giving advice is a worse fault than utter ignorance, but there is a knack of imparting knowledge in an easy and natural manner, without being in the least priggish or offensive.

A vital point is that the information given be absolutely dependable. Facts "some of which are true" may answer in some places but they will not give a store the right kind of a reputation. Some salespersons always are ready with answer for an enquiry which may be made regarding fabrics, colors, styles, or anything else connected with the goods they are selling. They are affable, courteous, accommodating and above all plausible; but their statements fail to convince, because their lack of accurate knowledge is apparent through the glib flow of words, and because their information has a decided slant in favor of the lines they most desire to move. Loyalty to one's store and to the goods one is selling never should be carried to the point of making misleading statements, either intentionally or through ignorance of the subject.

One occasionally finds a salesman so well-informed about the goods he is selling, so interested and enthusi-

Snappy New Things In Wash Goods

Ratines, Crepes, Voiles, Crash Suitings
Calcutta Crinkles, Gingham, Percales
Mercerized and Silk Goods
Quality Merchandise at Right Prices
We Invite Your Inspection

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



Overalls for Painters and Paper Hangers

THE Season is near at hand when there will be a demand for overalls and coats from this class of workers. Before placing order take a

Look At Our Samples

and have a talk with our salesman. The "Empire" make gives universal satisfaction.



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



A Good, Strong, Medium-Priced Line Buffalo Trunk Mfg. Co.

MANUFACTURERS OF
TRUNKS, BAGS, SUIT CASES

127-139 Cherry St., Buffalo, N. Y.

JULIUS R. LIEBERMANN
Michigan Sales Agent
415 Genesee Ave. Saginaw, Mich.

Write for Catalogue

astic in his work, but withal so sincere and unbiased that the customer involuntarily places confidence in what he says, and depends in large measure on his judgment.

A saleslady at the silk counter in a large dry goods store in a Michigan city stands out in sharp contrast to the ordinary vending machine type of clerk, as well as to the voluble, affable, but unreliable person.

This young woman is thoroughly posted as to the different weaves and styles of silks which she is selling, and when questioned can give both the strong and the weak points of any piece in the stock. She made good use of her opportunities while visiting in a town largely given over to the manufacture of piece silks, and can describe all the processes from the cocoon to the finished cloth in a very intelligent and entertaining way.

There are other things which you, as the proprietor or manager of your store should know about your business, besides being familiar with all the ins and outs of the goods you carry. Indeed the details of keeping posted as to changes in styles and manufacture of goods may, in a large establishment, be delegated to some extent to heads of departments and competent helpers. But the management itself must keep thoroughly informed as to the general trend and shaping of a business, else there can be no hope of its being a successful and profitable venture.

Do you know what form of advertising is bringing you the best returns for the money you are putting into it? The cost of keeping your business before the public is a large item of your running expenses, and while it is poor economy to curtail on any advertising that is bringing you an adequate return, would a close scrutiny reveal some weak places in your publicity campaign, where good money is being expended with very little results? For instance, is your newspaper space always filled with live, seasonable, pointed matter, or are you running along week after week with a "Best Place to Trade and Lowest Prices" style that makes no definite impression on the reader?

Have you a clear idea of the per cent. of profit each kind of goods you carry is yielding? If some line is not bringing you a direct return, is it making good as a trade-drawer for other lines? A pattern department in a dry goods store is perhaps seldom profitable in itself, but if skilfully managed there is scarcely a better means of increasing your sales on all kinds of piece goods.

Do you know what your competitors are doing? While it is poor business for you to put in so much time watching the man across the street that you neglect your own affairs, it is important that you should know whether he is getting more or less for the same goods than you are, and his reasons for doing so. Is his store more popular than yours with the class of customers you are catering to, and if so, why? If you are ahead, find out in what particulars you have the advantage and make the most of this knowledge.

Fabrix.

Price Tickets Which Identify Purchases.

Written for the Tradesman.

Are you using all the price tickets you should?

Even if you have a plain price ticket on every item you sell—and no more—you still have only half as many as you should be using.

By price tickets we mean not only those cards that tell the selling price to your trade, but the cards that tell you what goods cost and how long they've been in stock and where you got them.

Suppose, for instance, that you desire to order an item that has been on your shelves for sometime. Suppose you wish to order it from the same source that gave it to you in the first place. Do you find the name of this jobber, his lot number, price you paid and when you bought the goods? If you have to go to a pile of invoices and thumb them through, your job is not an easy one—you may not get the information at all.

If you do refer to an original order book your task is no easier.

How then could you devise a system that will cut out all this unnecessary work?

The suggestions we give below provide you with a method of ticketing that will do as much for you as plain price tickets do for your customers.

Suppose you picked out an item you wish to order and you affix to the article or to its bin a little tag perhaps an inch and a half square. On this tag you will place, first of all, the lot number that the item stands for in your own store. The second thing to be placed on the card is the original lot number of the jobber where you bought the goods. The third thing is the cost of the goods, the fourth item a letter that tells you exactly how long the goods have been on your shelves.

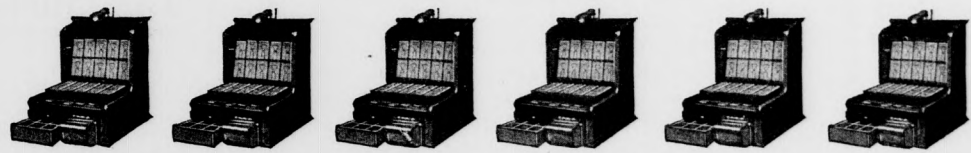
To illustrate this last point, let us say that each month is lettered accordingly. "A" for January, "B" for February and so on. If you look at a certain card that bears the letter

"A" you know that particular item has been in stock since January. If you wish to re-order all you have to do is to take the jobbers lot number. To identify the jobber you can have a letter at the end of the jobber's number that will enable you to pick out the jobber on a moment's notice.

Anderson Pace.

Better a reputation for no delivery of goods than a reputation for slow delivery. People like to know what to expect.

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.



First and Still the Best
 The FOLLOWING NEW and EXCLUSIVE
MECHANICAL FEATURES

are on the

McCaskey Register Only

- The Expansion Feature—
- Alphabetical, Numerical and Interchangeable Index.
- Electric Recorder—Duplex Section containing Accounts Payable under lock and key.
- Kwikfind Non-Slam Leaves—Daily Trade Builder
- Indestructible Patented Leaf Hinges



More Than 100,000 Merchants

Will tell you the McCaskey System is only One Writing Prevents Disputes and Forgotten Charges Every Account Totalled and Forwarded with ea purchase

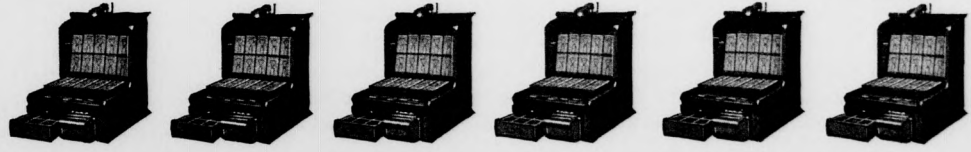
Is an Automatic Collector Limits Credit automatically Abolishes Bookkeeping—Night and Sunday Work—Posting and Worry

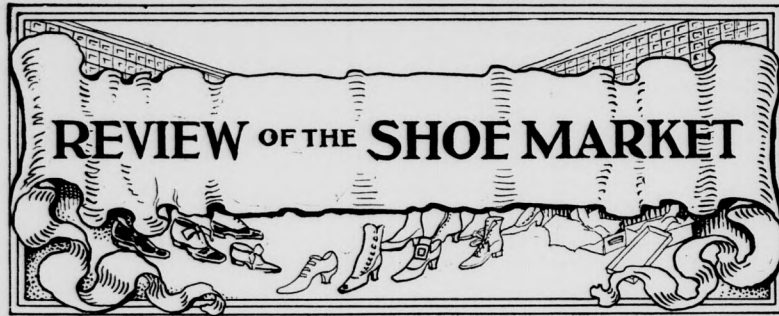
A POSTAL WILL BRING MORE INFORMATION.

The McCaskey Register Co.
 ALLIANCE, OHIO

BRANCHES: New York, Chicago, Boston, Washington, Pittsburgh, Memphis, Atlanta, Kansas City, San Francisco, Cincinnati, Dominion Register Company, Ltd., Toronto, Canada; Manchester, England.

The largest manufacturers of carbon coated salesbooks in the world





The Lure of the Little Shoe Shop.

Written for the Tradesman.

The distribution of shoes among the prosperous people of this country, whose per capita consumption of footwear is constantly increasing, is a complex, many-sided, far-reaching enterprise. And, as there are many minded men assisting in the colossal work of getting our ninety-odd millions of inhabitants of America properly shod, we have many, many kinds of retail establishments in which shoes are sold either exclusively or in conjunction with other kinds of merchandise.

At one extreme is the very small exclusive shoe shop—often an apartment so small that, if bodily lifted up and placed on one of the ample floors of a big department store, would look like an inconspicuous little booth. At the other extreme is the large metropolitan retail shoe store, carrying literally hundreds of lines of polyglot footwear for men, women, misses and children, and employing half a hundred salespeople. And there are exclusive retail shoe stores of many different sizes and grades in between the two extremes. And then, of course, there are literally thousands of retailing establishments, from the little rural general store to the Brodingtonian department store of the big city, where shoes are one among other lines carried.

In view of the sheer bulk of this American shoe distribution business, not to dwell at any length upon the quickly changing temper of the American people—a little disquieting item that every experienced shoeman tries not to forget in his buying, he would be a rash person indeed who should undertake to predict just what form or mode of retailing shoe establishment will ultimately prove most serviceable; but just at the present time it looks as if the small shoe shop that understands how to keep its lamp trimmed and burning, doesn't necessarily find itself lost on the busy thoroughfare of the congested downtown business section. To start a small exclusive shop handling but one of scores of lines that might be mentioned, would be equivalent to inviting financial disaster. But shoes—particularly, medium and better grade shoes for men—seem to be a notable exception. And it looks decidedly as if the small exclusive carrying stylish and dependable lines of footwear for men-customers had a fairly good showing.

The manufacturers of specialty shoes who, some years ago, inaugurated the chain-store movement, gave the cue. And alert shoemen were

quick to follow it up. So, here and there in the big cities throughout the country, dapper little shops were opened up. By and by the small-shop movement became more pronounced. And to-day it is quite the vogue. And these trim, prosperous-looking little shops are distributing a whole lot of shoes in their respective communities; and some of the proprietors of them are making good on a scale out of all proportion to the size of their establishments.

What is the subtle secret of success evidently possessed by not a few, but many, of the men who maintain and operate small, exclusive footwear establishments? They seem to prosper in spite of the competition of the big shoe retailing institutions. And some of these shoe retailing institutions tough-looking propositions from a competitive standpoint—commercial fixtures in the community, long established, ably financed, manned by expert department heads, and exploited generously through all accredited advertising mediums. They have merchandise of ever so many kinds and grades to offer; they give high grade service, practice salesmanship of the latest and most approved type, and they comb the advertising field for the best brains obtainable. And, it goes without any need of elaboration, that the department stores are out after the retail shoe trade of their communities. They have their pick of managers for the shoe department. He is supposed to be a live wire—and usually is. The directors give him a free hand. His department isn't crippled for lack of funds. He can go as far as he likes—provided of course, he makes a reasonable showing on the profit side of the ledger.

Now, frankly, it requires nerve to go up against competition like this. But the proprietor of the little shoe shop is bucking the game—and, as I have intimated, with a fair degree of success. Queer, isn't it? Rather an anomalous situation. How do you account for it? Well, I've thought it over, and this is the way I've got it doped out in my mind. Maybe you'll not agree with me—but that's immaterial.

The successful little shop is handy for men-customers—and that means much to a man who doesn't usually care to fuss around much in his shopping. The proprietor of the little shoe shop has a good nose for location. He finds a nice little place right down in the hotel or office district—close to where the men are. He first studies critically the ebb and flow of the human tide—and picks a site advisedly. It is of the greatest impor-

This is the way one *LIVE DEALER* wrote us:

Gentlemen:—Please send me one case of Rubber Boots by express.

I want the WHITE SOLE "BULLSEYE" of course.

Yours,

C. A. BRUBAKER,

The Chronic Kicker from Mears, Mich.

That's the way they all write. They all want the "BULLSEYE" Boots—that is, the "Kickers" do. Any old boot will please the "easy" ones.

The "Bullseye" is now \$3.20 net.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



This is Not a Drawing But a Photograph of a Real Shoe

Our Service Shoes excel. Convince yourself. Let a good shoemaker dissect one of our Hard Pans, and he will tell you that a better work-shoe cannot be made. They are a match for any kind of weather, and stand up where others fail.

RINDGE, KALMBACH, LOGIE COMPANY
Grand Rapids, Mich.

tance that he find a place that is passed several times a day by multitudes of men—on their way to work, and back to the car lines and subways (elevated, or whatever transportation facilities they use). He is particularly solicitous to get a site passed by men going to and from their noon-day lunch, for it's just after luncheon that a man is apt to discover the maximum of attractiveness in a shoe.

For another thing, it is a man's store. There isn't a petticoat on the premises. It is strictly stag. And this answers a psychological need in the masculine mind. Even the men who, upon occasions, are most susceptible to the charms of woman-kind, like now and then to be with just men. And this is particularly true, I think, when they are buying their shoes. It's all right to buy tooth paste and perfumery from the fluffy blond with the cute dimples, but you wouldn't let her sell you a pair of shoes, would you? Well, there are no fluffy blonds in the little exclusive shoe shop.

For another thing, the very smallness and compactness of the little shoe shop, is another feature of its lure. Maybe this is a corollary of the first proposition about the little shop's being a handy place for men to shop. If you want to have it that way, it's all the same to me. The little shoe shop has only shoes—and a limited line of shoes, for men. Usually the shoes haven't a very wide price range. They run from popular-priced to medium grade; or from medium grade to the better grade values. But within certain fixed limits, there is scope for quite a variety in lasts and leathers. So the stock isn't barn-like in its proportions. The sales-room is small, compactly-built, and elegant in its appointments; and surplus stock is kept in the stock room. There are no long aisles and vast areas. Fitting facilities are ample—enough chairs to accommodate customers under normal conditions—but all reduced to the briefest and simplest proportions consistent with actual requirements.

And this makes a favorable impression on the average masculine mind. A vast salesroom with its booths and counters and display cases and cabinets; its multitudes of shoppers thronging the aisles and its busy salespeople; the distracting noises and the hurry and bustle inseparable from such merchandising apartments—all this is quite objectionable to men. Of course there are exceptions; but, generally speaking, a man had rather shop under less strenuous conditions. He can think better, and make up his mind more readily. And the quiet little exclusive shoe store with its rich and adequate appointments, is a restful little oasis—and a fellow can duck in off the busy street to select a pair of shoes with some sort of comfort. And moreover the little exclusive shoe shop doesn't have up a brazen placard expressly and vehemently discouraging smoking in the fitting room.

From all of which I am inclined to think the little exclusive shop is going to become a fixture. Cid McKay.

Wanderings of a Tradesman's Representative.

Petoskey, Feb. 2—Petoskey impressed me as being a city that is strictly up-to-date and composed of live wire merchants.

A. Fochtman's department store is one of the leading establishments of the city. The manager, although a very busy man, takes time to read the Tradesman.

S. Rosenthal & Son's department store is another of those large institutions that is strictly up to the times. They are friends of the Tradesman.

H. L. Welling, of Welling's Department Store, is an old subscriber of the Tradesman and cannot get along without it.

Smith & Lake, the grocers and meat dealers, are wide awake, carrying nothing but the best goods, displaying them attractively and read the Tradesman.

Saigeon & Ferris conduct a first-class grocery business, are very pleasant gentlemen to meet and like the Tradesman.

J. E. Martin & Son, dealers in groceries at the E. L. Rose old stand, have a very complete stock of fancy and staple groceries and subscribed for the Tradesman.

E. L. Ross, the popular postmaster, says: "I can't get along without the Tradesman."

James Oldham, dealer in harness and saddlery, is an old subscriber and thinks every merchant should take the Tradesman.

H. F. Hamill, the pioneer meat dealer says the Tradesman is the best paper published and could not get along without it. He conducts an up-to-date market and is one of those good fellows whom it is a pleasure to meet.

C. S. Comstock & Son, dealers in general merchandise, have a nice large store stocked with staple goods and are very busy people. They are old subscribers to the Tradesman.

Bump & McCabe, the hardware men, are progressive dealers and understand their business. Of course, they take the Tradesman.

L. N. Overholt & Co., bakers and grocers, are old subscribers and like the Tradesman.

The Petoskey Wholesale Candy Co. has a large sweet establishment, is doing an excellent business and takes the Tradesman.

The Fred Glass Drug Co. has a very modern store in every respect.

Y. Jespersion, the confectionery man, has a neat and attractive store.

H. D. Iden, the grocer, has a nice store and thinks the Tradesman great.

H. C. Agans, manager of the Cornwell Beef Co., is a busy man, but stopped work long enough to subscribe for the Tradesman.

The Royal Cigar Co., dealer in cigars and tobaccos, has a very central location and an up-to-date store.

T. D. Hobbs has an excellent cigar and tobacco store and billiard hall.

Samuel A. Willson, the grocer, was having a tussle with la grippe, but felt that he must get down to the store.

Warteube & Son conduct a first-class shoe store.

Frank Gruler, the produce man, wants to keep posted on the bean market and subscribed for the Tradesman.

The Eckel Drug Co. is a top notcher and the manager, Frank L. French, is a good mixer.

The Eagle Shoe Store is modern in every respect and M. I. Fryman, the proprietor, is a live one.

H. A. Farel has recently opened a cash grocery on Howard street.

Harry Lee has recently opened a confectionery and cigar store at 921 Emmett street.

Glenn Henry has succeeded Geo. E. Beach in the grocery business.

Will Z. Searle, the jeweler—"Little Will," as he advertises—has a strictly high-class store.

Wm. B. Minthorn, the druggist, has

a neat, up-to-date store and is a good friend of the Tradesman.

C. A. Olson, successor to J. L. Hirschman, dealer in meats, has a good market.

Leismer & Son, the implement dealers, are well stocked with all goods in their line.

C. B. Henika & Co., the china and art goods dealers, carry an extensive line of high class goods.

C. W. Fallas, of Fallas Drug Store,

says: "Tradesman is a fine paper."

The Cushman House, under the management of W. L. McManus, Jr., is well patronized by the boys on the road and is taxed to its utmost capacity during the resort season.

The Hotel Perry receives its share of patronage from the travelers and R. A. Campbell, the assistant manager, meets you at the door with a smile and a pleasant word.

W. R. Wagers.

A Good Many Retailers Have Found Out That They Didn't Have Enough Wales Goodyear Rubbers

and we're getting a lot of re-orders—the Bear Brand Rubbers are the thing this year. You'll find it's hard sledding trying to satisfy your trade with any other kind.

Is your rubber stock going to hold out? If not, size in with this popular brand. You'll find your customers better satisfied.

Drop us a card and a salesman will run in to see you with his samples for next season. No obligation whatever.

HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS, MICH.

Your Profits

depend upon your ability to sell at reasonable margin of gain and sell the same customers repeatedly, and not upon just how cheaply you can buy.

This means that your customers must be satisfied with their first purchase.

Glove Brand Rubbers

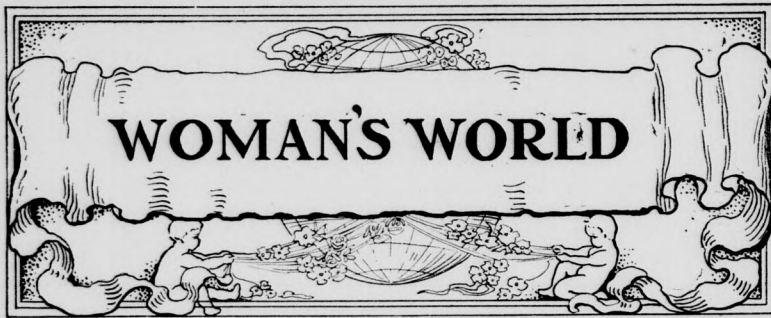
are profit producers for they fulfill the above conditions. With this reliable brand you can hold your trade season after season with no fear of dissatisfaction, and they will gladly pay the price.

CHEAPNESS spells POORNESS

The best costs but little more, and the difference is the bridge from possible loss to positive gain.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.



Hope-Inspiring Indications of Our Own Times.

Written for the Tradesman.

As we jog along the road from middle life to old age there is an almost irresistible tendency to become pessimistic. In youth we looked out through a rosy glamour of unshattered hope and idealism which distorted our vision, deflecting the light rays toward the pleasant and the desirable, and obscuring the evil and the repulsive. But now the dews of morning have dried up. We see things in the unshaded glare of the noon and the early afternoon. Our experienced and sadly sophisticated eyes discern all the sin and misery about us exactly as they are. No bright curtain of youthful optimism conceals from us a single ugly fact. As regards ourselves we almost inevitably feel that "it would have been money in our pockets never to have been born;" and as regards the sorrowing, wretched, iniquitous humanity about us, we are ready to indorse Mark Twain's sadly humorous dictum that "Sometimes it seems such a pity that Noah and his party did not miss the boat!"

Times change and with the passage of the years, manners, customs, beliefs, standards of propriety, and, to some extent, of right and wrong, change also. Old barriers and restraints are broken down. Old conventions disappear. To the sensitive soul looking out on a life scene vastly different from what it was twenty or thirty or forty years ago, seeing greed and wickedness flaunting their triumphs more openly perhaps than they did formerly, the appalling conviction is forced upon him that the world is growing worse, that the powers of evil are stronger than the powers of righteousness, and that wrong will ere long triumph utterly.

In ringing controversion of this depressing view of the present situation come certain hopeful assertions made in a recent number of "The Christian Herald," an orthodox publication of very wide circulation. These are to the effect that "Moral principle never cut so large a figure in the affairs of this American people as it does today. We have twenty moral qualms where our godly ancestors had one.

"It never occurred to them that a lottery was wrong, or that it was wicked to drink whisky, or to whip a child or a wife, or to enslave the black man or to cheat the red man.

"Nine out of ten of the little conscientious niceties of life are discoveries of the last fifty years.

"More societies to do all sorts of good and work all kinds of reforms have been created in the last two

generations than had been formed or thought of before from the beginning of the world. We are getting better. No doubt about it."

Coming with such positiveness from so high an authority these statements are really cheering; and when we come to think of the subject impartially, aren't there many things that go to prove that humanity at this present time is at least no worse, take it all in all, than it has been in many preceding periods of the world's history? In some respects it is better than ever before since authentic records began.

Most of us have a little bump of veneration on our hands. This is a very good thing to have, we shouldn't want to get along without it, but its natural tendency is to surround the old timers with virtues they did not in reality possess; with excellencies that never had an existence except in the exaggerated admiration of their hero-worshipping successors.

For a little time it might be well to reverse our ordinary mental processes and look for the evidences of evil in times that are past and for indications of good in the present.

And for the former we shall not have to make any very extended research to find unmistakable proof that iniquity is no modern invention.

All the old codes of law and all the great religions contain prohibitions which show that crime and vice existed from the earliest times.

"Thou shalt not kill" clearly implies that murder was not unknown. "Thou shalt not commit adultery" shows that social evil in some of its many forms had an early existence. "Thou shalt not steal" means that larcenies were committed in old times; while deceit and perjury must have been common practices, else there would have been no command of "Thou shalt not bear false witness." The old Bible heroes had their human weaknesses and failings. Abraham, under, it must be acknowledged, very trying circumstances, was not above practicing deception in order to save his life. Jacob in his younger life was both greedy and downright tricky. King David, "the sweet singer of Israel," possessing great strength of character and many admirable traits, committed errors, that, were he living at the present time, our modern standards would hardly allow us to condone nor extenuate. Jeremiah speaks of the heart as "deceitful above all things and desperately wicked," which certainly would go to show that in his time human nature was not quite all that it ought to be. Christ denounced the Pharisees and the Sad-

duces as "the generation of vipers," even though the former sect in his time included the highest respectables of society.

We have but to turn the pages of history very lightly and hastily to find that in almost every age there have been prophets and moralists who cried out against the gigantic wrongs of their own times. The wrongs must have existed, else these brave spokesmen would not have lifted up their voices in protest and deprecation.

It is hard for us to get the right perspective on things. The evil of to-day seems worse than a similar offense a hundred years ago. We deplore the fact that our neighbor, a young married woman living in great wealth and luxury, has taken to smoking cigarettes; and judging from reports, this unwomanly and in every way regrettable indulgence seems to be spreading rapidly among the sex from whom we look for better things. It makes us feel that all is going to the dogs. But did not some of our grandmothers and great grandmothers—staid old dames we consider them, from whom we are very proud to trace descent—did not some of these respected worthies take their snuff or slyly extract factitious comfort from a fragrant pipe? The tango and the turkey trot seem to us the very limit of impropriety. It may be well to remember that indecency always existed, that it is the same old thing only it takes new forms.

While not blinding our eyes to any manifestations of wickedness,

dishonesty, or laxity of morals that are to be seen about us, in sheer fairness of mind we should give our own times credit for the things in which they ring sound and true. Never before were graft and greed held in such condemnation. Never was oppression so execrated as now. Never before did the under dogs in the fight of life have so good a show as they have in this year of grace 1914.

Never before did average men and women do so much thinking for themselves on all subjects that relate to human welfare. Never before were the common run of people so little restrained by authority and religious fears and so greatly under the domination of the still small voice of conscience.

Every excess seems to bear in itself the seeds of its own correction. Just when it seemed that all were flocking to the large cities and that the country would become depopulated, there springs up this great movement of "Back to the land." We regret the decay of family life and fireside ideals; but our daughters are zealously studying domestic science and mothers all over the country are devoting themselves as never before to the proper care and bringing up of their children. And just when we had come to believe that race suicide was going to wipe out the worthier portion of humanity, there comes along these enthusiastic movements for eugenics and better babies! Perhaps the old world isn't so hopelessly bad after all. Quillo.

Still the Top-Notcher



Our record of sales for 1913 furnishes further confirmation of the now generally recognized fact that

Shredded Wheat

is the top-notch among cereal breakfast foods. Its supremacy is unchallenged. It is a survival of the fittest. It is not only the cleanest, purest cereal food made in the world, but the process is without doubt the best process ever discovered for preparing the whole wheat grain in digestible form.

TRISCUIT is the Shredded Wheat wafer—a crisp, tasty whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.



Mayer



HONORBILT

HONORBILT SHOES



THIS big quality line is general in character but special in every detail of its manufacture. The Mayer manufacturing plant is arranged in a way that gives us *four big specialty factories under one roof*, each specializing in its particular branch with workmen specially trained for the lines.



FACTORY NO. 1 Ladies' fine Goodyear Welts and Turns, including the famous Martha Washington Comfort Shoes and Yerma Cushion Shoes for ladies.

FACTORY NO. 2 McKay Sewed and McKay Welt Shoes for ladies, misses and children.

FACTORY NO. 3 Men's, boys' and youths' fine Goodyear Welts, the Dry-Sox wet weather shoe and men's Yerma Cushions.

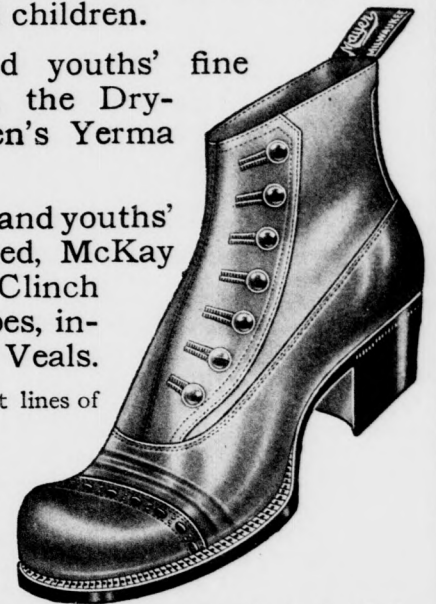
FACTORY NO. 4 Men's, boys' and youths' McKay Sewed, McKay Welts, Standard Screw and Clinch Nailed shoes, also our Work Shoes, including the great line of Resisto Veals.

Our general line is now made up of different lines of strictly specialized shoes, making it the strongest in the country. It's a line to which you can pin your faith and on which you can stake your reputation and business success.

Ask for Catalog or have salesman call. You obligate yourself in no way by so doing.

F. Mayer Boot & Shoe Co.
MILWAUKEE, WIS.

Largest Manufacturers of Full Vamp Shoes in the World



No. 761—Men's Fine Gun Metal Calf Button, Tip, Mat Calf Top, Medium Wide High Toe, Fudge Edge, 1½-inch Military Heel, S. Oak Sole, Welt, D-E, 5-11. \$3.00
No. 732—Blucher, same as No. 761.



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.

The Saw That Made a Foreman.

This is one of those adventures of industry that happen a thousand times a week and don't always stop for Sunday. It is so true that you have to try to believe it.

"Healey," said the Old Man, whose sign read: "James Monaghan, Carpenter and Builder." "I'm willing to admit you're a pretty good carpenter and a decent man. But for why should I pay you \$35 a week if I take you on as foreman when I pay only 50 cents an hour union wages and you make no more than \$22 a week for forty-four hours."

"Because," replied Bill Healey, "a good and decent foreman is worth nearly twice as much to you as a good and decent workman, for he's got to provide a dozen or two of good carpenters instead of providing only one-himself."

"It listens fine," assented the Old Man, cordially. "But how'll I tell whether you'll be able to provide 'em?"

"Search me," observed Bill Healey. "But I take no foreman's job at ordinary union wages; and you don't seem willing to pay more until you're sure I can deliver the goods. It looks like a deadlock to me."

"You're too smart for your pocket-book, me laddy-buck," exclaimed Mr. Monaghan, slightly irritated. "Independence is grand style, but mean eatin'. Now, if I was in your place, and needin' the money, instead of deliverin' ultimatims, I'd be thinkin' how to convince a boss I was worth what I'm makin'. A foreman is a good deal more than a finishin' carpenter and decent young man; he's a leader of men. Do the men about you confess you're their better, workin' at their side? I'll bet there ain't a shoemaker or chuncker among them that don't boast he can make a squarer cut than you."

"Well, then," answered Healey, ruffled in his turn, "what's the use of chewing the rag over it? I can prove it after I hire with you; but of course I can't prove it before. Get somebody else."

"That's just what I don't want to do," returned Mr. Monaghan, with one of his old, shrewd grins. "I want you, but I want you to prove it beforehand. Now, how'll you do it?"

Mollified, Bill gave a minute or two to futile cogitation; then he gave it up.

"Yet it's a boss's problem," com-

mented Mr. Monaghan. "D'ye see, now, why I have my doubts? But I'm not denyin' you've got the makin's. Come now: Is your \$35 a week worth fightin' for? Is it money enough for you to prove you're the best carpenter in town, bar none?"

Bill laughed:

"Oh, it's money enough, but I wouldn't have the gall to say I am the best carpenter in town, even if I had the nerve to believe it. The best in town is something only one man can be."

"Well, prove you're that man at the next smoker the union gives. I'm goin' to offer a prize of a full set of saws for the member that makes the squarest cut across a 6 by 8 inch hemlock stick without a square or mark of any kind to guide him, and I'll put a time limit on it of two minutes and a half. If you win the set of saws, you can bring 'em down here next morning and take the job of foreman at your \$35 a week, for then I'll know that every other carpenter in town'll respect you as the champion of the union."

Ordinarily Healey, like the rest of the carpenters, left his tools in the tool chest, safe enough under the general lock and key. But that evening he tucked under his arm a saw that a careless mechanic would have left lying outside, so narrowed was the blade from its eleven years of use and sharpening. Of a sudden, that old saw had become Billy Healey's most valued possession, with the exception of his wife and child.

"Well, dear," said that wife, when he reached home, "I see you're going to get a new saw at last, and I'm awfully glad of it. I never could imagine how a man could do good work with such an old, worn-out saw as that."

"Oh, I'm liable to get a whole set of new saws, for that matter," Healey rejoined. "But don't you make any mistake about this old one. It earned me enough to marry you, and it's earned me enough to keep you. And maybe it'll earn me enough, before long, to keep you a blamed sight better than I have been doing."

With that, he laid it aside, to await its fond contemplation after supper.

When he took it up again he studied it critically and said: "Monaghan, with all his experience, thinks it's the man. But I know it's the saw. There was never a saw like this, that had the keystone with the scales etched into its blade, that wouldn't cut true. It's straight crucible steel; it'll go through that piece of hemlock like a knife through butter. And I'm darned lucky I dropped it out of that sec-

Foster, Stevens & Co.

Wholesale Hardware

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

Michigan Hardware Company

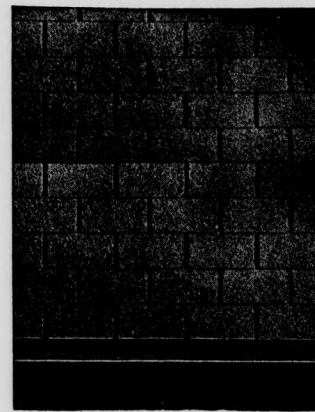
Exclusively Wholesale

Corner Oakes St. and
Ellsworth Ave.

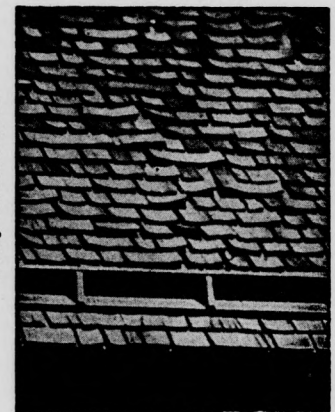
Grand Rapids, Mich.

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed

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

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

IMPERIAL BRAND

Spraying
Largest Line



Compounds
Superior Quality

Our Paris Green packed by our new American System.
Reliable dealers wanted.

Address Dept. T., CARPENTER-UDELL CHEM. CO., Grand Rapids, Mich.

ond story and broke the handle five years ago, instead of five days ago. I've had plenty of time to get used to any difference in the feel of it."

The announcement of the prize offered for the union's next smoker aroused, at first only a rather mild interest. But someone—Healey suspected Monaghan himself set the hint going—called attention to the fact that the most prominent contracting builder in town, who offered the prize was the very builder who still refrained from appointing a permanent foreman. After that, there wasn't a carpenter in good standing who didn't enter against that doomed stick of hemlock. "Gentlemen," came the announcement, from the chair, "we've got so many entries for the sawing contest that we'll have to omit most of the programme, and Mr. Monaghan's been asked to draw the names from the hat to fix the order you come in. I can only say that this stick of hemlock is the best piece of wood in the size specified that could be found and the committee that does the timing and the measuring will be as fair to everyone as it can."

One after another, when the contest opened, Mr. Monaghan drew forth the slips the hat held; and one after another the owners of the names attacked the fated hemlock stick, with saws almost as various as their names.

When Carney finished—Healey knew, well enough, that it was within the time limit—the section of the stick that came away looked clean and square. Even Mr. Monaghan could not refrain from applause.

"A fine piece of work, Mr. Carney," he exclaimed. "And one that's hard to beat. Gentlemen, the next and last name is our friend, Mr. Healey."

Healey advanced to the timber, eyed it with the glance of the practical expert, and decided to cut the six-inch way. The last man among the entries, and known as one of the best, he was the center of such a group of critics as had never assembled with so keen an interest in a man and a saw.

Yet Healey felt no anxiety. His blade seemed to slice its way through the wood, with every tooth biting true. Almost before he realized it, although he made no effort to escape the time limit of two and a half minutes, the task was done, and he heard Mr. Monaghan saying:

"Well, my watch tells me he's safe on time, for he has twenty seconds to spare.

The judges measured critically and after consultation called Mr. Monaghan to them, whispered to him, and stepped back, leaving him facing the eager throng.

"Gentlemen," he said, "the judges have thought it proper to let me announce their finding. It's one of the pleasures of my old days to say to you that some of the finest sawing I've ever seen has been done here tonight, and the winning man has gone through that piece of hemlock in two minutes, ten seconds and, what's more, he's done it with only one-thirty-second of an inch away from the true, square cut. I'm proud—and glad—

to present this prize set of saws to my friend, Mr. William Healey, the best man with a saw in the whole union."

He paused, while the hand clapping hailed Bill Healey champion; as it died away, he added:

"And I hope to see Mr. Healey in the mornin'."

They applauded again, for most of them understood.

Healey took the prize saws home with him. But next morning, he turned up at Monaghan's office with his old one.

Mr. Monaghan inspected it with the touch and the glance of a man who has known saws for nearly fifty years; and when he spoke, he lapsed into the enthusiasm, and the words, of fifty years earlier.

"Bill," he said, "it's a dom fine saw."—Philadelphia-Made Hardware.

Paper From Okra.

It is said that a Georgian has discovered a process for making the finest sort of paper from the Okra plant. A crop of Okra may be grown at less cost than cotton and matured in a shorter season, while the profits, estimated at \$120, or more, per acre, are vastly larger. Aside from the paper, the fiber from the stalk can be converted into rope or twine, the roots and pod hulls are used for bookbinders' board and the seed contains a valuable oil.

The chap who drops out of the business race just because he stumbles once or twice does not realize what a long race it is.

For Sale

Entire Stock and Fixtures of the Sigma Mercantile Company, Sigma, Mich.

Inventory only \$2,150. New location. Growing fast. Purchaser can make reasonable terms for lease of building or can purchase same on contract from creditors. Immediate delivery if sold within the next ten days. A bargain, but you must hurry. Wire or phone

H. T. STANTON.

Care Judson Grocer Company, Grand Rapids, Mich.

Hall & Gillard, Lawyers, 10th floor Michigan Trust Bldg., Grand Rapids, Mich.

Dear Grocer:

Why be so careful to lock your store at night and then be so careless as to use any old thing to weigh your goods on? Grocers give away more goods than are stolen by thieves.

You will save money by using a 20th Century Standard Computing Scale.

WRITE FOR INFORMATION

W. J. KLING, Sales Agent

(New and Second-hand Scales)

50 Ionia Ave., S. W. GRAND RAPIDS, MICH.



**The Flavor Sells It
Mapleine**

is differently delicious and supplies a much felt want.

Order from

Louis Hilfer Co.
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**Our Plan
Will Get You
a Lot of
Ready Cash
and do it
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**It Is a Plan That Will Force Sales at Full Prices,
Even In the Face of a Cut Price
Sale by Your Competitor**

Brenard Mfg. Co.,
Iowa City, Iowa.

S. P. ROGERS

Gentlemen:—We have finished with your plan and wish to say that it was a success in every way, even better than we anticipated.

With your collection feature we were able to collect old accounts which we considered lost. We think the special sales plans have no equal for disposing of goods rapidly at regular prices, for with your systematic plans it will work anywhere. All that is necessary is to have the goods and be where there are people, follow your instructions and it sure is a winner.

We are very thankful to your salesman for offering it to us first, and will say you need not look for another customer here as we will take your new plan in the near future.

Yours truly,

S. P. ROGERS.

You Can Use This Plan to the Exclusion of Competitors

If you desire to use this plan in your town, let us hear from you, as any delay on your part may mean that your competitor will already have secured the exclusive right in your town. For quick action telegraph.

WARNING! BRENARD MFG. CO. IS NOT OPERATING UNDER ANY OTHER NAME. We have no branches. Other firms claiming connection with us mis-state facts. **WE HAVE A FEW IMITATORS BUT NO COMPETITORS.**

BRENARD MFG. CO.

IOWA CITY, IOWA



Saucy Sayings From Saginaw.

Saginaw, Feb. 2—The many friends of Ryson E. Sheehan will be shocked to hear of his death, which occurred rather suddenly Monday morning at 5 o'clock at his home, 1220 Jones avenue, this city, of acute indigestion. Deceased was traveling representative of the Noyes Carriage Co., of Elkhart, Ind. He was in his usual health Sunday and was out with his daughters, there showing no indications of the trouble which was to result in his death a few hours later. He was married at Capac, Mich., to Miss Laura Morris, who survives him, with three children, Emily, Edna and Ben Sheehan, all living at home. Deceased, in addition to being a member of Council No. 43, was a member of the Masonic lodge at Brown City, where he formerly lived and carried on a hardware business.

Otto Kessell is driving a new Hudson car. We noticed a news item in a recent issue of a Detroit daily to the effect that cars stolen annually in Detroit would reach a total value of \$1,000,000, but we have information that Otto bought his machine.

The finance committee met at the Bancroft Hotel on Friday afternoon and report matters pertaining to raising money progressing fine.

Some of the boys, Peetz, Sargent, Moeller, Mercer, Schroeder, Jr., and Gueider, report large sales of tickets.

Cuyler & Britton have a proposition to make the finance committee regarding the publishing of a souvenir book for the convention, giving a history of Saginaw and illustrating prominent citizens; also a history of the U. C. T. organization and particularly Council No. 43.

At the meeting Saturday, Jan. 24, held at the Bancroft Hotel, it was decided that a "rhum" contest would be a desirable convention feature. McGregor, Beunay and Brown advancing the arguments that brought the decision. Wm. Schroeder, Sr., will not be allowed to enter. I wonder why?

Al. Monroe, after a severe illness, is able to be out. He is looking a little white, but as fat as ever.

Mark Brown tells one on Ben Mercer. It seems that a certain druggist invited Ben for an auto ride and in this way managed to corner Ben long enough to extract a long past due account. Is this the truth, Ben?

Beunay says Sargent is on the bill as a headliner when it comes to driving. If you doubt this, ask him about Chas. J.'s bucking broncho.

Half of the committee on sports met at the Vincent Hotel Saturday, Jan. 31. The other half was either out of town or not good enough sports to brave the storm. Chairman Mercer informs us that every council in Michigan has been invited to be on hand with teams. So far, Bay City and Jackson councils are the only ones we have heard from. It is proposed to have at least four teams enter. Lots will be drawn from a hat. Even numbers will meet and odd numbers will meet in mortal combat in the forenoon of June 13. Winners in the morning games will play for the championship in the afternoon. The money will be divided into first, second and third prizes. A fine competition cup will also go with the championship. This cup is now held by Kalamazoo. It is hoped other teams

will be able to give the Celery City boys a run for first money and the cup this year.

The annual ball will be given at the Auditorium in March, date to be announced later. The auto will be drawn at that time. The 43rd ticket drawn will be the winning number.

Committees in charge of convention matters reported to date:

Reception—W. B. McGregor, chairman; Frank Coates, Frank Pinkey, F. R. Sargent, Ed. Knupp, J. F. McCarthy, Wm. Ginnes, Al. Monroe, Wm. Schroeder, Jr., A. L. Secor.

Buss and Baggage—J. M. Benway, chairman; Wm. Kroll, Elmer McMann, Wm. Krohn.

Bands—Ed. Putman, chairman; San McCoudless, Frank Bremer.

Sports—B. N. Mercer (chief sport), Ora Lynch, Will Hoover, Guy Bennett, Otto Kessell, Ralph Cuyler.

(If any one has doubts about the above parties being qualified, look us up on June 12 and 13).

Registration—M. Connaton, chairman; Wm. King, Wm. Miller, A. J. Monroe, Fred Huebner, Al. Gossell, Wm. McGinnis.

R. B. Cuyler has just returned from a business trip to Detroit. We know for sure that Ralph was not called in to dust the carpet for his house (Beacher, Peck & Lewis), as he doubled his 1912 business in 1913, which should give him a firm hold on his managership of the local branch.

Amsden's band, Amsden's orchestra, the Orphan's band and, last but surely not least, "Damsden's" band, have all been engaged for the convention. Hush! Jimmie Brown, our Owosso brother promises a band. Bring your band, Jimmie, also your ball team. We promise you a good time.

G. (good) and K. (kind) Coffey, of Grands Council, spent several days in this section recently, pushing competitors' goods back on the shelves to make room for his brand of baking powder.

Will C. Hoover.

Wafted Down From Grand Traverse Bay.

Traverse City, Feb. 2—Traverse City Council pulled off the big special meeting last Saturday as scheduled and it sure was one meeting to be proud of. A large class was initiated and Traverse City Council will have seven more members added to her list on account of the extra efforts of its members during the battle. Due credit must be given Captain Hurley and his volunteers, for they were the winners in the contest. However, Captain Murphy and his volunteers are also entitled to honorable mention for their services. After the meeting, luncheon was enjoyed, which was prepared by Brother Taylor and his committee, after which card playing and dancing took up the remainder of the evening. About 100 were in attendance. Come again.

James Flaggert, formerly with the A. L. Joyce Bottling Co., of this city, has accepted a position with the American Candy Co., succeeding Malcolm Winnie, who has been promoted to a position calling on the jobbing trade in Lower Michigan, Indiana, Ohio and Pennsylvania.

Ray Thacker was presented with a handsome U. C. T. ring by the members at the banquet as a token of the high esteem in which he is held and

Mrs. Thacker was presented with a fancy dish. Mr. and Mrs. Thacker intend making their home the Sunny South soon. They have been very active members of our order and will be greatly missed. May success be your lot is the wish of all.

Archie Jourdan has returned from Detroit where he has been pricing up the Buhl Sons Co. catalogue. All the salesmen were called in.

Our Council may be proud of the handsome flag case which was presented by Brothers Hurley and Wilson. The silk flag which Grand Past Counselor Adams presented to our Council last year may now be seen in this case hung on our Council walls. The case is a dandy and home made, Brothers Hurley and Wilson having made it themselves. Traverse City Council is sure some proud of that flag.

I. K. Jacobs is attending a convention of the National Cash Register Co., at Detroit, this week.

Michigan membership now numbers 2780, and with every member boosting we should reach the 3,000 mark soon.

Walter Reinhart will cover this territory for the Saginaw Beef Co. Mr. Reinhart was formerly a resident of the American Soo, but intends moving his family to our city.

Geo. Blass, manager of the Atlantic Hotel, at White Cloud, is passing out to the boys some very nifty shoe shiners, which can be carried in a grip. We presume that George has gotten tired of some of the boys using individual towels for shiners.

John Busby, of Cadillac, who is about the best known restaurant man in this section of the State, has moved into his new quarters on Mitchell street, where he is in position to give the boys first-class service. Cadillac may be proud of having such an up-to-date eating place. By the way, we might just add that John is also interested in the new oil company. Here is success to you, John.

Have you noticed the 500 mile Pere Marquette mileage books that most of the boys are carrying? Cost \$10 flat and can be used by bearer or party and bearer. Since the P. M. insists that tickets must be presented before entering it certainly is a great convenience and, besides, it helps the receipts of our local station. Think it over, boys, and boost for your home town and possibly if the receipts look satisfactory to the officials, we may be in position to get the new depot. Every little bit helps.

Fred C. Richter.

Why Siegel Failed and Altman Succeeded.

New York, Feb. 2—While the question of how and when the chain of Siegel enterprises will be rehabilitated is of prime importance to the various classes of creditors, the events preceding, which made necessary the receivership, are equally paramount. A commercial failure represents a weak spot in the mercantile world; and to appreciate how intimately the Siegel trouble is associated with the financial world, a brief resume of the Siegel interests is necessary.

Incidentally, the Siegel failure is the first department store of any importance in the East to go under assignment. The stores affected are Simpson, Crawford & Co., and Fourteenth street store in New York, and Henry Siegel Co., Boston. These three concerns, with the Siegel-Cooper Co., of Chicago, are controlled by the Siegel Stores Corporation, which filed the petition for the receivership.

The two dominating characters behind the Siegel ventures are Henry Siegel and Frank E. Vogel. Mr. Vogel was for twenty years interested in Nelson, Morris & Co., one of the "big four" of American packers, where he had risen to the office of Vice-President. He was also a director of the National Bank of the Republic, Chicago. Mr. Vogel brought

\$1,400,000 to the Siegel stores in 1902—the money he had made in the packing business.

Henry Siegel, long identified with Siegel-Cooper of Chicago and Siegel-Cooper of New York, to-day two of the most successful department stores in the country, was the merchandise man and general manager of these two gigantic mercantile institutions. When he withdrew from the New York Siegel-Cooper Co. in 1902, he had a fortune of \$4,000,000, which he has put into the stores controlled by the Siegel Stores Corporation.

What is the explanation of the decline in the fortunes of these two men who gathered millions by long years of steady, difficult work? Were there not other influences which vitally affected their latter-day business enterprises besides the too familiar allegation of improper financial management?

In common with other department stores, the Siegel institutions were laboring under the burden of too great store rentals. This factor led up to the acute financial situation which confronted them in the latter part of 1913. For the Boston store the rent is about \$390,000 annually, for the Simpson-Crawford store and Fourteenth street store, each \$325,000 a year. These figures include the taxes. "They eat up the profits," says Mr. Siegel.

But the direct cause of the tumble was explained clearly by Frank E. Vogel before the court hearing. He said when it became necessary last December to secure money to satisfy about half a million of obligations which matured in the next six months, his bankers advised him that, because of the stringency of the money market, they could not accommodate him. This curtailed their credit so severely that it was impossible to proceed.

The story of Benjamin Altman, who recently died leaving a fortune of \$45,000,000, who made his success in the competition of quality, raises the question whether Henry Siegel's present situation is not also attributable to his policy of competition in price. The man who banked on quality left \$45,000,000 and the man who relied on price competition is again facing a new start in the business world.

The exact amounts of the Siegel stores' losses have not yet been officially determined. The accountants for the receivers have been unable to untangle the complicated books of the different stores. Including the Chicago store, which is not affected by the receivership and is a paying proposition, F. E. Vogel estimates that the present net assets of the four stores are almost \$6,000,000 above their liabilities. He said this estimate was correct, despite the fact that the stores are now in receivership, for the suspension was caused primarily by a contraction of credit and not by diminishing of sales.

The financial situation of the Henry Siegel & Co. bank can be traced to the lack of proper state regulation. Had there been adequate laws supervising the character of investments which private banks could make, as applies to state savings banks, Mr. Siegel would not have used the bank's money in his department store securing all loans of the bank with his Siegel Stores Corporation and Henry Siegel Co., Boston, stock, Mr. Siegel felt he was entitled to borrow from his bank as well as from outside banks.

Even a man who admires a sensible girl may marry the other kind.

HOTEL CODY
EUROPEAN
GRAND RAPIDS, MICH.
Best Beds That Money Can Buy

DETROIT DETONATIONS.

(Continued from page 1.)

ness for thirty-five years—and looks strong and healthy enough to go on for thirty-five years more.

Sam Rosenberg, dealer in dry goods and furnishing goods, has moved from his old location, 1181 Mack avenue, into new and more up-to-date quarters at the corner of Dubois and Farnsworth.

J. E. Gumm's many Detroit friends will be pleased to know he is again able to be up and around after a serious siege of sickness. Mr. Gumm conducts a department store in Onaway.

The next dance given by Council, No. 9, will be Saturday night (next) Feb. 7. All members and their friends are cordially invited to attend.

Herbert Todd (Edson, Moore & Co.) says that gossip carries more tales than a barn full of horses.

Many have lost their lives on the water during the past few months. On land several have lost their lives because they didn't stick to the water.

Despite the raging blizzard of last Saturday night, a large crowd turned out to attend the joint meeting of Cadillac and No. 9 Councils, at St. Andrews hall. A happier and more friendly crowd of traveling men were never gathered together. The initiatory work was carried on by Council No. 9 and, according to the telephone report, nothing was overlooked. The following traveling men having withstood all tests, are now wearing U. C. T. buttons: Aug. O. McMahon, Mouat Squires Co., Cleveland; Morley Brown, Murray W. Sales & Co., Detroit; Clarence Streng, Lukenheimer Co., Cincinnati; John C. Hathaway, Atlantic Refining Co., Cleveland; Arthur E. Cole, Hilton, Hart & Koehn Co., Detroit; Earl Watson, Springfield Metallic Casket Co., Springfield, Ohio; Fred Marcotte, Lee & Cady, Detroit; Elmer Thompson, National Grocer Co., Detroit; Frank D. Ross, L. C. Chase & Co., Boston; Wm. E. Speckman, National Grocer Co., Detroit; Ralph Bloom, Liggett & Myers, Tobacco Co., St. Louis; Orin Gotschall, Anker Holth Manufacturing Co., Port Huron.

Through a re-arrangement of territories which will prove beneficial to those concerned, the towns of Cheboygan and Alpena, formerly covered by Sid Pungs (Burnham, Stoepel & Co.), will now be looked after by Ira Simmons. Mr. Simmons resides in East Tawas, but will move to Alpena this spring. Mr. Pungs will now devote his entire time to Saginaw, Flint and Bay City, his business growing to such an extent as to make the move imperative. Both Mr. Simmons and Mr. Pungs are well known and are very popular, they having covered their respective territories for a number of years.

As we see it, the leading part of most shows is done by the usher. W. H. Ackerman, of Syracuse, N. Y., and member of Central City Council, No. 221, is in Detroit looking over several prospects that may lead to his permanent residence here. Mr. Ackerman is an old dry goods salesman.

Now that spring is approaching, we may begin to look for the winter to pay us a visit.

Beauty is also paint deep in some cases.

A. Garland, merchant tailor at Howell was in Detroit last week. Mr. Garland says that any man who wears his clothes is bound to have a fit.

The real optimist who deserves the medal for February, 1914, is Orla Rakestraw, who conducts a general store at Lupton. Orla has purchased a ticket that may (?) bring him an automobile for the meager sum of 50 cents. Orla is busily engaged in clearing a space between some stumps in his neighborhood, preparatory to trying out his new machine—if he gets it. Orla says when he gets so he can drive through the stumps he will be able to go most any place at any time.

Even a chiropractor cannot cure

some men who have no backbone.

D. Bernstein, general merchant at West Bay City, has had more than his share of trouble during the past month. He came to Detroit last week to bury his father. This one affliction was not all that struck him, his wife being obliged to have an operation for appendicitis, which, luckily, she withstood and is now on the road to recovery. The sympathy of the Tradesman and Mr. Bernstein's many other friends is extended to him.

Troubles are God's rains in this world—Henry Ward Beecher.

More news: Windy Williams has again recovered.

The American Blower Co. held a get-together meeting of the office and sales force at the Cadillac Hotel last Thursday. An inspirational business dinner was given.

Victor Hugo says that houses are like human beings who inhabit them.

Victor might have added that most hotels are not like what they make the victims pay for.

Leave it to Jimmie Hammell.

Another way of fooling the hotel keepers: Quit the road and go to clerking. James M. Goldstein.

Validity of Bank Stock as Collateral.

Calumet, Feb. 2.—A customer of ours wants a loan of \$500 and offers as collateral to a demand note ten shares of stock of a State bank. Is this collateral affected—and in what way—by any indebtedness of his to the bank in which he holds stock? Would it be affected by any loan he might secure subsequent to pledging it as collateral? Any information bearing on the value of State bank stocks as collateral is desired and a prompt reply will be appreciated.

Old Merchant.

The law is very clear on the question you enquire about. Any indebtedness that a stockholder may owe a bank is a lien on his stock and any loan you make a man under such circumstances is not a lien on his stock unless you first secure a letter from the bank issuing the stock, stating that the owner of the stock is not indebted to the bank. If you do this, the security is yours and you can hold it, but you cannot do it otherwise. Our idea would be that you write the bank, stating that the man soliciting the loan is offering the stock as collateral and enquiring if the bank has any claim against the stock in the shape of loans owing by him to the bank. If the reply is satisfactory, the integrity of the collateral is established.

Will Hold Frequent Meetings.

Port Huron, Feb. 2.—At the last meeting of the Port Huron Grocers and Butchers' Association, F. C. Woods suggested that the Association hold a meeting every week to be open to traveling salesmen. The suggestion was acted upon with one amendment and that was, that the meetings be held every two weeks. The question of early closing was brought up, but was laid over by consent until the next meeting. It was suggested and acted upon that cards be printed giving the dates and topics of discussion for each meeting.

After the business of the evening was over a sumptuous banquet was served. S. J. Watts acted as toastmaster, and he gave a short talk on the two years preparation for the State convention to be held at Grand Rapids. Among the Sarnia grocers who were present as guests were Stanley Williams and Mr. Palmer. J. D. Kirkwood, salesman for the National Biscuit Co., was also present.

The new hospital buildings for contagious diseases at Kalamazoo will be ready for occupancy in March, the entire health plant costing the city \$45,000.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 2.—Pickford has a new butcher, who arrived on the scene last Tuesday in the person of Wm. Kirkbride, Jr. Mr. Kirkbride, Sr., has not as yet been to town since the happy event, but it is reported that there is great rejoicing in the Kirkbride family and his many friends are waiting to congratulate upon his arrival to the city.

The Lake Superior Corporation, of Soo, Ont., will let contracts for the construction of a new open hearth furnace, the capacity of which is to be 200,000 tons per month. This is the first of the proposed extensions to the steel plant. It is expected that work will help make business livelier by the employing of a large number of men for construction work. It is good news to the residents of both Soos who will be benefited by the extra work.

Robert Davis, the Alpena lumberman, who is operating at Dafter, is hauling birdseye maple logs for shipment.

The George Kemp Coal Co. is putting up one of the largest coal warehouses in the Upper Peninsula. The structure will be 80 x 200 feet in dimensions with 24-foot uprights posts and will be covered with a "hip" roof. The company is also enlarging and improving the docks along the water fronts, which will fulfill a long felt want during the season of navigation.

Martin E. Courtade, of Traverse City, arrived here to-day to take a position as prescription clerk at Rudell's drug store.

There are at present only twenty-three miles of ballasting to be done on the Algoma Central Railway which is left to be completed in the spring. On account of navigation being closed there has been an unusual large amount of traffic from its connection with the C. P. R. at Franz. The employees for the Standard Chemical Co. are being furnished a special train over the A. C. R., also for the loading of logs for the paper company.

According to the latest reports issued by the government at Ottawa, the federal revenue for the last nine months of 1913 increased by \$3,000,000. The sale of goods to the United States in the same period aggregated \$134,000,000. We are certainly a good customer for Canada.

Friends of Thomas Chitty are pleased to know that he is making speedy recovery and has so far progressed very satisfactorily since having his arm amputated a short time ago. Mr. Chitty has made a trip to Toronto with Mrs. Chitty, where they will visit Mrs. Chitty's parents until he is again able to take an active part in his business.

Morley Stevens, the popular city salesman for the Musselman Grocer Co., is carrying around a few extra boxes of 10 centers in his sample case this week and handing them out to his numerous friends, as he is the proud possessor of a son who will be able to take his place in due time.

Capt. Parnell, our popular Soo sportman, is receiving congratulations on his success at the National Rifle Association which awarded him a medal. We are pleased to note that a Soo man was so honored. Mr. Parnell entered the annual shoot as a member of the Osborn Rifle Club and established a high record. The medal was sent by Albert Jones, Assistant Recorder and Secretary of the National Rifle Association of America, which is under the supervision of the War Department.

Supt. Gibson, who has finished his work of construction for the Michigan State Telephone Co., has left for Battle Creek. Mr. Gibson has changed the system to one of the most modern in the State and the residents of the Soo will certainly appreciate the improvements in the telephone ex-

change as soon as the connections are made and the new system put into effect.

It is pleasing news to the navigation companies plying the Great Lakes to learn that Canada has appropriated \$50,000,000 for the enlargement of the Welland canal so it will accommodate vessels drawing thirty-five feet. Much favorable comment is being heard upon the improvement.

W. G. Tapert.

Newsy Notes of the Gripsack Brigade.

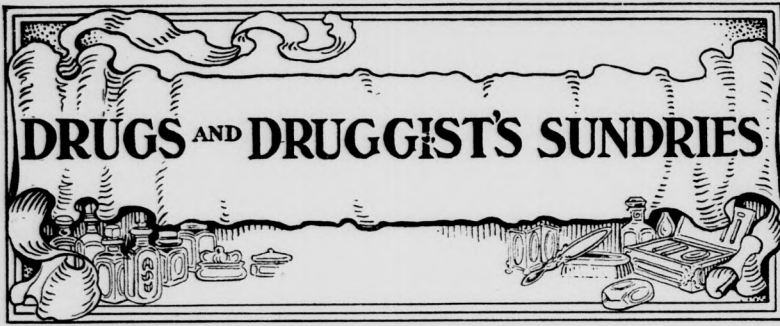
Grand Rapids—Wm. Doyle, a young business man of Lowell, who traveled in the blinding snow storm Saturday from 3 o'clock in the afternoon until 8 in the evening to attend the dancing party given by Council No. 131 at St. Cecilia hall, was a guest at the home of Mr. and Mrs. Ira F. Gordon, 425 Woodlawn avenue, over Sunday. He says he had a good time and that "Grand Rapids knows how."

Grand Rapids—Mrs. Herb Godfrey, 1809 Wilbert avenue, who underwent a serious operation at U. B. A. hospital last Monday, is doing as well as could be expected. Her many friends wish her a speedy recovery.

Take a leaf out of the book of those traveling salesmen who report that they get business where they go after it. They are not howling that there is dullness. They say that merchants are buying carefully, but they are buying to cover their wants, which is the main thing. How much better this is than to yell about no trade. The fact is these optimists report the many sales they make, and pass lightly over the occasional failure. The pessimist makes a long story out of each individual instance where a sale is not forthcoming and remains silent concerning the big average of successes. Apply the principle of observing prosperity indications in your store. There is always a chance to complain, and these chances grow more numerous as they are utilized. Nothing breeds so fast as growls. It is like dogs barking at night—you hear one, another answers, and soon the neighborhood is alive with the sleep-disturbing responsive chorus. You growl and another growl comes into your mind, and another, until you are so full of them there is no self-respecting joy that can remain in the gloomy company.

Grand Rapids—W. H. Whims (Edson, Moore & Co.) had occasion to go to Freeport last Saturday—the day of the big storm—only to find that there was no train out of town until Monday morning. He undertook to engage a livery rig to drive him back to Elmdale, but no horse owner would venture out in such a storm, so W. H. walked six miles to Elmdale, where he got a P. M. train home. His experiences as a pedestrian are now as vivid as his impressions as a woman hater, but he appears to take more delight in recounting the incidents of the walk than in describing the disappointments of the numerous ladies whose importunities he has met with a stony eye and an adamant heart.

The 4,413 boats entering Frankfort harbor during 1913 brought in 2,539,807 tons of freight and carried out 2,533,362 tons.



Michigan Board of Pharmacy.
 President—Will E. Collins, Owosso.
 Secretary—E. T. Boden, Bay City.
 Treasurer—E. E. Faulkner, Delton.
 Other Members—John J. Campbell,
 Pigeon; Chas. S. Koon, Muskegon.
 Grand Rapids Meeting—November 18,
 19 and 20.

Michigan State Pharmaceutical Association.
 President—D. G. Look, Lowell.
 Vice-Presidents—E. E. Miller, Traverse
 City; C. A. Weaver, Detroit.
 Secretary—Von W. Furniss, Nashville.
 Treasurer—Ed. Varnum, Jonesville.
 Executive Committee—D. D. Alton,
 Fremont; Ed. W. Austin, Midland; C.
 S. Koon, Muskegon; R. W. Cochrane,
 Kalamazoo; James Robinson, Lansing;
 Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.
 President—Geo. H. Halpin, 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.

Non-Freezing Automobile Solutions.

With the approach of winter many automobilists are looking for non-freezing solutions upon which they can depend.

Calcium chloride and common salt are apt to attack the metal with which they come in contact, as their corrosive action is both chemical and electrolytic, especially if the slightest trace of acid be present.

Glycerine is a good non-freezing agent but its high cost and its destructive action on rubber are disadvantages connected with its use. It has a further objection that after a time it becomes foul and needs to be replaced.

Denatured alcohol is probably the best agent to use for this purpose. It is absolutely non-corrosive towards metal and does not freeze above a temperature of 160 deg. F. It has a higher boiling point than wood alcohol, which is in itself an advantage and it possesses many other points of superiority over wood alcohol.

The following table shows the dilutions which have been found useful for denatured alcohol for different temperatures:

Per cent of alcohol	Freezes at
20 per cent	10° above zero
30 per cent	5° below zero
40 per cent	20° below zero
50 per cent	35° below zero

A 50 per cent. solution obtained by mixing equal parts of denatured alcohol and water, will withstand such low temperatures as are likely to be met with in this territory.

How to Handle Olive Oil.

At the last meeting of the Pennsylvania Pharmaceutical Association Louis Frank, of Wilkes-Barre, remarked that there is a chance for the druggist to build up a large trade on

olive oil if he takes the product up right and pushes it as he should. "My firm," said Mr. Frank, "has become quite a large importer of olive oil owing to the fact that it took one especial brand early in its business career and stuck to that brand and bottled it under its own name. I notice many stores in our vicinity are selling considerable olive oil, but they make a mistake in taking up a branded article like Pompeian. There is considerable sale for a branded oil, but if the druggist will take one brand for his own and stick to that and build up a reputation on that brand, he will find his customers coming from a great distance to get his olive oil. And don't charge too little for it. That is another common mistake. We have pint bottles and quart bottles and sell it at 50 cents a pint and a dollar a quart. These two are the best sellers in our stores, and we have innumerable customers coming in for pints and quarts who say there is no oil like it anywhere. We sell more olive oil than all the other stores in Wilkes-Barre combined, simply by sticking to that one brand under our own name in the five years we have had it. Building up trade is an important point—I think the drug trade has lost sight of that. They let the olive oil trade go to the grocer. They could get that trade started, and by plugging away could obtain a large trade in olive oil."

Patent Leather Polish.

Yellow wax or ceresine... 3 ounces
 Spermaceti 1 ounce
 Oil of turpentine 11 ounces
 Asfaltum varnish 1 ounce
 Borax 80 grains
 Frankfort black 1 ounce
 Prussian blue 150 grains
 Melt the wax, add the borax, and stir until an emulsion has been formed. In another pan melt the spermaceti; add the varnish, previously mixed with the turpentine; stir well and add the wax; lastly add the colors.

Sell Gum in Quantity.

While January is not the best chewing gum month by any means, it may be made to pay a better gum profit by promoting the sale of gum in larger quantities than 5-cent packages. Take all the different kinds of gum and tie them up in 25-cent packages, five or six to the package, according to whether the goods are sold straight or six for a quarter. Display these in the window together with a large card reading, "Buy It by the Quarter's Worth."

Less Rented Homes Desirable.
 Written for the Tradesman.

Every rural community, every village, every town, every city, and the whole nation would be benefited if there were less rented homes and more homes occupied by their owners.

More owned homes means less transient population—more permanent residents. That would mean less interruption in children's attendance at school; less drawing away of young people from beneficial organizations; less inconvenience to employers in all branches of trade and manufacture, less losses in business through unpaid accounts and expenses of collections.

There would be a gain in better citizenship. The stronger the bonds of home the more valuable the resident as a citizen. The more owned homes the less inclination to wander, to move about; the less liability to throw up a good job for specious inducements elsewhere. Consequently more strenuous endeavor to fill salaried positions acceptably.

The wholesome restraints of home or of the home community are lacking or of much less effect upon those who are among strangers. Influences may be helpful because they restrain or because they support or encourage according to the nature of the person acted upon.

There are uplifting influences in connection with the permanent home which can never be felt in a rented home. Scenes and events which take strong hold upon the memory renew their beneficial effects from time to time in the old homestead.

Plenty of people wish they owned a home, but with many such it is only a wish such as they might express in regard to conditions which can not be changed. Some hope some day to have a home of their own but are not willing to sacrifice present comforts or economize as would be necessary to lay by money for a home.

Fortunate the one who not only wishes for a home of his own but can

look into the future and see that the time will come when a permanent home will be of far greater advantage than the comforts or luxuries of the present and determines to work and plan and save toward that end.

The owned home is often a monument to the industry and economy of the owner. If it be not an inheritance it is often also a testimonial of sobriety, enterprise and fidelity. The condition of the home and its surroundings attest care, prudence, foresight and a beneficent attitude toward one's neighbors, his family and those who are to come after him, or it betoken the opposite.

The time is approaching if not already here when one feels as though he must apologize for using the term "high cost of living" but many a tenant pays too high a rent in proportion to his salary. He pays from 10 to 25 per cent. more than if he owned his own home, and added to this is expense of moving, refitting and refurnishing to suit a different house each time; breakage and marring of household effects, discarding that which would have been useful and valuable much longer in a permanent home.

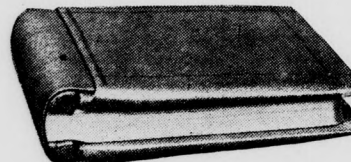
Sickness, loss of employment, business reverses fall with crushing weight on many who rent a home, while in face of like difficulties the owner of a home will pull through without outside help, without entire dependence upon charity, or without craving credit on every hand.

The most serious aspect of this matter seems to be the effect upon the character of the citizen. The life and environment of the tenant tends to unsettle, to dissipate, to alienate from interest in public welfare, to break down, to destroy; whereas the life of the dweller in his own home tends to build up, to establish, to strengthen, to unify interests, to make for peace, contentment, loyalty and patriotism.
 E. E. Whitney.

The Manistee County Savings Bank has increased its capital stock from \$50,000 to \$100,000.

Better Ruling, Printing and Binding

and deliveries made when promised—that's our business.
 On any ruled or printed forms, account books or any commercial printing we can give you better workmanship and better service than you have ever received; and the benefit of our long experience in this class of work.



Everything we sell is manufactured in our own complete plant from the raw materials
 Let us take it up with you
Kalamazoo Loose Leaf Binder Co.
 KALAMAZOO, - - - MICHIGAN

Every Transaction in
STOCKS AND BONDS
 Turned Over to Us Receives the Maximum of Attention

The Business of our Brokerage Department is
 Built on Reliable Service

Howe, Snow, Corrigan & Bertles

Investment Securities
 Citizens 4445 and 1122 MICH. TRUST BLDG. Bell Main 229

WHOLESALE DRUG PRICE CURRENT

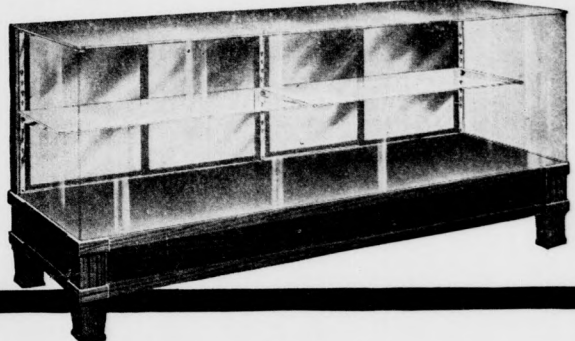
Acids	Cubeb	60	Digitalis	60
Acetic 6 @ 8	Eriogeron 2 @ 50	Gentian 2 @ 60	Ginger 2 @ 95	
Boric 10 @ 15	Eucalyptus 75 @ 85	Gualiac 2 @ 1 05	Gualiac Ammon. 2 @ 80	
Carbolic 17 @ 22	Hemlock, pure 1 @ 00	Iodine 2 @ 25	Iodine, Colorless 2 @ 25	
Citric 60 @ 67	Juniper Berries 40 @ 50	Ipecac 2 @ 75	Iron, clo. 2 @ 80	
Muriatic 1 1/4 @ 5	Lard, extra 85 @ 1 00	Kino 2 @ 80	Myrrh 2 @ 1 05	
Nitric 5 1/2 @ 10	Lard, No. 1 75 @ 90	Nux Vomica 2 @ 70	Opium 2 @ 00	
Oxalic 13 @ 16	Laven'r Flowers 4 50 @ 5 00	Opium Camph. 2 @ 65	Opium, Deodor'd 2 @ 25	
Sulphuric 1 1/4 @ 5	Lavender, Garden 85 @ 1 00	Rhubarb 2 @ 70		
Tartaric 38 @ 45	Lemon 4 25 @ 4 50			
Ammonia	Linseed, boiled, bbl. 2 @ 4	Paints		
Water, 26 deg. 6 1/2 @ 10	Linseed, bld. less 55 @ 60	Lead, red dry 7 @ 8		
Water, 18 deg. 4 1/2 @ 8	Linseed, raw, bbls 50 @ 51	Lead, white dry 7 @ 8		
Water 14 deg. 3 1/2 @ 6	Linseed, raw, less 54 @ 59	Lead, white oil 7 @ 8		
Carbonate 13 @ 16	Mustard, true 4 50 @ 6 00	Ochre, yellow bbl. 1 @ 1 1/4		
Chloride 12 @ 15	Mustard, artifi'l 2 75 @ 3 00	Ochre, yellow less 2 @ 5		
Balsams	Neatsfoot 80 @ 85	Putty 2 1/2 @ 5		
Copalba 75 @ 1 00	Olive, pure 2 50 @ 3 50	Red Venetian bbl. 1 @ 1 1/2		
Fir (Canada) 1 75 @ 2 00	Olive, Malaga, 1 30 @ 1 50	Red Venet'n, less 2 @ 5		
Fir (Oregon) 40 @ 50	green 1 30 @ 1 50	Shaker, Prepared 1 40 @ 1 50		
Peru 2 25 @ 2 50	Orange, sweet 4 75 @ 5 00	Vermillion, Eng. 90 @ 1 00		
Tolu 1 00 @ 1 25	Organum, pure 1 25 @ 1 50	Vermillion, Amer. 15 @ 20		
Berries	Origanum, com'l 50 @ 75	Whiting, bbl. 1 @ 1 1/2		
Cubeb 65 @ 75	Pennyroyal 2 25 @ 2 50	Whiting 2 @ 5		
Fish 15 @ 20	Peppermint 4 50 @ 4 75			
Juniper 7 @ 10	Rose, pure 16 00 @ 18 00	Insecticides		
Prickley Ash 1 @ 50	Rosemary Flowers 90 @ 1 00	Arsenic 6 @ 10		
Barks	Sandalwood, E. I. 6 25 @ 6 50	Blue Vitrol, bbl. 6 @ 6 1/2		
Cassia (ordinary) 25	Sassafras, true 80 @ 90	Blue Vitrol less 7 @ 10		
Cassia (Salgon) 65 @ 75	Sassafras, artifi'l 45 @ 50	Bordeaux Mix Pst 8 @ 15		
Elm (powd. 25c) 25 @ 30	Spearment 5 50 @ 6 00	Hellebore, White 15 @ 20		
Sassafras (pow. 30c) @ 25	Sperm 90 @ 1 00	Insect Powder 20 @ 35		
Soap Cut (powd. 25c) 15 @ 20	Tansy 5 00 @ 5 50	Lead Arsenate 8 @ 16		
Extracts	Tar, USP 30 @ 40	Lime & Sulphur 15 @ 25		
Licorice 24 @ 28	Turpentine, bbs. @ 58	Solution, gal. 15 @ 25		
Licorice powdered 25 @ 30	Turpentine, less 63 @ 70	Paris Green 15 1/4 @ 20		
Flowers	Wintergreen, true 2 00 @ 2 25	Miscellaneous		
Arnica 18 @ 25	birch 2 00 @ 2 25	Acetanalid 30 @ 35		
Chamomile (Ger.) 25 @ 35	Wintergreen, art'l 50 @ 60	Alum 3 @ 5		
Chamomile (Rom.) 40 @ 50	Wormseed 3 50 @ 4 00	Alum, powdered and ground 5 @ 7		
Gums	Wormwood 6 00 @ 6 50	Bismuth, Subnitrate 2 10 @ 2 25		
Acacia, 1st 40 @ 50	Potassium	Borax xtal or powdered 6 @ 12		
Acacia, 2nd 35 @ 40	Bicarbonate 15 @ 18	Cantnarades po. 2 50 @ 2 75		
Acacia, 3d 30 @ 35	Bichromate 13 @ 16	Calomei 1 20 @ 1 30		
Acaccia, Sorts @ 20	Bromide 45 @ 55	Capsicum 20 @ 25		
Acacia Powdered 35 @ 40	Carbonate 12 @ 15	Carmine @ 3 50		
Aloes (Barb. Pow) 22 @ 25	Chlorate, xtal and powdered 12 @ 16	Cassia Buds @ 40		
Aloes (Cape Pow) 20 @ 25	Chlorate, granular 16 @ 20	Cloves 30 @ 35		
Aloes (Soc. Powd.) 40 @ 50	Cyanide 30 @ 40	Chalk Prepared 6 @ 8 1/2		
Asafoetida @ 50	Iodide 3 20 @ 3 40	Chalk Precipitated 7 @ 10		
Asafoetida, Powd. @ 75	Permanganate 15 @ 30	Chloroform 38 @ 48		
Pure @ 75	Prussiate yellow 30 @ 35	Chloral Hydrate 1 00 @ 1 15		
U. S. P. Powd. @ 1 00	Prussiate, red 50 @ 60	Cocaine 4 10 @ 4 40		
Camphor 55 @ 60	Sulphate 15 @ 20	Cocoa Butter 50 @ 60		
Guaiaac 35 @ 40	Roots	Corks, list, less 70% 70 @ 80		
Guaiaac, Powdered 50 @ 60	Alkanet 15 @ 20	Copperas, bbls. @ 5		
Kino @ 40	Blood, powdered 20 @ 25	Copperas, less 2 @ 6		
Myrrh @ 40	Calamus 35 @ 40	Copperas, Powd. 4 @ 6		
Myrrh, Powdered @ 50	Elecampane, pwd. 15 @ 20	Corrosive Sublim. 1 05 @ 1 10		
Opium 7 25 @ 7 50	Gentian, powd. 12 @ 16	Cream Tartar 30 @ 35		
Opium, Powd. 8 75 @ 8 95	Ginger, African, powdered 15 @ 20	Cuttlebone 25 @ 30		
Opium, Gran. 8 90 @ 9 10	Ginger, Jamaica 22 @ 25	Dextrine 7 @ 10		
Shellac 28 @ 35	Ginger, Jamaica, powdered 22 @ 28	Dover's Powder 2 00 @ 2 25		
Shellac, Bleached 30 @ 35	Goldenseal pow. 7 00 @ 7 50	Emery, all Nos. 6 @ 10		
Tragacanth No. 1 1 40 @ 1 50	Ipecac, powd. 2 75 @ 3 00	Emery, powdered 5 @ 8		
Tragacanth, Pow 75 @ 85	Licorice 14 @ 16	Epsom Salts, bbls @ 1 1/2		
Turpentine 10 @ 15	Licorice, powd. 12 @ 15	Epsom Salts, less 2 1/2 @ 3		
Leaves	Orris, powdered 25 @ 30	Ergot 1 50 @ 1 75		
Buchu 1 85 @ 2 00	Poke, powdered 20 @ 25	Ergot, powdered 1 30 @ 2 00		
Buchu, Powd. 2 00 @ 2 25	Rhubarb 75 @ 1 00	Flake White 12 @ 15		
Sage, bulk 18 @ 25	Rhubarb, powd. 75 @ 1 25	Formaldehyde lb. 10 @ 15		
Sage, 1/4s Loose 20 @ 25	Rosinweed, powd. 25 @ 30	Gambier 6 @ 10		
Sage, Powdered 25 @ 30	Sarsaparilla, Hond. ground @ 50	Gelatine 35 @ 45		
Senna, Alex 45 @ 50	Sarsaparilla Mexican, ground 25 @ 30	Glassware, full cases 80%		
Senna, Tinn. 15 @ 20	Squills 20 @ 35	Glassware, less 70 & 10% @ J		
Senna, Tinn, Pow. 20 @ 25	Squills, powdered 40 @ 60	Glauber Salts bbl. 2 @ 5		
Uva Ursi 10 @ 15	Tumeric, powd. 12 @ 15	Glauber Salts less 2 @ 5		
Oils	Valerian, powd. 25 @ 30	Glue, brown 11 @ 15		
Almonds, Bitter, true 6 00 @ 6 50	Seeds	Glue, brown grd 10 @ 15		
Almond, Bitter, artifi'cial @ 1 00	Anise 15 @ 20	Glue, white 15 @ 25		
Almonds, Sweet, true 90 @ 1 00	Anise, powdered 22 @ 25	Glue, white grd 15 @ 20		
Almond, Sweet, imitation 40 @ 50	Bird, ls 8 @ 10	Glycerine 23 1/2 @ 30		
Amber, crude 25 @ 30	Canary 9 @ 12	Hops 50 @ 80		
Amber, rectified 40 @ 50	Caraway 12 @ 18	Indigo 85 @ 1 00		
Anise 2 25 @ 2 50	Cardamon 1 75 @ 2 00	Iodine 4 35 @ 4 60		
Bergamont 7 50 @ 8 00	Celery 30 @ 35	Iodoform 5 40 @ 5 60		
Cajeput 75 @ 85	Coriander 12 @ 18	Lead Acetate 12 @ 18		
Cassia 1 50 @ 1 75	Dill 25 @ 30	Lycopodium 55 @ 65		
Castor, bbls. and cans 12 1/4 @ 15	Fennel 4 @ 8	Mace 80 @ 90		
Cedar Leaf @ 85	Flax 4 @ 8	Mace, powdered 90 @ 1 00		
Citronella @ 75	Flax, ground 4 @ 8	Menthol 4 50 @ 5 00		
Cloves 1 50 @ 1 75	Foenugreek, pow. 5 @ 7	Mercury 75 @ 85		
Cococnut 20 @ 25	Hemp 5 @ 7	Morphine all brd 5 05 @ 5 30		
Cod Liver 1 25 @ 1 50	Lobelia @ 50	Nux Vomica @ 10		
Cotton Seed 80 @ 1 00	Mustard, yellow 9 @ 12	Nux Vomica pow 20 @ 25		
Croton @ 1 60	Mustard, black 9 @ 12	Pepper, black pow 20 @ 25		
	Mustard, powd. 20 @ 25	Pepper, white 30 @ 35		
	Poppy 15 @ 20	Pitch, Burgundy 10 @ 15		
	Quince 75 @ 1 00	Quassia 10 @ 15		
	Rape 6 @ 10	Quinine, all brds 25 @ 35 1/2		
	Sabadilla 25 @ 30	Rochelle Salts 23 @ 30		
	Sabadilla, powd. 35 @ 45	Saccharine 1 50 @ 1 75		
	Sunflower 6 @ 8	Salt Peter 7 1/2 @ 12		
	Worm American 15 @ 20	Seliditz Mixture 20 @ 25		
	Worm Levant 50 @ 60	Soap, green 15 @ 20		
	Tinctures	Soap, mott castile 10 @ 15		
	Aconite @ 75	Soap, white castile case @ 6 25		
	Aloes @ 65	less, per bar @ 68		
	Arnica @ 60	Soda Ash 1 1/2 @ 5		
	Asafoetida @ 1 00	Soda Bicarbonate 1 1/2 @ 5		
	Belladonna @ 60	Soda, Sal 1 @ 4		
	Benzoin @ 90	Spirits Camphor @ 75		
	Benzoin Compound @ 90	Sulphur roll 2 1/2 @ 5		
	Buchu @ 1 00	Sulphur Subl. 3 1/2 @ 5		
	Cantharides @ 1 00	Tamarinds @ 10 15		
	Capsicum @ 90	Tartar Emetic @ 40 50		
	Cardamon @ 1 20	Turpentine Venice 40 @ 50		
	Cardamon, Comp. @ 80	Vanilla Ext. pure 1 00 @ 1 50		
	Catechu @ 60	Witch Hazel 65 @ 1 00		
	Cinchona @ 1 05	Zinc Sulphate 7 @ 19		
	Colchicum @ 60			
	Cubeb @ 61 20			



Our Home—Corner Oakes and Commerce

To our Customers for 1914: The year 1913 is now a matter of history. We have bidden adieu with thanks for all the good things which were brought to our customers and ourselves. We have made arrangements for a larger, more comprehensive and more successful business for the year 1914. There will be no changes in our traveling force and our sundry men, Mr. W. B. Dudley and Mr. Fred L. Raymond, will call upon you in the near future in the interest especially of druggists' sundries, stationery, books, sporting goods, etc. Please reserve your orders for them which when received by us will have our prompt and careful attention.

Grand Rapids. HAZELTINE & PERKINS DRUG CO.



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GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Flour		Corn	
		Fruit Jars	
		Olives—Bulk	
		Oats	

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By Columns

Col.	1	2
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E	Eggs	Flour and Feed
F	Fruit Jars	Gelatine
G	Grain Bags	Herbs
H	Hides and Pelts	Horse Radish
J	Jelly	Jelly Glasses
M	Macaroni	Maple
N	Meats, Canned	Mince Meat
O	Molasses	Mustard
P	Nuts	Olives
R	Pickles	Pipes
S	Playing Cards	Potash
T	Provisions	Rice
V	Salad Dressing	Saleratus
W	Salt Soda	Salt
X	Salt Fish	Seeds
Y	Shoe Blacking	Snuff
Z	Soap	Soda
	Spices	Starch
	Syrups	Table Sauces
	Tea	Tobacco
	Twine	Vinegar
	Wicking	Woodenware
	Wrapping Paper	Yeast Cake

1	2
AMMONIA	Beans
12 oz. ovals 2 doz. box	Baked 85@1 30
AXLE GREASE	Red Kidney 85@ 95
Frazer's	String 70@1 15
11b. wood boxes, 4 doz.	Wax 75@1 25
11b. tin boxes, 3 doz.	Blueberries
3 1/2 lb. tin boxes, 2 doz.	Standard 1 80
10lb. pails, per doz.	Gallon 7 25
15lb. pails, per doz.	Clams
25lb. pails, per doz.	Little Neck, 1lb. @1 00
BAKED BEANS	Little Neck, 2lb. @1 50
No. 1, per doz.	Clam Bouillon
No. 2, per doz.	Burnham's 1/2 pt. 2 25
No. 3, per doz.	Burnham's pts. 3 75
BATH BRICK	Burnham's qts. 7 50
English 95	Corn
BLUING	Fair 65@ 70
Jennings'	Good 90@1 00
Condensed Pearl Bluing	Fancy @1 30
Small C P Bluing, doz.	French Peas
Large C P Bluing, doz.	Monbadon (Natural)
BREAKFAST FOODS	per doz. 1 75
Apetizo, Biscuits	Gooseberries
Bear Food, Pettijohns	No. 2, Fair 1 50
Cracked Wheat, 24-2	No. 2, Fancy 2 35
Cream of Wheat, 36-2	Hominy
Cream of Rye, 24-2	Standard 85
Posts Toasties, T.	Lobster
No. 2 2 80	1/2 lb. 1 85
No. 3 2 80	1 lb. 3 15
Farinose, 24-2	Mackerel
Grape Nuts 2 70	Mustard, 1lb. 1 80
Grape Sugar Flakes 2 50	Mustard, 2lb. 2 80
Sugar Corn Flakes 2 50	Soused, 1 1/2 lb. 1 60
Hardy Wheat Food 2 25	Soused, 2lb. 2 75
Postma's Dutch Cook 2 75	Tomato, 1lb. 1 50
Holland Rusk 3 00	Tomato, 2lb. 2 80
Kellogg's Toasted Rice	Mushrooms
Biscuit 3 30	Hotels @ 15
Kellogg's Toasted Rice	Buttons, 1/2s @ 14
Flakes 2 80	Buttons, 1s @ 25
Kellogg's Toasted Wheat	Oysters
Biscuit 3 30	Cove, 1lb. @ 95
Kellogg's Krumbles 3 80	Cove, 2lb. @1 75
Krinkle Corn Flake 1 75	Plums
Mapl-Wheat Flakes, 2 doz.	Plums 90@1 35
Mapl-Wheat Flakes, 3 doz.	Pears in Syrup
Mapl-Corn Flakes 2 80	No. 3 cans, per doz. 1 50
Min. Wheat Cereal 3 75	Peas
Algrain Food 4 25	Marrowfat 90@1 00
Ralston Wheat Food 4 50	Early June 1 10@1 25
Ralston Wht Food 10c 4 45	Early June siftd 1 45@1 55
Saxon Wheat Food 2 60	Peaches
Triscuit, 1lb. 1 80	Pie 1 00@1 25
Pillsbury's Best Cer'l 4 25	No. 10 size can pie @3 25
Post Tavern Special 2 80	Pineapple
Quaker Puffed Rice 4 25	Grated 1 75@2 10
Quaker Puffed Wheat 2 85	Sliced 95@2 60
Quaker Brkfst Biscuit 1 90	Pumpkin
Quaker Corn Flakes 1 75	Fair 80
Victor Corn Flakes 2 20	Good 90
Washington Crisps 1 85	Fancy 1 00
Wheat Hearts 1 90	Gallon 2 40
Wheatena 4 50	Raspberries
Evapor'd Sugar Corn 90	Standard @
BROOMS	Salmon
Fancy Parlor, 25 lb.	Warrens, 1 lb. Tall 2 30
Parlor, 5 String, 25 lb.	Warrens, 1 lb. Flat 2 40
Standard Parlor 23 lb.	Red Alaska 1 55@1 60
Common, 23 lb.	Med Red Alaska 1 15@1 30
Special, 23 lb.	Pink Alaska @ 90
Warehouse, 33 lb.	Sardines
Common Whisk 1 00	Domestic 1/4s 3 50
Fancy Whisk 1 25	Domestic 1/2 Mustard 3 25
BRUSHES	Domestic 3/4 Mustard 2 75
Scrub	French, 1/4s 7@14
Solid Back, 8 in.	French, 1/2s 13@23
Solid Back, 11 in.	Saur Kraut
Pointed Ends 85	No. 3, cans 90
Stove	No. 10, cans 2 40
No. 3 90	Shrimps
No. 2 1 25	Dunbar, 1st doz. 1 30
No. 1 1 75	Dunbar, 1 1/2 doz. 2 35
Shoe	Succotash
No. 3 1 00	Fair 90
No. 2 1 30	Good 1 20
No. 4 1 70	Fancy 1 25@1 40
No. 3 1 90	Strawberries
BUTTER COLOR	Standard 95
Dandelion, 25c size	Fancy 2 25
CANDLES	Tomatoes
Paraffine, 6s 7 1/2	Good 1 05
Paraffine, 12s 8	Fancy 1 35
Wickling 20	No. 10 3 25
CANNED GOODS	CARBON OILS
Apples	Barrels
3 lb. Standards @ 3 10	Perfection @10 1/2
Gallon 3 00@3 90	D. S. Gasoline @17
Blackberries	G. S. Machine @29 7
2 lb. 1 50@1 90	Deodor'd Nap'a @16 1/2
Standard gallons @5 00	Cylinder @34 1/2
CATSUP	Engine 16 @22 1/2
Snider's pints 2 35	Black, winter 8 @10
Snider's 1/4 pints 1 85	

3	4	5
CHEESE	Mocha	Chestnuts, New York
Acme @19	Short Bean 25@27	State, per bu.
Bloomington @19	Long Bean 24@25	Shelled
Carson City @19	H. L. O. G. 26@28	No. 1 Spanish Shelled
Hopkins @19	Bogota	Peanuts, New 10 @10 1/2
Brick @18	Fair 24	Ex. Lg. Va. Shelled
Leiden @18	Fancy 26	Peanuts 11 1/2@12
Limburger @18	Exchange Market, Steady	Peanut Halves @50
Pineapple 40 @60	Spot Market, Strong	Walnut Halves 40@42
Edam @65	Package	Filbert Meats @30
Sap Sago @85	New York Basis	Alicante Almonds @55
Swiss, domestic @20	Arbuckle 20 50	Jordan Almonds @60
CHEWING GUM	Lion 21 50	Peanuts
Adams Black Jack 55	McLaughlin's XXXX	Fancy H P Suns Raw @6 1/2
Adams Sappota 55	McLaughlin's XXXX sold	Roasted @7 1/2
Beeman's Pepsin 55	to retailers only. Mail all	H. P. Jumbo, Raw @8 1/2
Beechnut 60	orders direct to W. F.	Roasted @9 1/2
Chiclets 1 25	McLaughlin & Co., Chicago	CRACKED WHEAT
Colgan Violet Chips 60	Extracts	Bulk 3 1/2
Colgan Mint Chips 60	Holland, 1/2 gro boxes	24 2lb. pkgs. 2 50
Dentyne 1 10	Felix, 1/2 gross 1 15	CRACKERS
Flag Spruce 55	Hummel's foil, 1/2 gro. 85	National Biscuit Company
Juicy Fruit 55	Hummel's tin, 1/2 gro. 1 43	Brands
Red Robin 55	CONFECTIONERY	Butter
Sen Sen (Jars 80 pkgs,	Stick Candy	Excelsior Butters Boxes
\$2.20) 55	Horehound 8	NBC Square Butters 6 1/2
Spearmint, Wrigleys 60	Standard 8	Seymour Round 6 1/2
Spearmint, 5 box jars 3 00	Standard, small 8 1/2	Soda
Spearmint, 3 box jars 1 80	Twist, small 9	NBC Sodas 6 1/2
Trunk Spruce 55	Cases	Premium Sodas 7 1/2
Yucatan 55	Jumbo 8	Select Sodas 8 1/2
Zeno 60	Jumbo, small 8 1/2	Saratoga Flakes 13
CHICORY	Big Stick 8 1/2	Saltines 13
Red 5	Big Cream 13	Oyster
Bul 7	Mixed Candy	NBC Picnic Oysters 6 1/2
Eagle 5	Broken 8	Gem Oysters 6 1/2
Franck's 7	Cameo 12	Shell 8
Scheuer's 6	Cut Leaf 9	Sweet Goods
Red Standards 1 60	Fancy 10 1/2	Cans and boxes
White 1 60	French Cream 9	Animals 10
CHOCOLATE	Grocers 6 1/2	Atlantics Also Asstd. 12
Walter Baker & Co.	Kindergarten 11	Avena Fruit Cakes 12
German's Sweet 22	Leader 8 1/2	Bonnie Doon Cookies 10
Premium 32	Majestic 9	Bonnie Lassies 10
Caracas 28	Monarch 8 1/2	Brittle Fingers 10
Walter M. Lowney Co.	Novelty 10	Cameo Biscuit Choc. (cans) 25
Premium, 1/4s 29	Paris Creams 10	Cameo Biscuit Asstd. (cans) 25
Premium, 1/2s 29	Premio Creams 14	Cartwheels Asstd. 8 1/2
CLOTHES LINE	Royal 7 1/2	Cecelia Biscuit 10
Per doz.	Special 8 1/2	Coco Macarons 16
No. 40 Twisted Cotton 95	Valley Creams 12	Coco Macarons (cans) 16
No. 50 Twisted Cotton 1 30	X L O 7	Coco Macarons (cans) 16
No. 60 Twisted Cotton 1 70	Specialties	Coco Macarons (cans) 16
No. 80 Twisted Cotton 2 00	Pails	Coco Macarons (cans) 16
No. 50 Braided Cotton 1 00	Auto Kisses (baskets) 13	Coco Macarons (cans) 16
No. 60 Braided Cotton 1 25	Bonnie Butter Bites 16	Coco Macarons (cans) 16
No. 80 Braided Cotton 1 85	Butter Cream Corn 16	Coco Macarons (cans) 16
No. 80 Braided Cotton 2 25	Candy Crackers (bskt) 15	Coco Macarons (cans) 16
No. 50 Sash Cord 1 75	Caramel Dice 13	Coco Macarons (cans) 16
No. 60 Sash Cord 2 00	Cocoanut Kraut 14	Coco Macarons (cans) 16
No. 60 Jute 90	Cocoanut Waffles 14	Coco Macarons (cans) 16
No. 72 Jute 1 00	Coco Macarons 16	Coco Macarons (cans) 16
No. 60 Sisal 90	Coffy Toffy 14	Coco Macarons (cans) 16
Galvanized Wire	Dainty Mints 7 lb. tin 15	Coco Macarons (cans) 16
No. 20, each 100ft. long 1 90	Emmie Fudge 14	Coco Macarons (cans) 16
No. 19, each 100ft. long 2 10	Fudge, Pineapple 13	Coco Macarons (cans) 16
No. 20, each 100ft. long 1 90	Fudge, Walnut 13	Coco Macarons (cans) 16
No. 19, each 100ft. long 2 10	Fudge, Filbert 13	Coco Macarons (cans) 16
COCOA	Fudge, Choco. Peanut 12	Coco Macarons (cans) 16
Baker's 37	Fudge, Honey Moon 13	Coco Macarons (cans) 16
Cleveland 41	Fudge, Toasted Cocoa-nut 13	Coco Macarons (cans) 16
Colonial, 1/4s 35	Fudge, Cherry 14	Coco Macarons (cans) 16
Colonial, 1/2s 33	Fudge, Cocoanut 13	Coco Macarons (cans) 16
Epss 42	Honeycomb Candy 13	Coco Macarons (cans) 16
Hershey's, 1/2s 30	Icokays 14	Coco Macarons (cans) 16
Hershey's, 1/4s 28	Iced Maroons 14	Coco Macarons (cans) 16
Huyler 36	Iced Gems 15	Coco Macarons (cans) 16
Lowney, 1/4s 34	Iced Orange Jellies 13	Coco Macarons (cans) 16
Lowney, 1/2s 34	Italian Bon Bons 13	Coco Macarons (cans) 16
Lowney, 3/4s 33	Lozenges, Pep. 10	Coco Macarons (cans) 16
Lowney, 5 lb. cans 33	Lozenges, Pink 16	Coco Macarons (cans) 16
Van Houten, 1/4s 12	Manchus 13	Coco Macarons (cans) 16
Van Houten, 1/2s 18	Molasses Kisses, 10 lb. box 13	Coco Macarons (cans) 16
Van Houten, 3/4s 36	Nut Butter Puffs 13	Coco Macarons (cans) 16
Van Houten, 1s 65	Salted Peanuts 13	Coco Macarons (cans) 16
Wan-Eta 36	Chocolates	Coco Macarons (cans) 16
Webb 33	Assorted Choc. 15	Coco Macarons (cans) 16
Wilber, 1/4s 33	Amazon Caramels 15	Coco Macarons (cans) 16
Wilber, 1/2s 33	Champion 11	Coco Macarons (cans) 16
Wilber, 3/4s 22	Choc. Chips, Eureka 18	Coco Macarons (cans) 16
COCOANUT	Climax 13	Coco Macarons (cans) 16
Dunham's per lb.	Eclipse, Assorted 15	Coco Macarons (cans) 16
1/4s, 5lb. case 30	Eureka Chocolates 16	Coco Macarons (cans) 16
1/4s, 5lb. case 29	Favorite 16	Coco Macarons (cans) 16
1/4s, 15lb. case 29	Ideal Chocolates 13	Coco Macarons (cans) 16
1/4s, 15lb. case 28	Klondike Chocoates 18	Coco Macarons (cans) 16
1s, 15lb. case 27	Nabobs 18	Coco Macarons (cans) 16
1/4s & 1/2s 15lb. case 28	Nibble Sticks 25	Coco Macarons (cans) 16
Scalloped Gems 10	Nut Wafers 18	Coco Macarons (cans) 16
1/4s & 1/2s pails 14 1/2	Ocero Choc. Caramels 17	Coco Macarons (cans) 16
Bulk, barrels 13 1/2	Peanut Clusters 22	Coco Macarons (cans) 16
Baker's Brazil Shredded	Pyramids 14	Coco Macarons (cans) 16
10 5c pkgs., per case 2 60	Quintette 16	Coco Macarons (cans) 16
26 10c pkgs., per case 2 60	Regina 10	Coco Macarons (cans) 16
16 10c and 33 5c pkgs., per case 2 60	Star Chocolates 13	Coco Macarons (cans) 16
COFFEES ROASTED	Superior Choc. (light) 18	Coco Macarons (cans) 16
Rio	Pop Corn Goods	Coco Macarons (cans) 16
Common 19	Without prizes.	Coco Macarons (cans) 16
Fair 19 1/2	Cracker Jack 3 25	Coco Macarons (cans) 16
Choice 20	Giggles, 5c pkg. cs. 3 50	Coco Macarons (cans) 16
Fancy 21	Oh My 100s 3 50	Coco Macarons (cans) 16
Peaberry 23	Cough Drops	Coco Macarons (cans) 16
Santos	Putnam Mental 1 00	Coco Macarons (cans) 16
Common 20	Smith Bros. 1 25	Coco Macarons (cans) 16
Fair 20 1/2	NUTS—Whole	Coco Macarons (cans) 16
Choice 21	Almonds, Tarragona 20	Coco Macarons (cans) 16
Fancy 23	Almonds, California soft shell	Coco Macarons (cans) 16
Peaberry 23	Brazils 14@15	Coco Macarons (cans) 16
Maracaibo	Filberts @13 1/2	Coco Macarons (cans) 16
Fair 24	Cal. No. 1 @19	Coco Macarons (cans) 16
Choice 25	Walnuts soft shell @19	Coco Macarons (cans) 16
Mexican	Walnuts, Chilli @16	Coco Macarons (cans) 16
Choice 25	Table nuts, fancy 14@16	Coco Macarons (cans) 16
Fancy 26	Pecans, medium @13	Coco Macarons (cans) 16
Guatemala	Pecans, ex. large @15	Coco Macarons (cans) 16
Fair 25	Hickory Nuts, per bu. Ohio	Coco Macarons (cans) 16
Fancy 28	Private Growth 26@30	Coco Macarons (cans) 16
Java	Mandling 31@35	Coco Macarons (cans) 16
Fair 25	Aukola 30@32	Coco Macarons (cans) 16
Fancy 28		Coco Macarons (cans) 16

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Table with 2 columns: Product Name and Price. Includes items like Graham Crackers Red, Lemon Snaps, Oysterettes, Premium Sodas, Royal Toast, Saratoga Flakes, Social Tea Biscuit, S. S. Butter Crackers, Uneda Biscuit, Uneda Ginger Wafer, Vanilla Wafers, Water Thin Biscuit, Zu Zu Ginger Snaps, Zwieback, Other Package Goods, Barmum's Animals, Chocolate Tokens, Butter Crackers NBC, Family Package, Soda Crackers NBC, Fruit Cake, In Special Tin Packages, Festino, Nabisco 25c, Nabisco 10c, Nabisco in bulk, Nabisco, Bent's Water Crackers, CREAM TARTAR, Barrels or drums, Boxes, Square Cans, Fancy Caddies, DRIED FRUITS, Apples, Evaporated, Choice bulk, Evaporated, Fancy pkg., Apricots, California, Citron, Corsican, Currants, Imported 1lb. pkg., Imported, bulk, Peaches, Muirs-Choice, 25lb., Muirs-Fancy, 25lb., Fancy, Peeled, 25lb., Peel, Lemon, American, Orange, American, Raisins, Cluster, 20 cartons, Loose Muscatels, Loose Mscatels, L. M. Seeded, California Prunes, Farinaceous Goods, Beans, Michigan Lima, Med. Hand Picked, Brown Holland, Farina, 25 1 lb packages, Bulk, per 100 lbs., Original Holland Rusk, Packed 12 rolls to container, 3 containers (40) rolls, Hominy, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., East India, Sago, German, sacks, German, broken pkg., Tapioca, Flake, 100 lb. sacks, Pearl, 100 lb. sacks, Pearl, 36 pkgs., Minute, 36 pkgs., FISHING TACKLE, 1/2 to 1 in., 1/4 to 2 in., 1/2 to 2 in., 1 1/2 to 2 in., 2 in., 3 in., Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, Linen Lines, Small, Medium, Large, Poles, Bamboo, 14 ft., per doz., Bamboo, 16 ft., per doz., Bamboo, 18 ft., per doz.

7

Table with 2 columns: Product Name and Price. Includes items like FLAVORING EXTRACTS, Jennings D C Brand, Extract Lemon Terpeneless, Extract Vanilla Mexican, both at the same price, No. 1, F box 7/8 oz., No. 2, F box, 1 1/4 oz., No. 4, F box, 2 1/4 oz., No. 3, 2 1/4 oz. Taper, 2 oz. Full Measure, FLOUR AND FEED, Grand Rapids Grain & Milling Co., Winter Wheat, Purity Patent, Sunburst, Wizard Flour, Wizard Graham, Wizard Gran. Meal, Wizard Buckwh't, Rye, Valley City Milling Co., Lily White, Light Loaf, Graham, Granena Health, Gran. Meal, Bolted Med., Voigt Milling Co., Graham, Voigt's Crescent, Voigt's Flour, Voigt's Hygienic, Voigt's Royal, Watson-Higgins Milling Co., Perfection Buckwheat, Flour, Perfection Flour, Tip Top Flour, Golden Sheaf Flour, Marshall's Best Flour, Worden Grocer Co., Wizard Flour, Quaker, paper, Quaker, cloth, Quaker Buckwheat, Kansas Hard Wheat, Voigt Milling Co., Calla Lily, Worden Grocer Co., American Eagle, American Eagle, American Eagle, Spring Wheat, Roy Baker, Golden Horn, family, Golden Horn, bakers, Wisconsin Rye, Judson Grocer Co., Ceresota, Ceresota, Ceresota, Voigt Milling Co., Columbian, Worden Grocer Co., Wingold, Wingold, Wingold, Wingold, Wingold, Bakers' Patent, Wykes & Co., Sleepy Eye, Sleepy Eye, Sleepy Eye, Sleepy Eye, Meal, Bolted, Golden Granulated, Wheat, New Red, New White, Oats, Michigan carlots, Less than carlots, Corn, Carlots, Less than carlots, Hay, Carlots, Less than carlots, Feed, Street Car Feed, No. 1 Corn & Oat Feed, Cracked corn, Coarse corn meal, FRUIT JARS, Mason, pts., per gro., Mason, qts., per gro., Mason, 1/2 gal. per gro., Mason, can tops, gro., GELATINE, Cox's, 1 doz. large, Cox's, 1 doz. small, Knox's Sparkling, doz., Knox's Sparkling, gr., Knox's Acid'd doz., Nelson's, Oxford, Plymouth Rock, Phos., Plymouth Rock, Plain, GRAIN BAGS, Broad Gauge, Amoskeag, Herbs, Sage, Hops, Laurel Leaves, Senna Leaves.

8

Table with 2 columns: Product Name and Price. Includes items like HIDES AND PELTS, Hides, Green, No. 1, Green, No. 2, Cured, No. 1, Cured, No. 2, Calfskin, green, No. 1, Calfskin, green, No. 2, Calfskin, cured, No. 1, Old Wool, Lambs, Shearlings, Tallow, No. 1, No. 2, Wool, Unwashed, med., Unwashed, fine, HORSE RADISH, Per doz., Jelly, 5lb. palls, per doz., 15lb. palls, per pall, 30lb. palls, per pall, JELLY GLASSES, 1/2 pt. in bbls., per doz., 1 1/2 pt. in bbls., per doz., 8 oz. capped in bbls., per doz., MAPLEINE, 2 oz. bottles, per doz., 1 oz. bottles, per doz., MINCE MEAT, Per case, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Good, Fair, Half barrels 2c extra, Red Hen, No. 2 1/2, Red Hen, No. 5, Red Hen, No. 10, MUSTARD, 1/2 lb. 6 lb. box, OLIVES, Bulk, 1 gal. kegs, Bulk, 2 gal. kegs, Bulk, 5 gal. kegs, Stuffed, 5 oz., Stuffed, 8 oz., Stuffed, 14 oz., Stuffed, (not stuffed), 14 oz., Manzanilla, 8 oz., Lunch, 10 oz., Lunch, 16 oz., Queen, Mammoth, 19 oz., Queen, Mammoth, 28 oz., Olive Chow, 2 doz. cs., per doz., PICKLES, Medium, Barrels, 1,200 count, Half bbls., 600 count, 5 gallon kegs, Small, Barrels, 9 50, Half barrels, 5 25, 5 gallon kegs, 2 25, Gherkins, Barrels, 14 50, Half barrels, 7 75, 5 gallon kegs, Sweet Small, Barrels, 16 50, Half barrels, 8 75, 5 gallon kegs, 3 50, PIPES, Clay, No. 216, per box, Clay, T. D. full count, Cob, PLAYING CARDS, No. 90, Steamboat, No. 15, Rival assorted, No. 20, Rover, enam'd, No. 72, Special, No. 98, Golf, satin fin., No. 808, Bicycle, No. 632, Tour'n't whist, POTASH, Babbitt's, 2 doz., PROVISIONS, Barreled Pork, Clear Back, Short Cut Clear, Bean, Brisket, Clear, Pig, Clear Family, Dry Salt Meats, S P Bellies, Lard, Pure in tierces, Compound Lard, 80 lb. tubs, 60 lb. tubs, 50 lb. tins, 20 lb. palls, 10 lb. palls, 5 lb. palls, 8 lb palls, Smoked Meats, Hams, 12 lb. av., Hams, 14 lb. av., Hams, 16 lb. av., Hams, 18 lb. av., Ham, dried beef, sets, California Hams, Picnic Boiled, Hams, Boiled Hams, Minc'd Ham, Bacon, Sausages, Bologna, Liver, Frankfort, Pork, Veal, Tongue, Headcheese, Beef, Boneless, Rump, new, Pig's Feet, 1/2 bbls., 3/4 bbls., 40 lbs., 1 1/2 bbls., Tripe, Kits, 15 lbs., 1/2 bbls., 40 lbs., 80 lbs., Casings, Hogs, per 1/2, Beef, rounds, set, Beef, middles, set, Sheep, per bundle, Uncolored Butterine, Solid Dairy, Country Rolls, Canned Meats, Corned beef, 2 lb., Corned beef, 1 lb., Roast beef, 2 lb., Roast beef, 1 lb., Potted Meat, Ham, Flavor, 1/2, Potted Meat, Ham, Flavor, 1/2, Deviled Meat, Ham, Flavor, 1/2, Deviled Meat, Ham, Flavor, 1/2, Potted Tongue, 1/2, Potted Tongue, 1/2, RICE, Fancy, Japan Style, Broken, ROLLED OATS, Rolled Avena, Steel Cut, 100 lb. sks., Monarch, bbls., Monarch, 90 lb. sks., Quaker, 18 Regular, Quaker, 20 Family, SALAD DRESSING, Columbia, 1/2 pt., Columbia, 1 pint, Durkee's, large, 1 doz., Durkee's, small, 2 doz., Snider's, large, 1 doz., Snider's, small, 2 doz., SALERATUS, Packed 60 lbs. in box, Arm and Hammer, Wyandotte, 100 3/4, SAL SODA, Granulated, bbls., Granulated, 100 lbs. cs., Granulated, 36 pkgs., SALT, Common Grades, 100 3 lb. sacks, 70 4 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks, Warsaw, 56 lb. dairy in drill bags, 28 lb. dairy in drill bags, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH, Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Halibut, Strips, Chunks, Holland Herring, Y. M. wh. hoop bbls., Y. M. wh. hoop 1/2 bbls., Y. M. wh. hoop kegs, Y. M. wh. hoop Milchers, Standard, bbls., Standard, 1/2 bbls., Standard, kegs, Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 2 lbs., Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 10 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 2 lbs., Whitefish, 100 lbs., 50 lbs., 10 lbs., 8 lbs., 100 lbs., 40 lbs., 10 lbs., 8 lbs.

9

Table with 2 columns: Product Name and Price. Includes items like SEEDS, Anise, Canary, Smyrna, Caraway, Cardomom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, SHOE BLACKING, Handy Box, large 3 dz., Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rapple in jars, SODA, Boxes, Kegs, English, SPICES, Whole Spices, Allspice, Jamaica, Allspice, lg Garden, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. dz., Ginger, African, Ginger, Cochin, Mace, Penang, Mixed, No. 1, Mixed, No. 2, Mixed, 5c pkgs. dz., Nutmegs, 70180, Nutmegs, 105-110, Pepper, Black, Pepper, White, Pepper, Cayenne, Pakrika, Hungarian, Pure Ground in Bulk, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Ginger, African, Mace, Penang, Nutmegs, Pepper, Black, Pepper, White, Pepper, Cayenne, Pakrika, Hungarian, STARCH, Corn, Kingsford, 40 lbs., Muzzy, 20 1lb. pkgs., Kingsford, Silver Gloss, 40 1lb., Muzzy, 40 1lb. pkgs., GLOSS, Argo, 24 5c pkgs., Silver Goss, 16 3lbs., Silver Goss, 12 6lbs., MUZZY, 48 1lb. packages, 16 3lb. packages, 12 6lb. packages, 50lb. boxes, SYRUPS, Corn, Barrels, Half barrels, Blue Karo, 2 lb., Blue Karo, 2 1/2 lb., Blue Karo, 5 lb., Blue Karo, 10 lb., Red Karo, 1 1/2 lb., Red Karo, 2 lb., Red Karo, 2 1/2 lb., Red Karo, 5 lb., Red Karo, 10 lb., Pure Cane, Fair, Good, Choice, TABLE SAUCES, Halford, large, Halford, small, TEA, Uncolored Japan, Medium, Choice, Fancy, Basket-fired, Med'm, Basket-fired, Choice, Basket-fired, Fancy, No. 1 Nibs, Siftings, bulk, Siftings, 1 lb. pkgs., Gunpowder, Moyune, Medium, Moyune, Choice, Moyune, Fancy, Ping Suey, Medium, Ping Suey, Choice, Ping Suey, Fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, Medium, Formosa, Choice, Formosa, Fancy, English Breakfast, Congou, Medium, Congou, Choice, Congou, Fancy, Congou, Ex. Fancy, Ceylon, Pekoe, Medium, Dr. Pekoe, Choice, Flawery O. P. Fancy, Scrap, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlase, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz. 5c, Old Songs, 5c, Old Times, 1/2 gro., Polar Bear, 5c, Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c 1-6 gro., Yankee Girl Scrap, 2oz. 5c, Pan Handle Scrp, 1/4 gr. 5c, Peachy Scrap, 5c, Union Workman 2 1/2 6 00.

10

Table with 2 columns: Product Name and Price. Includes items like TOBACCO, Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hiawatha, 16 oz., Hiawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Peach and Honey, 5c, Red Bell, 16 oz., Red Bell, 8 foll., Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foll., Sweet Burley, 5c L&D, Sweet Burley, 8 oz., Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Sweet Mist, 8 oz., Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. Leaf, per doz., Brazer, 6 and 12 lb., Big Four, 6 and 16 lb., Root Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax, Golden Twins, Climax 14 1/2 oz., Climax, 7 oz., Days' Work, 7 & 14 lb., Creme de Menthe, lb., Derby, 5 lb. boxes, 5 Bros., 4 lb., Four Roses, 10c, Gilt Edge, 2 lb., Gold Rope, 6 & 12 lb., Gold Rope, 4 & 8 lb., G. O. P., 12 & 24 lb., Granger Twist, 6 lb., G. T. W., 10 lb. & 21 lb., Horse Shoe, 6 & 12 lb., Honey Dip Twist, 5x10 45, Jolly Tar, 5 & 8 lb., J. T., 5 1/2 & 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 20 oz., Merry Widow, 12 lb., Nobby Spun Roll 6 & 3 58, Parrot, 12 lb., Patterson's Nat. Leaf, Peachey, 6-12 & 24 lb., Piper Heidsieck, 5 lb., Piper Heidsieck, 4 & 7 lb., Piper Heidsieck, per doz., Polo, 3 doz., per doz., Redicut, 12-3 oz., Scrapple, 2 & 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 2-3 oz., Spear Head, 7 oz., Sq. Deal, 7, 14 and 28 lb., Star, 6, 12 & 24 lb., Standard Navy, 7 1/2, 15 & 30 lb., Ten Penny, 6 & 12 lb., Town Talk, 14 oz., Yankee Girl, 12 & 24 30.

11

Table with 2 columns: Product Name and Price. Includes items like TOBACCO, Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hiawatha, 16 oz., Hiawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Peach and Honey, 5c, Red Bell, 16 oz., Red Bell, 8 foll., Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foll., Sweet Burley, 5c L&D, Sweet Burley, 8 oz., Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Sweet Mist, 8 oz., Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. Leaf, per doz., Brazer, 6 and 12 lb., Big Four, 6 and 16 lb., Root Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax, Golden Twins, Climax 14 1/2 oz., Climax, 7 oz., Days' Work, 7 & 14 lb., Creme de Menthe, lb., Derby, 5 lb. boxes, 5 Bros., 4 lb., Four Roses, 10c, Gilt Edge, 2 lb., Gold Rope, 6 & 12 lb., Gold Rope, 4 & 8 lb., G. O. P., 12 & 24 lb., Granger Twist, 6 lb., G. T. W., 10 lb. & 21 lb., Horse Shoe, 6 & 12 lb., Honey Dip Twist, 5x10 45, Jolly Tar, 5 & 8 lb., J. T., 5 1/2 & 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 20 oz., Merry Widow, 12 lb., Nobby Spun Roll 6 & 3 58, Parrot, 12 lb., Patterson's Nat. Leaf, Peachey, 6-12 & 24 lb., Piper Heidsieck, 5 lb., Piper Heidsieck, 4 & 7 lb., Piper Heidsieck, per doz., Polo, 3 doz., per doz., Redicut, 12-3 oz., Scrapple, 2 & 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 2-3 oz., Spear Head, 7 oz., Sq. Deal, 7, 14 and 28 lb., Star, 6, 12 & 24 lb., Standard Navy, 7 1/2, 15 & 30 lb., Ten Penny, 6 & 12 lb., Town Talk, 14 oz., Yankee Girl, 12 & 24 30.

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigar, and various tobacco products.

13

Table with 2 columns: Item Name and Price. Includes categories like Pilot, Soldier Boy, and various food items.

14

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Palls, Traps, and various hardware items.

15

BAKING POWDER Royal, CIGARS Johnson Cigar Co.'s Brand, COFFEE White House, DSWW, and WRAPPING PAPER.

16

Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Syms Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo. Includes Old Master Coffee, Royal Garden Tea, and Safes.

17

The only 5c Cleanser, SOAP, and Soap Powders. Includes Lutz Bros. & Co., Acme, and various soap brands.

Conservative Investors Patronize Tradesman Advertisers. Public Seating for all Purposes. American Steel Sanitary Desks. Motion Picture Theatre Seating. Lodge Furniture. American Seating Company.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale By Frank P. Cleveland.

Stock of general merchandise in Winesheik Co., Iowa; invoice about \$11,000; price right.

Shoe store and repair shop in Jackson Co., Iowa; this is one of the best money makers in the State; invoice about \$5,000.

Stock of general merchandise in Levy Co., Florida; sales average about \$24,000 annually; invoice about \$4,800.

Grocery and notion store in Vermillion Co., Indiana; sales average about \$17,000 annually; invoice about \$1,900.

60 room hotel and 10 acre lot located at Mississippi mineral springs resort; good money maker in the hands of the right party; price \$15,000.

Kansas City soda water and cider manufacturing business; fine opening; price \$18,000; will sell whole or half interest.

Partner wanted to purchase half interest in Wright County, Iowa, up-to-date grocery store; about \$2,000 required.

Produce business and building in Farrbault Co., Minnesota; business established 25 years; price \$5,000; terms \$3,000 cash.

Ladies' ready-to-wear and millinery store in Nebraska city of 14,000 population; sales average \$3,700 monthly; about \$10,000 required.

Partner Wanted—To purchase a one-third interest in stock of general merchandise located at one of the best points in Oklahoma; sales average \$6,000 per month; good opening for practical business man, about \$10,000 required.

Furniture business and store building in Douglas Co., Washington; well selected clean stock; about \$6,500 required.

Stock general merchandise and store building in Marinette Co., Wisconsin; this is an old established money making business; about \$14,000 required; will arrange terms.

Write me for detailed descriptions. I bring buyers and sellers together. If you want to buy, sell or trade any kind of business or property address, Frank P. Cleveland, 1261 Adams Express Building, Chicago, Illinois.

On account of death, I have for quick sale stock of ladies', misses' and children's furnishings and millinery in best Michigan city outside Detroit. Inventory about \$4,000. Will sell for 57½c cash or good paper; cash sales last year \$13,000. L. J. Fasquelle, 304 Chamber of Commerce, Detroit, Mich. 847

Your property or business turned into cash, no matter where you live. I will bring buyer and seller together. Write to-day, J. F. Wienke, 365 Lincoln Ave., Woodstock, Ill. 846

For Sale—Clean, exclusive shoe stock, best location, factory town 2,000. Splendid opportunity. Write or come and see. R. G. Clement, Vicksburg, Mich. 845

Good growing variety business, invoice about \$1,600. Good manufacturing county seat town 5,000, Central Michigan. Failing health, reason for selling. Address D. C. care Tradesman. 844

Sales of merchandise by auction, made in any part of the United States or Canada. If you want to close out your stock entirely or reduce any portion of it, write for terms and dates. Address Eugene H. Williams, Commercial Auctioneer, Milledgeville, Ill. 838

For Sale—Drug store, invoicing \$2,000. Station postoffice brings rent down to \$4.65 a month. Better ask about it. Address No. 839 care Tradesman. 839

Land—360 acres, Polk county, Missouri, for sale or trade; want hardware or general merchandise; 2 miles R. R. station; price \$50 per acre. Box 19, Flemington, Mo. 840

For Sale—Practically new Hedfeldt separator. N. Martin Sons, 68 East South Water St., Chicago, Ill. 842

"A Book of Texas Ranches" is the title of a little booklet that we are sending free, to all who write for it. It is more than a mere advertisement of ranches; it is a dependable source of information regarding intrinsic qualities of lands and range of prices in all parts of Texas. If interested, write for the booklet. Address The J. N. Winters Realty Co., Forth Worth, Tex. 841

Wanted—To buy a clean, up-to-date drug store in a live town of 1,500 inhabitants or larger. Will pay cash for same. Address Quinine, care Tradesman. 837

We will buy for cash old vests taken from men's suits, men's coats and vests, odd coats of any style; also men's, women's and children's shoes. Roberts Sales Co., 10-12 Crosby St., New York City. 834

For Sale—Good, new, clean stock of millinery in a good town. Enquire of J. D. Towar, East Lansing, Mich. 835

Read This—Last week we called your attention, in a general way, to Texas with its fine climate and great business opportunities. This week we specialize a little and mention several chances, all good, sound businesses, waiting for somebody. Broom factory, well equipped, good trade. Fine chance for capable man. Bargain at \$2,500. Macaroni factory offers official position to party investing about \$4,000. This has good people in it, good field to operate and good trade. Candy factory about to open, requires secretary, investment \$1,500 minimum. Will receive salary and \$3,000 in stock. From contracts in sight will earn over 100 per cent. Factory manager to take half interest, corsets and underwear, made to order only, agency organization good and future very bright. Investment \$5,000. Monument business, best in this section, requires increased capital to undertake more elaborate work; account wealthy families demanding costlier memorials than hitherto erected. An unassuming person of tact, who can bring \$10,000, will get half interest in this fine business and do well. A. O. Self & Co., 408 Scollard Bldg., Dallas, Texas. 833

Land and property aggregating \$150,000 to exchange for merchandise. We have secured from the owners—reliable merchants—a list of farm land and income property with authority to exchange each piece separately or any number, or all of them together, for good salable merchandise. Will consider a wholesale or mail order stock or can use clean retail stocks from \$2,000 to \$100,000. The principal part of this list is in Ohio, Indiana and Illinois, with some in Michigan, Mississippi and Arkansas. We have personally inspected each piece offered and only first-class propositions have been listed. All correspondence will be treated strictly confidential. Please give full details in first letter and we will promptly arrange a date to have our representative meet you personally. Part of these properties we offer have very small encumbrance (not to exceed 25% of cash value). We will add cash to the amount of twenty per cent. of the mortgage assumed, but will not pay any more, and if you expect us to assume any debt on merchandise, or pay more cash than stated, no use answering. American Realty Company, 681 Ohio St., Terre Haute, Ind. 843

For Sale—One of the best equipped poultry and produce warehouses in Central Michigan. Address No. 849, care Tradesman. 849

For Sale—Feed and crate mill; good location; might consider trade. Chas. Dunham, Howard City Mich. 830

Drug stock for sale. A \$1,200 or more, for \$1,000 cash; only drug store in two or three towns adjoining; am 68 years old, in poor health; must sell; a fine opening for middle aged or young man. Pioneer Drug Store, Waldo, Wis. 829

For Exchange—Farms, plantations, houses and vacant lots; for stock of merchandise or vice versa. We own our propositions. Maxwell Trading Co., 7th and Victory, Little Rock, Ark. 828

A good clean stock of dry goods for sale in live town in Central Michigan. Will inventory about \$8,000. No trades. Address No. 827, care Tradesman. 827

Acres—Exchange 158 acres Pecos Valley; well watered; good alfalfa; 7-room house; will trade for merchandise; price \$20,000; farm clear; offer clear goods only; best tubercular climate in U. S. W. B. Clark, Agt., Lakewood, N. M. 826

Grocery and meat market for sale, stock and fixtures; price \$2,700. Owner. E. E. Jones, Wheeler, Ind. 825

Real live clothing salesman, trimmer and card writer, at present employed, is open for change about Feb. 15. Good references. Address No. 824, care Tradesman. 824

For Sale—A Star coffee mill, No. 18. Practically new. Write for price. Address C. C. Co., care Michigan Tradesman. 822

For Sale—Fine 10-room house and barn, two chicken houses, two parks, six acres of land, all kinds of fruit and berries, in village of Plainwell, Michigan. Box 276. 821

For sale or exchange for unincumbered real estate, either country or city, a grocery and meat business. Best location in city. Cash trade of \$60,000 per annum. Will pay net profit of \$5,000 per year. Low rent. Best of reasons for selling. Will bear the closest investigation. Address R. D. S., care Tradesman. 822

Wanted—A young man who is good accountant, to take charge of book-keeping and credit department of a local firm. Must be able to invest five thousand to ten thousand dollars in dividend paying stock. Address No. 823, care Tradesman. 823

For Sale or Exchange—For a good farm or income city property, the best racket store stock and store in Michigan, in a good town, county seat. For full particulars address X. Y. Z., care Tradesman. 817

For Sale—As we wish to retire, we offer a chance to two young men to step into a fine shoe store, with a good established business and a first-class location. Ask any traveling shoe agent about us. Address The Star Shoe Store, Grand Haven, Mich. 816

For Sale—Good grocery business in town of 1,200, located in best farming section in Central Michigan. Invoices, including fixtures, \$3,000. Trade well established. Good opportunity. Don't write unless you mean business. Address No. 814, care Tradesman. 814

For Sale—New stock of groceries, paints, wallpaper and drug sundries. Invoices about \$2,500. Best business in lively growing factory town of 550 inhabitants. Heavy shipping point. Must sell for cash. Personal reasons. Address Mason Bros., Montgomery, Mich. 812

For Sale—Red Ball garage, 24 x 70 Kawneer plate glass front, good location on Waubonsie, Red Ball & Blue Grass trails, Bowser auto filtering station on curb line. Doing good business. Good reason for selling. Will sell my home property, hot water heat, hot and cold bath. Also 165 acres land in Colorado, will sell at bargain. Answer Lock Box 8, Donnellson, Ia. 811

Drug store for sale, will inventory about \$1,500, in wet county and good growing town of 350 people. Good farming country, nearest drug store twelve miles. A bargain if taken at once. Address Box 14, Fountain, Mich. 810

Garage—in town of 1,500 population; no competition. Stock and equipment, \$950. Address Spencer & Lindsey, Cherokee, Kan. 807

For Sale—Best and only vacant business corner lot in best little town in Tuscola Co., Michigan. Splendid opening for general store or bank, or both, or small hotel. Wet county. J. P. Ryan, 928 Unity Bldg., Chicago, Ill. 805

For Sale—A first-class stock of clothing and furnishings, men's women's and children's shoes, trunks, suit cases and bags. Well established business, good location, population 3,000. Good manufacturing town. Want to retire from business. Address Box 624, Otsego, Allegan County, Michigan. 802

Shoes For Sale—Clean stock of ladies' and men's boots and shoes and gents' furnishings; located in good live town; want to retire. Address Box 128, Madison, Kan. 806

Can represent in clean cut, business manner, reliable manufacturers. I sell wholesale jobber and retail trade and call on manufacturing plants in Cincinnati. Address L. Jay Campbell, Main and Canal, Cincinnati, Ohio. 798

For Sale or Rent—Two-story building. Also will sell stock of house furnishing goods, inventorying about \$2,000. Good location for general store. Reason for selling, other business. C. H. Rowland, Casnovia, Mich. 794

For Sale—Burroughs adding machine and National cash register, six keys, both nearly new. Apply Judson Grocer Company, Grand Rapids, Mich. 793

For Sale—A bazaar, or variety store, in a manufacturing town of 2,000, located in Central Michigan. One of the best towns. Good business, brick building and splendid location. Stock and fixtures about \$1,500. Nearly all new. Address No. 783, care Tradesman. 783

For Sale—A good restaurant in a good town of 5,000. Good reason for selling. Best location in city. Write Fred E. English, Sturgis, Mich. 781

For Sale—Stock groceries in live town of 2,000 inhabitants. Inventories \$3,500. Reason for selling, wish to move to another State. Address No. 747, care Michigan Tradesman. 747

For Sale—A good established paying business of stock, machinery and sporting goods. Repair work specialty. Enquire at Bailey & Edmunds, 121 Liberty St., East, or 114 North First St., Ann Arbor, Mich. 776

Plumbing, heating and tinshop for sale; trade established for twenty-five years. Am 65 years old and want to retire. Am working two men at present besides myself. Address W. P. Rogers, Broken Bow, Neb. 775

Cash meat market and grocery department, well equipped with machinery. Will sell for 50c on dollar from owner's inventory to settle estate. E. S. Dart, Administrator, 74 South Division Ave., Grand Rapids, Mich. 760

Hotel for sale, good; will net over \$200 month; \$15,000. J. M. Merrill, Watseka, Ill. 780

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—Best ladies' ready-to-wear and furnishings stock in the best city of 3,000 population in Michigan. Inventory about \$5,000. No old dead numbers. A bargain if taken at once. A member of the family must have a change of climate. Investigate. Address No. 705, care Michigan Tradesman. 705

Look Here Merchants! You can collect all your old given up accounts yourself by our new plan. Enclose stamp for sample and full particulars. Pekin Book Co., Detroit, Mich. 512

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

Reduce your stock before it depreciates in value. We get you the money and strengthen your trade at the same time. Write us if you want to sell or reduce stock. Address Michigan Sales Co., care Tradesman. 757

For Sale—A shoe store in a good town of about 1,700. Good farming country. Good reasons for selling. Address No. 771, care Tradesman. 771

\$25 to sell your farm or business. Get our proposition or list. Pardee, Traverse City, Mich. 740

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

Notice—If you want cash for your stock of merchandise, write to the Merchant's Auction Co., Reedsburg, Wis., it will pay you. 655

For Sale or Lease—Steam laundry on account of poor health. Only laundry in the city. Fine chance for someone. Address Lock Box 1, Onaway, Mich. 786

Gall Stones—Bilious colic is result; no indigestion about it; your physician can not cure you; only one remedy known on earth; free booklet, Brazilian Remedy Co., Box 321, Boston, Mass. 762

For Sale—Stock of drugs and groceries, or will sell separately. In small town. Address C. T. R., care Michigan Tradesman. 791

Merchandise Sales Conductors—Advertising furnished free. Contract February sale now. Greene Sales Co., 116 Dwight Bldg., Jackson, Mich. 789

Drug Stock For Sale—Doing \$17,000 cash business, in best Lake Shore city in Western Michigan. Stock in first-class condition. Brand new \$2,000 soda fountain. Satisfactory reasons for selling. Terms, cash or negotiable paper. For particulars address No. 784, care Michigan Tradesman. 784

HELP WANTED.

A good paint and varnish salesman can always get a position at good salary. Learn how we help men to do this. Write for Book No. 1. The Cleveland School of Paint & Varnish Salesmanship. Caxton, Bldg., Cleveland, Ohio. 796

Young men of ability and honesty, wanting to engage in business and take full charge, write us. Must have capital and experience. Safe investment guaranteed. Address, Michigan Sales Co., care Tradesman. 756

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

SITUATIONS WANTED

Position wanted as head clerk or manager in grocery store, 14 years' experience. 33 years of age, married. Good worker. Address No. 848, care Tradesman. 848

Wanted—A position as window trimmer by a young man. Can furnish best of references and have had considerable experience. Address No. 831, care Tradesman. 831

Position wanted in general store or drugs, on or near Lake Shore & Michigan Southern railroad, between Toledo, Ohio and Sturgis, Michigan. Experienced in city and country. No drug, whiskey, tobacco habits, good worker, honest, clean. No Sunday work. Am now employed. Good reason for desiring change. Address Linimentum, care Tradesman. 800

Want position as clerk in general store, country town preferred. Address M., care Tradesman. 795

OUR POPULAR HERO.

Grand Rapids is justified in feeling very much gratified over the fact that her favorite representative in the U. S. Navy—John H. Gibbons—is now in command of a battle ship, having been relieved from the superintendency of Annapolis Naval Academy and given command of the Louisiana, one of the best ships in Uncle Sam's fleet of sea fighters. Mr. Gibbons was one of the honor men of his class at Annapolis and his rise has been gradual through the ranks of midshipman, ensign, lieutenant of the junior grade, lieutenant of the senior grade, commander and captain. He has only two more promotions to look forward to—rear admiral and admiral—and every loyal son and daughter of Grand Rapids hopes and prays that he may be permitted to achieve the goal of his ambition. Since the death of Admiral Worden, who achieved undying fame as commander of the Monitor in its successful contest with the Merrimac, Grand Rapids has watched the career of Captain Gibbons with jealous eyes and confidently expects to see the rich fund of experience he has gained in many parts of the world utilized by Uncle Sam in further promotions and honors.

STANDARD BARREL LAW.

Before the end of this session of Congress it is very likely that a law will be written on the statute books fixing the standard barrel for fruits, vegetables and other dry commodities. This bill has already been passed by the Senate and been referred to the House Committee on Agriculture, of which Representative Lever is chairman.

The bill prescribes barrels of fixed measurements for fruits, vegetables and other dry commodities, which measurements differed from the standard measurements fixed for a standard cranberry barrel. The Senate bill also provides that reasonable variations shall be permitted and tolerance shall be established by rules made by the Director of the Bureau of Standards and approved by the Secretary of Commerce. The measure also provides that no barrel shall be deemed below standard when shipped to any foreign country and constructed according to the specifications of the foreign purchaser if not in conflict with the laws of such foreign country.

GET GROCERS INTO TROUBLE.

The possession of French peas greened with copper sulphate is getting grocers into trouble. Several prosecutions have been made by the pure food authorities lately, on the ground that the copper salts are deleterious to health, and the grocers prosecuted were caught red handed.

It will be recalled that after numerous delays, to allow importers and others to get rid of copper-colored peas, the Federal prohibition became effective on May 1, 1913. At that time, it is estimated that various jobbers throughout the country still had some 75,000 cases of goods on hand, valued at about \$900,000, which thereupon were barred from interstate shipment. Ever since then, they have

been gradually working them off in intrastate trade, mostly by direct sale to hotels, restaurants, etc. It is estimated that there are still in existence, in one place or another, about 6,000 or 7,000 cases of the illegal goods.

Coming close upon the heels of the Ford Motor Co. announcement, although the Holyoke company's plan was maturing long before Mr. Ford startled the industrial world with his questionable project, comes the profit-sharing announcement made a day or two ago by the Farr Alpaca Co. The Holyoke company's arrangement is to give to each employe a bonus bearing the same percentage relation to the total of the wages he has received during the year as the annual dividend bears to the capital stock. Accordingly if, as is expected, the shares of stock get this year an 8 per cent. dividend, a worker who has earned \$10, \$15 or \$20 a week will have for his share of the annual profits \$40, \$60, or \$80, respectively. This is not a bonanza, but it is a good thing; and if all goes well, it is subject to increase. Everything depends, of course, on the good faith and good will behind the arrangement; it is from those employers who have already shown a proper spirit in the treatment of their employes as to ordinary wages and as to working conditions that real benefits, and no compensating drawbacks, are to be expected as the result of profit-sharing. Fortunately, it is precisely this class that are most likely to introduce it. With the subject so widely thought about as it has been since the Ford announcement, there ought to be many instances of its inauguration in the near future.

The protecting wing of the United States would be extended over every chicken, duck, goose and turkey shipped in interstate commerce under a bill introduced by Representative Diefenderfer, of Pennsylvania. The measure authorizes the Interstate Commerce Commission to see that food and drink are supplied to all poultry in shipment within twenty-four hours of the time they are crated. At twenty-four hour intervals inspection must be made to remove the dead and separate the sick from the healthy poultry.

A baker of Braddock, Pa., is suing another baker for stealing his icing recipe. He claims to have invented the best cake frosting in Braddock and that the secret of his wonderful icing was stolen by a former workman, who left him and entered the employ of the defendant baker. Just why the baker could retain his icing recipe without a copyright or patent or some such thing, has not been explained.

Marcellus—George Sunday, of Constantine, has purchased the creamery plant at Marcellus Center and started up Monday. The plant was organized by farmers of that vicinity nearly twenty years ago, who failing to make it pay sold it. Since then it has changed hands several times.

Manufacturing Matters.

Cadillac—The Cadillac Timber Co. has decreased its capital stock from \$50,000 to \$12,000.

Crystal—Fire of an unknown origin destroyed the B. F. Shaffer cider and planing mill Jan. 28.

Detroit—The Detroit Emery Wheel Co. has changed its name to the Detroit Grinding Wheel Co.

Flint—The Copeman Electric Stove Co. has decreased its capital stock from \$500,000 to \$200,000.

Battle Creek—The United Steel & Wire Co. has increased its capital stock from \$25,000 to \$60,000.

Detroit—The capital stock of the Michigan Machine Co. has been decreased from \$100,000 to \$55,000.

Traverse City—The Queen City Brick Machine Co. has changed its name to the Helm Brick Machine Co.

Holland—The Clarkston Gelatine Works has purchased the Gelatine plant on the north side and will continue the business.

Saginaw—The Saginaw Paper Box Co. has doubled its capacity by the installation of upwards of \$3,000 worth of new machinery and other equipment.

Detroit—The National Cigar Co., Inc. has been organized with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Bad Axe—The Bad Axe Crushed Granite Co. has been organized with an authorized capitalization of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Cadillac Tool & Sales Co. has engaged in business with an authorized capital stock of \$5,000, of which \$3,060 has been subscribed, \$1,325 paid in in cash and \$815 in property.

Lansing—The Lansing Stamping & Tool Co. has engaged in business with an authorized capital stock of \$40,000, of which \$20,140 has been subscribed, \$2,100 being paid in in cash and \$18,040 in property.

Ovid—The Kirkham-Matteson Co. which moved here from Grand Haven, began operations Feb. 2. The company manufactures school furniture, specializing on domestic science equipment for school work.

Dollar Bay—The new sawmill plant here will begin operation just as soon as timber arrives, which will probably be this week. The company has started camps and plans to operate all through the winter and next summer.

Baraga—The Nester Lumber Co. has been incorporated under the style of the Zenith Lumber Co., with an authorized capital stock of \$250,000, which has been subscribed, \$80,000 being paid in in cash and \$170,000 in property.

Owosso—The Owosso Baking Co., composed of Charles and Everett Milten, has sold a half interest to Mrs. Jennie Ward, and Charles Ward will have charge of the company's bakery here. Mr. Ward has been connected with the Arthur Ward Co. in this city.

Grayling—The Bradley-Metcalf Co. the Herold-Bertsch Shoe Co. and several other creditors have filed an involuntary petition in bankruptcy

against Michael Brenner and at their request F. L. Wilson has been appointed receiver of Brenner's property. The stock is said to inventory about \$3,000. Brenner recently endeavored to compromise his debts at 15 cents on the dollar, but the offer was refused.

St. Johns—Four men, John Spousta and Thor F. Gaines, of Alma, and John Kozler and Fred Simunek, of Owosso, have incorporated a company by the name of the Industrial Foundry Co. and will engage in the foundry business here. The capital stock is \$5,000 of which \$3,500 has been subscribed by these men. After the corporation was finished the company leased the building of the St. Johns Foundry Co.

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

Buffalo, Feb. 4—Creamery butter, fresh, 24@28c; dairy, 20@25c; poor to good, all kinds, 15@18c.

Cheese—New fancy, 17c; choice, 16@16½c; poor to common, 6c; fancy old, 16½@17½c; choice, 15@15½c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 32@33c; cold storage, 28@29c.

Poultry (live)—Turkeys, 18@21c; cox, 16@17c; fowls, 16@17c; springs, 15@16c; ducks, 18@20c; dressed chick 17@19c; turks, 22@25c; ducks, 18@20c; fowls, 16@18c; geese, 14@15c.

Beans—Marrow, \$3@3.25; Medium, \$2.15; Peas, \$2@2.10. White Kidney, \$3@3.50; Red Kidney, \$2.75@3.

Potatoes—65@70c per bu.

Rea & Witzig.

Every man has his own idea of what a good time consists of.

BUSINESS CHANCES.

Sherer counter for sale. One 12 ft. 30 drawer Sherer counter, cost \$80 when new, in good condition. Write for price. Leland's Department Store Co., Saugatuck, Mich. 853

Stock men or others who want large tracts of land within fifty miles of Grand Rapids, good towns and railroads nearby can get valuable information by writing R. E. Oxford, Big Rapids, Mich. 851

Business Chance—For sale, general store in good factory town; have other business. Box 176, Yorktown, Ind. 850

Exchange new house and barn, with large lot, for stock of shoes. Located in Hudsonville, Mich. Enquire John Gunstra, Lamont, Mich. 852

For Sale—My general merchandise business, also good will, store, real estate. Doing a good prosperous business. Stock and fixtures about \$10,000, in strictly first-class condition. Reason for selling, wish to retire, after 21 years' business. Marinette Co., Northern Wisconsin, population 2,000, surrounded by prospering farming country. Particulars address J. H. Stibbe, Peshtigo, Wis. 792

We will buy merchandise stocks or parts of stocks if price is right. E. C. Greene & Co., Jackson, Mich. 785

For Sale—Small fruit and dairy farm, 18 acres orchard, silo, good buildings. Or will trade for stock general merchandise. Address 787, care Tradesman. 787

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

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

Free for six months, my special offer to introduce my magazine "Investing for Profit." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

Wanted—Stock of general merchandise, dry goods or shoes. Address O. G. Price, Macomb, Ill. 618

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

Every Passer-by a Prospective Customer



Think of it! Every person that passes your door or enters your store is a prospective Borax customer. *Every one of them*—regardless of age, occupation or station in life.

20 MULE TEAM BORAX

is a harmless antiseptic cleanser. Finds a hundred and one uses in the Laundry, Kitchen, Nursery, Sick Room and Bath Room. It's absolutely pure, perfectly safe. Cleanses quickly, thoroughly, *hygienically*. Saves no end of time, trouble and work in the home. It's a "self-seller" when given a chance. Give it a *chance*. It'll pay you. Pay you to display it—to keep it in sight where customers and prospective customers can read the directions and many uses printed on every carton. *Try it. Try it now, to-day.*

PACIFIC COAST BORAX CO.
CHICAGO, ILL.

Why the Modern Grocer Should Push the Sale of

Karo

(REG. U.S. PAT. OFF.)

YOU are judge and jury, Mr. Grocer.
Take a can of Karo from your stock—

- 1.—Put it on the scale and be assured that it is full net weight as stated on label.
- 2.—Note the color and uniform consistency.
- 3.—Taste its pure, wholesome and delicious flavor.

Then being convinced that it is *THE BEST* arrange your stock of Karo where it will be seen by all. This means that it will sell itself, in volume and at uniformly good profits to you.



Being full net weight syrup and the very best quality, the Karo display proclaims you a quality and quantity dealer to your customers.

Start the new year right with a larger stock of Karo than ever.

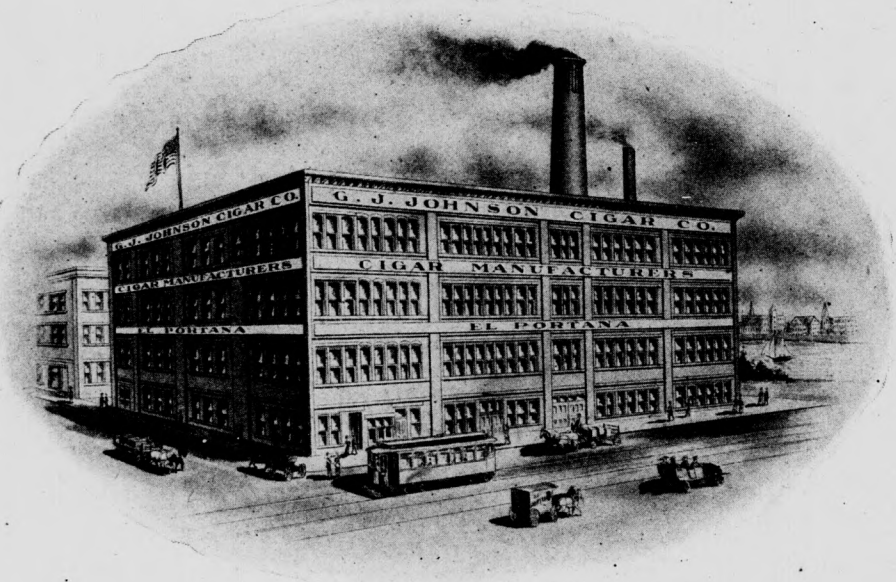
Being in the Karo band wagon you are in right. You are entitled to make more noise, which means more money. Give your stock of Karo a show to talk for you. Its music sounds sweet to the thrifty and particular housewife.

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NEW YORK

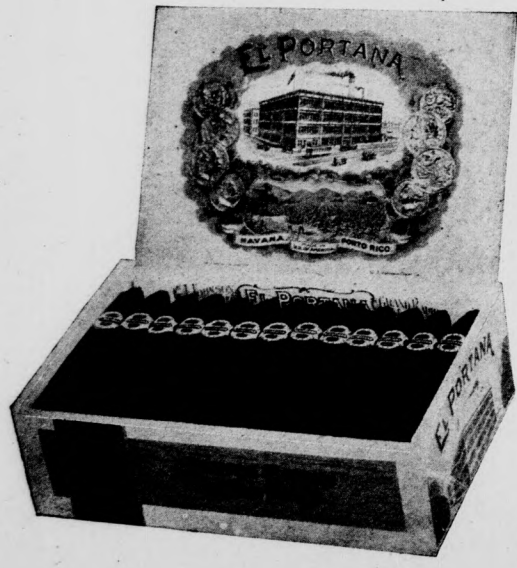
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Class by
Itself”



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Eight Sizes

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Grand Rapids, Mich.

