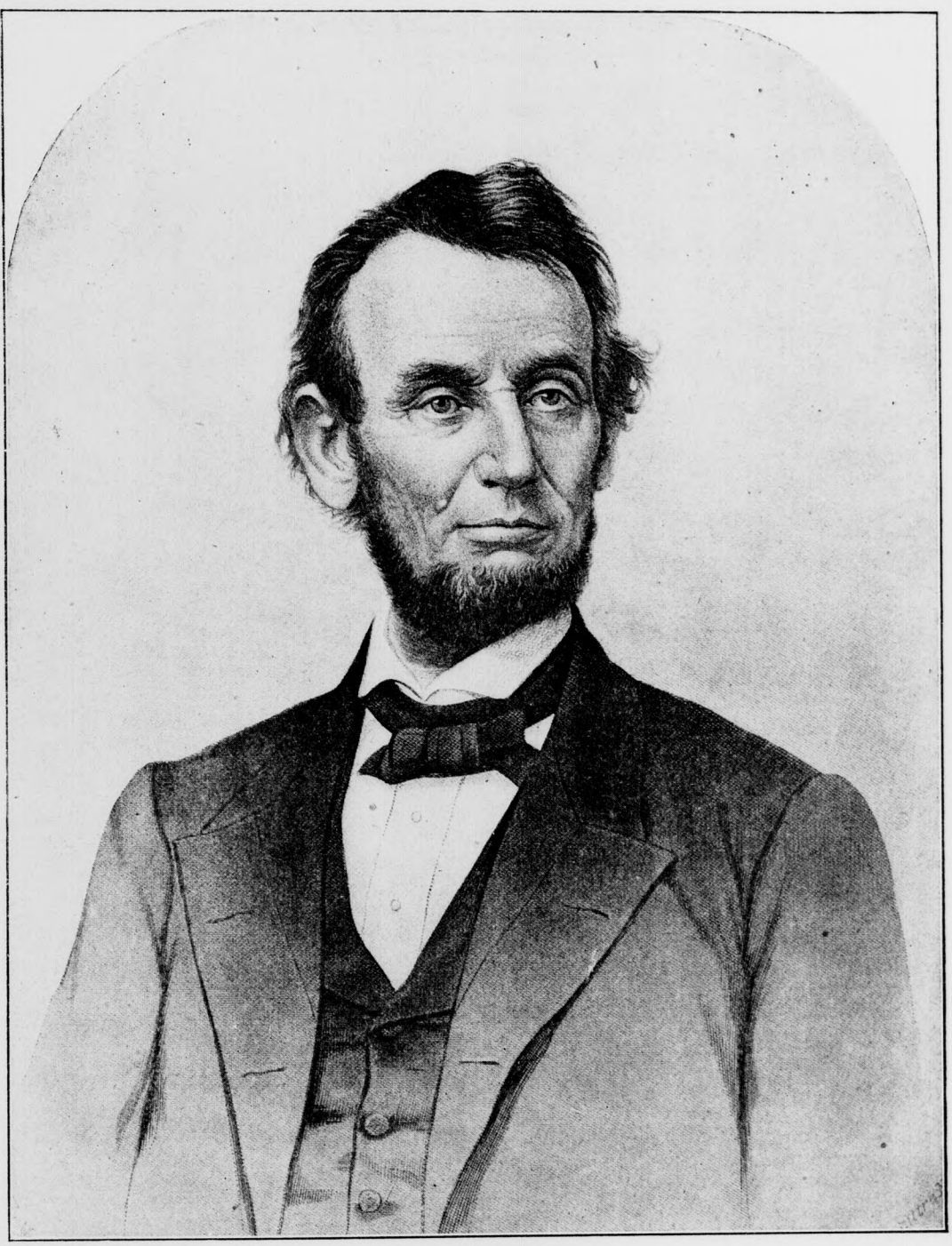


MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-First Year GRAND RAPIDS, WEDNESDAY, FEBRUARY 11, 1914 Number 1586



LINCOLN'S CREED

I AM not bound to win, but I am bound to be true. I am not bound to succeed, but I am bound to live up to what light I have. I must stand with anybody that stands right; stand with him while he is right, and part with him when he goes wrong.

ABRAHAM LINCOLN.

WHEN YOU SEE

THE  GOOD
SIGN OF CANDY

"DOUBLE A"

Remember it came from

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

Good Yeast
Good Bread
Good Health

Sell Your Customers
FLEISCHMANN'S
YEAST



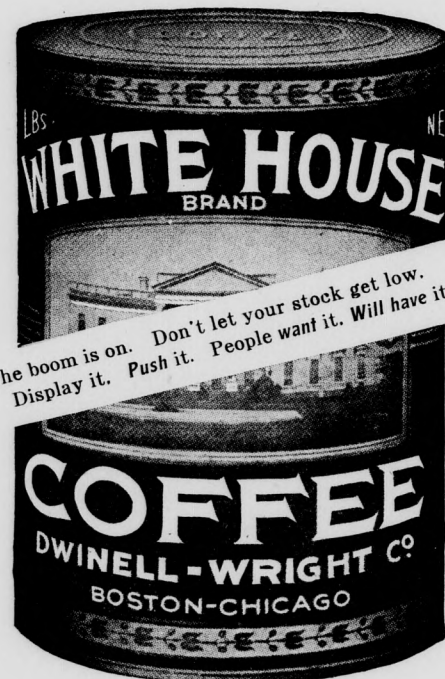
EVERY time you fill a paper bag with sugar you **LOSE** time, **LOSE** the cost of bag and twine, and you may **LOSE** some overweight. You must take all of these chances on such a narrow margin of profit that selling sugar in paper bags means selling it **AT A LOSS**. On the other hand, by selling **FRANKLIN CARTON SUGAR** you **SAVE** time, **SAVE** cost of bag and twine, and **SAVE** overweight, all of which means selling sugar **AT A PROFIT**. That's our proposition in a nutshell. Every word is true, and worth your serious thought, because you sell too much sugar to be *careless* about it. **FRANKLIN CARTON SUGAR** is appreciated by consumers because of its *quality* and *cleanliness*; once introduced it displaces "paper bag sugar." Any jobber can supply you.

FRANKLIN CARTON SUGAR is 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."



The boom is on. Don't let your stock get low. Display it. Push it. People want it. Will have it.

Distributed at Wholesale by
JUDSON GROCER CO.
Grand Rapids, Mich.



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.

Yours very truly,

Lautz Bros. & Co.

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

MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 11, 1914

Number 1586

SPECIAL FEATURES.

Page.	
2.	Newsy Nuggets From the Celery City.
3.	Bankruptcy Matters.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	The Meat Market.
	Gabby Gleanings.
12.	Butter, Eggs and Provisions.
14.	Clothing.
16.	Dry Goods.
18.	Shoes.
	Boonlets From Bay City.
22.	Hardware.
23.	Window Decorations.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
30.	Special Price Current.
31.	Business Wants.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Feb. 9.—Learn one thing each week about Detroit: Detroit has the largest salt and soda production in the world. Thousands of persons are employed in this industry.

Learn one thing about Grand Rapids: Grand Rapids has the largest traveling man in Michigan.

A few years ago a young man was canvassing the city trade for a local notion house, but being of an ambitious nature, he decided that by taking the bit in his mouth, as it were, and starting on a small scale for himself he would some day be at the head of a notion house of his own. About five years ago William E. Sexton did the very thing we just mentioned. In going into the wholesale business on small capital, it required plenty of patience and prescience and "Billy" was plentifully endowed with these virtues. Slowly but surely he has been gaining a stronger foothold and we predict that the time will not be so very far away when most of the merchants in the territory adjacent to Detroit will hear from Wm. E. Sexton. "Bill" has other virtues besides patience and perseverance that are a great help to him—honesty and a sunny disposition. Mr. Sexton is located at 303 Meldrum avenue.

One hundred and forty representatives of the Ford Motor Co. stormed Detroit last week and, together with about 100 other Ford representatives and company heads, attended a banquet at the Hotel Cadillac on Friday evening. The affair was arranged especially for the Iowa representatives, who were shown every detail in the manufacture of the automobiles turned out by the Ford company, besides meeting the officers, which should prove a great benefit to them in the future.

One of the seemingly necessary requirements of hospitality to-day is an able bodied cork puller.

Karl Ashbacher, base ball magnate and merchant extraordinary of Ludington, says that some fellows shake for the drinks and there are others who shake from the drinks.

A. P. Watson, dry goods and furnishing goods dealer, has been very ill at his home. Mr. Watson is a very active man and, being unable to leave his home on account of sickness, does not set very well with him. His many friends will be pleased to know he is slowly recovering and hope to see him back to his old duties in a short time. In order not to take advantage of Mr. Watson's illness, Allan Gustine will discontinue his training for

the next hundred yard race to be run by them.

Detroit, the city of full page advertisements—Herbert Casson.

Each nationality leans toward some particular line of endeavor. The poles support the telephone wires.

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. 31. 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—Gabby Gleanings, Michigan Tradesman, Feb. 4. Thousands of Grand Rapids people visited Detroit last year, a large proportion of whom have long since dispensed with water as a liquid refreshment.

Sooner or later the hotels will bring down the wrath of the powers that be and will find themselves facing some rigid hotel laws that will prevent their present system of charging, which is nothing more or less than outlawry. The other day a traveling man stopped at the Dresden Hotel, in Flint asked for and received what was supposed to be a \$3.50 rate. He had two meals, but did not use the room but a very short time in the afternoon. When he was about to settle his bill, the clerk informed him the charges were \$3. "But," said the traveling man, "you don't mean to tell me that its \$3, the lodging and breakfast then would only be 50 cents." "Well, it isn't our fault you are going away," was the startling reply. The clerk admitted that with the lodging and breakfast the entire bill would only be \$3.50. He also said that was their method of charging, "so what are you going to do about it?" The next man applying for lodging and breakfast and receiving the same room would be charged no less than \$2. All hotels, however, do not use this "stick up" method, one of the noted contrasts being the Wenonah Hotel, at Bay City, one of the finest in the State. The United Commercial Travelers should champion a bill at the next session of the Legislature that will prevent the robber methods of some of the hotels and also compel them to charge guests at the rates charged for one, where more than one occupies a room the rate will still be intact, the charges being divided proportionately by the occupants.

Thirty thousand Swedes ask their king to strengthen their national defenses. Our national defense, which is self defense, appears to be strong enough.

We would be pleased to receive items of interest for these columns and for the special benefit of everybody's friend, A. E. McEachron, our address is 211 Columbus avenue, Detroit.

He who fears criticism would not steal many bases in a base ball game.

We knew it. We knew that Kalkaska would never hold 'em. Advertising is the main prop that holds up most lines of business. But a prop only holds a thing in place. Possibly it would be better if we said that advertising is the ladder upon which a business climbs. They advertised, advertised long and judiciously—those two strangely mated business men and partners, with the natural consequences—they grew bigger than their town. We neglected to mention their manes—a simple mistake because we have

the impression that everybody knows that the Irishman and the Jew and Kalkaska are synonymous. Joy & Netzorg are the names of the merchants who have used the above over the doors of their business place. To make a long story short, they are going to remove to Traverse City April 1, where they will occupy a store in the Frederick block, which will be sure to put Traverse on the map more prominently than ever.

Tainted money, like borrowed money, sometimes is much better than no money.

Keyholes have demonstrated on many occasions a man's sobriety.

Adam Lind, former merchant of Cadillac, accompanied by his wife and a party of friends from Cadillac, left last Saturday for a month's visit to Augusta, Georgia.

Edson, Moore & Co. celebrate the forty-second anniversary of the organization this week.

Ionia of late, so reports indicate, is again coming into its own in a business way and to further emphasize the fact, many of the business men and citizens have demonstrated their confidence in the future of Ionia by organizing a company to conduct what will be known as the Quality Store, with a capital of \$20,000 paid in in cash. The store will be up-to-date in every particular and will carry full lines of women's and children's ready-to-wear goods, carpets, rugs and lace curtains. Fred Cutler, Jr., for a number of years affiliated with the T. A. Carten department store, will be general manager. Thomas Humphries, well-known in Ionia and a young man with worlds of experience, will be Secretary and will take charge of the carpet and rug department. After sizing up the personnel of the management, one can predict but one result for the new company—success. The new organization should prove a stimulus to the Ionia business world and will, undoubtedly, do much toward making it a live trading center.

Emerson says "All men are poets at heart," but, of course, Emerson never debated that point with one Ernest A. Stowe.

A card received from Glen Lavin, who recently resigned from the traveling force of Burnham, Stoepel & Co., to move to California, states he is now representing the Los Angeles Notion Co. Glen's many friends in Detroit, as well as those whom he made when traveling through the State, will be pleased to know he has located and is doing well. Mr. Lavin is now living with his mother, Mrs. J. D. Lavin, in Los Angeles.

Unless you have an alderman friend, it is poor policy to tell a policeman to mind his own business.

The Grand Rapids traveling men, to show their versatility are putting on a "Made in Grand Rapids Exhibition."

Miss Ada Fox, daughter of Wm. Fox, who conducts one of the leading general stores in Breckenridge, had the misfortune to break her arm. She is doing nicely at this writing, the broken bones healing up rapidly and, from all indications, will leave no bad effects.

A man's idea of the height of extravagance is to give his wife money to attend a bargain sale.

Again we are brought face to face with a traveling man's versatility. George Leonard, who formerly represented the Diamond Rubber Co.,

of Akron, in Georgia, has discarded the expense books for a pedagogue's set of natural histories. Mr. Leonard, who is a very young man, is teaching history in the Highland Park high school. Last summer he spent three months in Europe and writes his observations, accompanied by pictures taken on the trip, for one of the Sunday papers—which is going some for an ex-traveling man.

But 15 per cent. of the engagements result in marriage. Eighty-five per cent. good luck, as it were.

Like good wine, the dancing parties given by U. C. T. Council, No. 9, improve with age. A fine crowd turned out to the party given Saturday night and a happier looking aggregation would be hard to find anywhere. This takes in all the married people who attended. A splendid lunch was served by the committee, which deserves much praise for its efforts.

It took 100 miles of typewriter ribbons to equip the adding machines made in Detroit last year. It also took a few miles of hair ribbon to equip the typewriters.

Married men should make the best missionaries. They are used to being roasted.

Eight hundred hotel men, clerks and their friends, attended the entertainment at the Tullar Hotel Thursday night, Feb. 5. The G. J. Johnson Cigar Co., of Grand Rapids, furnished 1,200 "Dutch Master" cigars gratis to the "Greeters," the organization of hotel clerks that gave the entertainment.

The Federal Bureau of Education in submitting its report, says that there are 2,273,603 males in the United States who are unable to read. Not being able to read the Safety First signs, we presume they will all meet with accidents, sooner or later.

Thomas Plues, member of Council, No. 9, is still confined to his home at 109 Philadelphia, E. A chance for U. C. T. members to display some of the fraternal teachings of the order.

Cadillac Council, No. 143, has decided to make its headquarters at the Bancroft House at the U. C. T. convention to be held in that city next June.

Once we heard of a man who knew of another fellow who saw a clerk at the Bancroft House smile.

It is understood that no concession will be allowed for the ladies at the U. C. T. convention to be held in Saginaw. Nevertheless, the rest of the town is well worth going to see.

"Jim" Ouelette (J. L. Marcero & Co.) had a very painful accident last week. A piece of steel wire became imbedded in his eye, necessitating the services of a surgeon to remove it. Jim is again able to be around, even though he is obliged to carry a bunged up eye with him.

A. Nowe, 763 St. Aubin avenue, dealer in dry goods and furnishing goods, has installed a steam heating plant in his store. We are perfectly willing to admit that Mr. Nowe used good judgment in installing the plant when he did.

Walt Auchenbach, with J. H. Kemp & Co., Unionville, is wearing one of those double action (borrowed expression from Best Stove Co.) and double plated smiles—as to passing out cigars we cannot vouch for that. Walt hasn't sent us one yet, but just the same he struts around Unionville like a rooster that had conquered all its rivals. And take it from us, he has something to crow about, too;

also something to spur him on to greater efforts than ever before. He has another young lady to buy clothes for now besides his wife—a 9 pound bit of feminine humanity having made its appearance in Walt's home and intends to stay until—well, until the right young man comes and leads her away to another home of which she can become sole mistress. Congratulations are extended to Mr. and Mrs. Auchenbach.

Regner & Graef, who started in business a few years ago in a small men's furnishing goods store and, as mentioned in these columns several weeks ago, expanded until they owned four stores, have brought the number up to five, having opened up a men's furnishing goods store last week on Woodward avenue, near the Ford plant.

Now the "I told you we'd have a good stiff winter" fellows can have their inning.

At the C. Elliott & Co. branch of the National Grocer Co., they are puzzled to know where we get our information regarding their doings. Easiest thing in the world. Every Saturday we call on a clairvoyant. Last Saturday she gave us the information that:

George Rowe, who formerly conducted a grocery store at the corner of Trumbull and Willis avenues, will represent C. Elliott & Co. in the city, carrying the National Grocer Co.'s special line of teas and coffees. Mr. Rowe is very well known to the retail grocery trade, at one time being an officer in the Retail Grocers' Association.

Charlie Walker, said the clairvoyant last Saturday, is one of C. Elliott & Co.'s buyers and next in accession to the throne of Senior Counselor of Council No. 9, also a very fine looking and well liked young man, but—and the clairvoyant sighed—he is married. Charlie has been married too long to believe in dreams, but he does say the reason so many sweethearts are called dreams is because they seldom come true.

Following are a few of the merchants who visited Detroit last week. Space will not permit us to give all or even a small proportion of those who visited Detroit. It is quite noticeable that the number of merchants visiting the local market is growing daily, a good indication toward the strengthening of business conditions: J. H. Shear, Beech; W. H. Gay, Midland; C. Eder, South Rockwood; B. E. McDermid, Columbiaville; F. R. N. Bouch, Fowlerville; M. N. Taylor, Holly; Dopp Bros., Waldenburg; J. A. Niedermeier, Newport; T. E. Lewis, Frederic; P. J. Snyder, Wayne; Mr. Hinkel & Co., Redford.

Howard Bierwert is laid up with an attack of writer's cramp. Some women are not as bad as they are painted.

Walter Rechlin, the popular hardware merchant of Bay City and member of the Rechlin Hardware Co., is the proud possessor of a 11½ pound boy—that is, he weighed 11½ pounds when he was born. On the arrival of the baby, the doctor announced to Mr. Rechlin in a stage whisper, that it was a boy, so Walter hid himself toward town and spread the glad-some news. While he was down town he picked up a copy of a Bay City paper and, turning over the pages of the paper he nearly fainted when he read of the arrival of a baby girl at his home—you know Walter was dead set on someone whom he could shift a portion of his work onto—so he weakly grabbed the nearest telephone to find out who was right, the newspaper or the doctor, and judging by his sunny smile, we are sure the daily paper made the mistake. Mr. Rechlin is a brother of Fred Rechlin, President of the Michigan Retail Hardware Association. To Mr. and Mrs. Rechlin we wish to extend our congratulations.

Asmus Bros., wholesale teas and coffees, are going to erect a new

building on East Congress street, which they will occupy as soon as completed.

According to the "Wanderings of a Tradesman's Representative," the Tradesman has many friends in Petoskey. Evidently there are no poets in business there.

Glen Burgess has accepted a position with the Best Stove Co., manufacturer of the double action gas range which is proving very popular judging by the growth of the company. Mr. Burgess, who has had considerable experience in the same line, will cover the Michigan and Indiana territory.

H. L. Proper, for a number of years manager of the mercantile business for the R. G. Peters Salt & Lumber Co., of East Lake, has closed up the business for that concern and has accepted a position with the I. M. Smith Co., of Grand Rapids, taking charge of the grocery department. While in East Lake, which is a suburb of Manistee, Mr. Proper made many friends who will keenly feel his loss and with his removal to Grand Rapids that city will gain a live and up-to-date citizen. Possibly no one, aside from his own family, is better acquainted with Mr. Proper than the writer and, in two words, can we write his biography—pure gold. Mr. Proper and family, consisting of his wife, one boy and two young ladies, who are attending high school, are now safely esconced in a home on Prince street.

If some men are self made, as they claim, we're perfectly willing to let nature take its course.

According to the way some hotels have learned their arithmetic, one-half of five equals three fifty.

Down in Mexico they confiscate everything that is confiscatable. In Michigan it is much nicer—the hotels take what you have and magnanimously give you half as much as you pay for in return.

Maybe someone jabbed the Grand Rapids Association with a poison needle.

Made in Grand Rapids Exposition will be a success because 131 is doing it. James M. Goldstein.

Newsy Nuggets From the Celery City.

Kalamazoo, Feb. 9—"Duval" night was appropriately celebrated by Kalamazoo Council, No. 156, at the old location on East Main street. Five candidates made their appearance and were made welcome by the members of the Council. Considering the bad weather and the other attractions of the evening and, in addition, the fact that it was a special meeting, there was an attendance of almost forty. The following brothers are now to be numbered in the ranks of the Grand Commercial Army: Roger Brown; Glenn E. Thompson, representing the Southern Michigan Paper Co., of this city; U. G. Grandbois, representing the American Sign Co., of Kalamazoo; Carl B. Ely, with the Heit-Miller-Lau Candy Co., of Fort Wayne; and Glen E. Warren with the Rumley Products Co., of La Porte, Ind.

The transfer of G. W. Doak, the Calumet Baking Powder salesman residing in our city, was delayed, owing to the fact that his Secretary in Fort Wayne wished an extra advance assessment in addition to the No. 120 already sent him. Evidently some misunderstanding in regard to this advance assessment. We understand one way and Brother Link, of Fort Wayne, the other way. No hard feelings, of course, and we are both willing to be shown if we are wrong. When a member of your Council wishes to transfer he must signify his intention to his Secretary, paying dues for the term in which he is making the change, together with 50 cents to cover the transfer charge and one advance assessment. The secretaries of each council hold in their possession one assessment until the Supreme Secretary calls on them for this

money. This is an advance assessment, as we construe the matter. Nevertheless we are sending Brother Doak's No. 121 assessment to Brother Link who will, in turn, forward it back to us, when Brother Doak's transfer is accepted by our Council.

Grand Counselor E. A. Welch, was in attendance at the special meeting on "Duval" night and responded with a short talk on the good of the order. Later Brother Welch was called on for some of his funny stories.

Clarence L. Heath, of Boston Council, No. 44, was in attendance and responded with the Ray of Hope lecture during the instruction of the candidates, with the assistance of Brothers R. W. Van Haafte and J. A. Verhage, F. H. Green closing with a selection as a male quartet. Brother Heath was called on for some well chosen remarks and a couple of short stories. Two weeks ago when the Wolverine arrived from the East, the boys at Lee & Cady's store were at the U. C. T. depot to welcome Brother Heath to our midst and see that he did not lose his way in our big city, landing him safely at the office and later to his room at the New Burdick. The past two weeks he has been with the Secretary and spent Sunday as our guest. This is the third visit of Brother Heath to our city, to which he comes as the special representative of the Dwinell-Wright Co., of Boston, importers of White House and Excelsior coffees, calling on the trade of the local branch of Lee & Cady, and when his work with this house is over he will be escorted to his train by the same salesman who met him and wished good and safe return to his Eastern territory. No man who has come among us has won the friends that "Pop" has, and is more gladly welcomed by the trade in general who have accepted him for his sterling worth.

Rumor has it that all you have to do when you are working the line of the Cincinnati Northern and the train is not scheduled to stop to pick you up is to just wave your hat at the engineer and get aboard. Explanations can be made, but should not be made until you are safely on board. The correctness of this rumor, which just reached us by wireless, can best be vouched for by a coffee salesman of McLaughlin's by the last name of Gildea. We have been unable to interview Brother Gildea, so can not get a written statement at this moment from him. Ask the man.

Brother Whipple, of Battle Creek, was in the city to-day and while here called us up by telephone. We understand that "The Boss" has now more need of that automobile he showed us a couple of years ago than ever, for his horse which has been a family pet for a very great number of years has passed to the unknown.

R. A. Couey, who is a recent addition to our Council, is shaking hands with himself to think that he has as good accident insurance as the U. C. T., for he is suffering from a cracked shoulder. We had been after Brother Couey for a long time and it was just a matter of other insurance that delayed his entrance into the order. At one of the foot ball games, he asked for the blank, which was furnished him, and we presented him to the Council that same night and initiated him at the next meeting. It is hard to determine how long he will be off the road, for he is compelled to carry the arm in a sling, and the healing will naturally be slow.

The Supreme Executive Committee are very prompt in attention to claims, as was evidenced in the prompt action on Brother Watkins' claim which was mailed a week ago yesterday on Monday and the voucher was mailed at Columbus the following Thursday.

Assessment No. 120 expired Feb. 5. If you receive an accident after the 5th and your assessment was not in the hands of your Secretary your

claim will not be valid. You have had thirty days in which to mail your check for this assessment and all dues and assessments have to be paid before the date of an accident in order to entitle a member to indemnity. Your Executive Committee have to vouch for your being paid up on the books when they forward the claim and this has to be done under the seal of the Council and attested by the Secretary. If you are in arrears, this can not be done and, not done, your claim will not be paid. If you make it a rule to remit on receipt of your notice you may be saved annoyance later. And it helps the work of your Secretary and looks better on the records. R. S. Hopkins.

Coming Conventions to Be Held in Michigan.

- February.**
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.
- December.**
Michigan State Potato Association, Grand Rapids.
Michigan State Grange, Battle Creek.
Michigan Bricklayers, Masons and Plasterers' Association, Jackson.
- January.**
Michigan Tax Association, Detroit.

The man who is satisfied to putter will always be a putterer. The way to accomplish great things is to keep reaching up for something to do.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Feb. 3.—In the matter of the Bailey Electric Co., the bankrupt corporation failed to file its schedules in the time specified by the court and the same have been filed by the attorneys for the petitioning creditors. The schedules on file show liabilities aggregating \$10,256.05 and assets are listed at \$10,416.72, of which the majority is machinery and tools. The first meeting of creditors has been called for Feb. 18, at which time creditors may be present, prove their claims, elect a trustee, if desired, and transact such other business as may come before the meeting.

Feb. 4.—In the matter of Everett F. Northrup, druggist of Boyne City, the first meeting of creditors has been held. Bankrupt present in person and by attorney, M. E. Silverstein; creditors by attorney, J. E. Converse. The following claims were allowed:

Hazeltine & Perkins Drug Co.	\$ 947.07
J. L. Handy, Boyne City	120.00
Kuppenheimer Cigar Co.	26.25
Butler Bros., Chicago	73.34
A. C. Deitsche, Detroit	64.98
Peoples Bank, Boyne City	3,117.56
Grand Rapids Stationery Co.	438.82
The Atlas Oil Co., Cleveland	9.21
Bauer & Black, Chicago	44.74

By the unanimous vote of creditors present and represented, Sabin Hooper, of Boyne City, was elected trustee and his bond fixed at \$4,000. Appraisers were appointed to appraise the stock with a view to a quick sale, because of the danger of deterioration on account of cold weather. The trustee reports the stock to be a good one and it is anticipated that it will sell well up towards the appraised value.

In the matter of Edward W. Simpson, bankrupt, formerly in the automobile business at Grand Rapids, a special meeting of creditors was held this day. Claims were allowed and a first dividend of 15 per cent. was declared and ordered paid to creditors. In the matter of the right to priority as between the creditors of Edward W. Simpson in the fund derived by the trustee from the trustee of the estate of the Simpson Automobile Supply Co., bankrupt, and derived from the sale of the assets transferred by the individual bankrupt to the corporation bankrupt prior to adjudication without compliance with the Michigan sales in bulk law, it was determined that all the creditors of Edward W. Simpson, bankrupt, to the amount of their respective claims on July 1, should share ratably in such

fund. In the matter of the petition of the bankrupt for allowance of exemptions the question was considered and held open, counsel for bankrupt and trustee to submit briefs before decision in the matter.

In the matter of the Coronet Corset Co., the trustee has filed his third report and account showing balance on hand at time of filing the second report, \$6,140.40; receipts since filing second report, \$1,353.75; disbursements since filing second report, \$4,293.33 and a balance on hand of \$3,201.32. A special meeting of creditors has been called for Feb. 19, for the purpose of passing upon this account and for the payment of a third dividend to creditors. The trustee has also filed petition for additional fees for services which will be considered at this time.

Feb. 5.—The first meeting of creditors in the matter of Charles Husted, bankrupt, was held this day. The estate containing no assets not claimed to be exempt, no trustee was appointed, and the estate will be held for sixty days to enable creditors to institute search for more assets.

Feb. 6.—In the matter of Albert Nichols, doing business as A. Nichols & Co., Alto, the trustee has filed his report showing the sale of the assets of the bankrupt to Fred D. Vos, of Grand Rapids, for the sum of \$3,125.00. The sale will be confirmed unless objections are filed before Feb. 11. It is very possible that a first dividend to creditors will soon be paid in this matter.

An involuntary petition has been filed by creditors of the Ludington Manufacturing Co., doing a piano manufacturing business at Ludington, and the company has been adjudicated bankrupt and the matter referred to Referee Wicks. Wilmer P. Culver, of Ludington, has been appointed receiver by the referee and his bond fixed at \$10,000. The bankrupts have been ordered to file schedules on or before Feb. 16.

In the matter of Wm. A. Reynolds, doing business as the Independent Plumbing and Heating Co., the trustee has filed his report of offer for the assets of the bankrupt in the sum of \$325. An order to show cause why the sale should not be confirmed has been entered returnable Feb. 16.

In the matter of John E. Truman, lumberman at Manton, the trustee has filed his report showing offer for the assets located at Kenton, Iron county, of \$800, free and clear of the mortgage indebtedness, and an order has been entered for creditors to show cause on Feb. 21, at the office of the referee why the sale should not be confirmed and the trustee so authorized.

In the matter of Maynard & Andrus,

clothing merchants of Sparta, the trustee has filed his report showing the sale of the remaining assets of the company for the sum of \$600. The sale will be confirmed Feb. 12, unless some cause to the contrary is shown before that time. It is likely that a small dividend will soon be declared and ordered paid in the matter.

St. Joseph Referee.

St. Joseph, Feb. 2.—In the matter of Charles Lester Myner, bankrupt, of South Haven, the first creditors meeting was held at Paw Paw, and no creditors were present or represented. An order was made permitting the bankrupt to amend his schedules so as to claim his specific personal property exemptions, whereupon the bankrupt was allowed his exemptions as claimed. No trustee was appointed, and after the bankrupt had been sworn and examined by the referee, the meeting was adjourned without day.

Feb. 3.—In the matter of the Michigan Buggy Co., bankrupt of Kalamazoo, the adjourned examination of the officers of the bankrupt and others for the purpose of discovering assets was continued to Feb. 18, at Kalamazoo.

In the matter of Victor Palmer, bankrupt of Kalamazoo, the adjourned first meeting of creditors was discontinued pending the determination of the proceedings brought in the District Court relative to the foreclosure of the lien of certain bank stock, claimed as a set off by certain creditors of the bankrupt against the estate.

Feb. 4.—In the matter of Herbert L. Levey and Harry J. Lewis and Levy and Lewis, a copartnership, bankrupt of Kalamazoo, the inventory and report of appraisers were filed showing assets of \$1,335.61, including the exemptions of the two bankrupts of \$1,000. Order was entered by the referee directing the trustee to sell the assets, and the sale will be held on Feb. 17, also in pursuance to the order the trustee filed report of the bankrupt's exemptions.

Feb. 5.—In the matter of the Mohn Wine Co., bankrupt, of Niles, an order was entered by the referee calling the first meeting of creditors at St. Joseph on Feb. 16 for the examination of the officers of the bankrupt, filing claims, the election of a trustee and the transaction of such other business as may properly come before the meeting.

Feb. 7.—In the matter of Isaac Shenberg, bankrupt, of Kalamazoo, the final meeting of creditors was held at the referee's office. The trustee's final report and account was approved and allowed and administration expenses to the amount of \$42.94 were allowed and ordered paid. No dividends were de-

clared, as there were no assets. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made, and no cause having been shown, it was determined that such favorable certificate be made. It was further determined that the trustee be not authorized to interpose objections to the bankrupt's discharge. Final meeting of creditors adjourned, without day.

Feb. 9.—In the matter of Frank W. Flint, bankrupt, of Saugatuck by agreement with the trustee the objections against the claim of the F. Mayer Boot and Shoe Co. was withdrawn upon the payment of the latter of the sum of \$100, being money received from the bankrupt on his account three days after his adjudication. An order was entered by the referee confirming the trustee's report of exempted property, after the objections to the same had been withdrawn.

Says Sanitary Towels Are There.

Alma, Feb. 9.—In your issue of Feb. 4, you report under Lansing items that the Wright House, at Alma, was not obeying the law in regard to sanitary towels. Now this is a lie and I can prove it and I want you to contradict this statement, as I will start something at once, as I have individual towels every meal hour. Let me hear from you in regard to this matter. Joshua Fuller.

Mr. Fuller's statement that he has individual towels every meal hour does not comply with the law, as he will readily discern by reading the statute which the Tradesman has republished at frequent intervals since the law was enacted. The provisions of the law on this point are specific and it is in order for Mr. Fuller, as a good landlord and law abiding citizen, to square himself so as to put his hotel in the list of law abiding institutions.

The merchant who spends his dull days wishing for busy ones and his busy days wishing for more will find that wishes, like dreams, go by contraries.

Profit--That's What You Want

The profit on the sale of DANDELION BRAND BUTTER COLOR is substantial and steady.



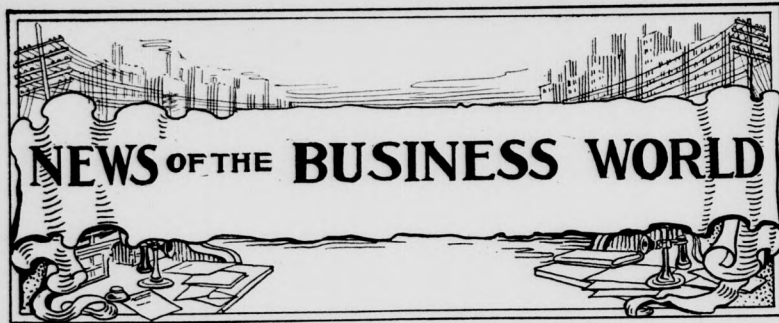
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

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



Dandelion Brand Butter Color

The color with  the golden shade



Movements of Merchants.

Walker—Will Bronner has opened a blacksmith shop.

Iosco—George Allen has engaged in general trade here.

Vernon—Frank W. Baker succeeds Frank Van Riper in the meat business.

Kalkaska—G. Jensen has added a line of shoes to his stock of bazaar goods.

White Cloud—Arthur Lemire has opened a grocery store in the Clark building.

Reed City—Hemund & Gingrich succeed Hemund & Haist in the hardware business.

Grass Lake—Coulson & Cochran, recently of Munith, have opened a general store here.

Sunfield—John H. Gearhart succeeds Gearhart & Ireman in the general store business.

Lakeview—E. G. Smith has closed out his stock of groceries and will retire from business.

Otsego—Bert Clapp has purchased the Ray Squires meat stock and will continue the business.

Nashville—T. J. Bradford succeeds A. H. Hare in the restaurant and confectionery business.

Palo—Henry H. Pew, conducting a general store and bank, is succeeded by Pew & Mandeville.

Kalamazoo—The Swindell Bros. Cold Storage Co. has changed its name to the Swindell-Taylor Co.

Scottville—Earl C. Haner has sold his stock of bazaar goods to Ralph Mellor, who has taken possession.

Lakeview—The garage recently conducted by Hafey & Wandell is now owned by Johnson & Cooper.

Chase—Peacock Bros., recently engaged in the general store business at Detroit, are now located at this place.

Detroit—The capital stock of the National Twist Drill & Tool Co. has been increased from \$200,000 to \$300,000.

Milford—J. S. Hewitt has sold his drug stock to A. B. Mackey, who will continue the business at the same location.

Kalamazoo—George H. Baggs has engaged in the grocery business at the corner of Gull and Seminary streets.

Kalkaska—William Claspell has engaged in the meat business here under the style of the City Meat Market.

Stanton—J. S. Holcomb will sell his stock of general merchandise to Clyde Archer and Harry Wiedenhoef, March 14. Mr. Holcomb has conducted a store here for the past twenty years.

Kalamazoo—Alexander Cameron has opened a bazaar store at the corner of Portage and Washington avenues.

Portland—Lockwood & Lehman are succeeded in the clothing, furnishing goods and shoe business by Lehman & Fineis.

Grant—Sneiders & Hildebrand have sold their stock of general merchandise to Paul Brink, who will continue the business.

Marquette—Frank W. Hathway, meat dealer, died Feb. 9, after an illness extending over a period of two months.

Shepherd—S. D. Thompson has sold his drug and jewelry stock to Arthur T. Vicery, formerly of Charlotte, who will continue the business at the same location.

Fowler—James Whittaker has purchased the E. Gruler & Co. stock of general merchandise and will continue the business.

Haslett—Charles Seeley has sold his grocery stock to Jay Miller, who took possession Feb. 1 and will continue the business.

Middleville—J. W. Armstrong, druggist, has received a fountain pen, which the sender said he had stolen from his store, Dec. 12.

Traverse City—R. C. Johnson, recently of Detroit, has assumed the management of the dry goods department of the J. W. Milliken store.

Muskegon—Ralph J. Bush, has moved his stock of hardware into the new Loecher building, which is located a few doors from his old stand.

Port Huron—Gustav W. Kuhn, wholesale and retail dealer in leather, hides and pelts, died at his home, Feb. 4, after an illness of two weeks.

Dice—John Emrich has purchased the Gould stock of general merchandise, located one mile west of this place, and will continue the business.

Saranac—M. W. Dodge has sold a half interest in his dry goods stock to H. L. Courter and the business will be continued under the style of Dodge & Courter.

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

Kalamazoo—Fire damaged the M. Livingston & Co. stock of women's clothing, Feb. 8 to the extent of about \$10,000. The loss was partially covered by insurance.

Michelson—Charles P. Sherman, formerly engaged in trade at Merritt, has purchased the N. L. Gage store building and stock of general merchandise located at Reedsburg and will take possession April 1.

Newaygo—R. D. Minogue & Co., dealers in men's furnishing goods and shoes, have dissolved partnership, R. D. Minogue taking over the interest of his partner.

Crump—The Barrett & Harris Hardware Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Saranac—Levi S. Vaughn has sold his interest in the Otis & Vaughn grocery stock to Dale Jepson and the business will be continued under the style of Otis & Jepson.

Detroit—The McAllister-Smith Co. has engaged in business to deal in cigars, tobacco, etc., with an authorized capital stock of \$15,000, of which \$7,600 has been subscribed, \$3,827 paid in in cash and \$3,173 in property.

Corunna—H. E. Nickels, who has conducted a meat market here for the past thirty years, has sold his stock to J. Carpenter and George Morris, who have formed a copartnership under the style of Carpenter & Morris and will continue the business.

Flint—The Economy Co., Ltd., dealer in boots and shoes, has merged its business into a stock company under the style of the Economy Shoe Co., with an authorized capital stock of \$12,000, of which \$6,000 has been subscribed, \$800.64 paid in in cash and \$3,979.36 in property.

Detroit—Jacob G. Merithew, plumber, has merged his business into a stock company under the Merithew-Blakely Co., for the purpose of dealing in hardware, farm implements, etc., with an authorized capital stock of \$3,500, all of which has been subscribed and paid in in property.

Vernon—U. P. Ferguson has completed a fine warehouse 40 x 110 feet, with cement floor, electric lights and all modern conveniences. At the same time a large addition was built on the rear of the store, containing a store room with a six-inch concrete floor covered with maple flooring.

Kalamazoo—Edgar Dunnell, druggist, will erect a modern brick and cement store building on the site of one of the city's landmarks, 747 West Main street. The building familiarly known as the West End bakery building, which has served various dealers for more than two score years, will be torn down immediately.

Detroit—C. V. Wilkie & Son, dealers in men's furnishings, have merged their business into a stock company under the style of the Wilkie-Renard-Gardiner Co., to manufacture and deal in men's and women's furnishings, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in property.

Hillsdale—Representing that she had purchased a nearby farm, a woman selected a bill of dry goods of E. H. Duguid, at Fremont, amounting to \$200, to be sent to the farm. She then tendered a \$1,000 bill in payment, and as Mr. Duguid did not have \$800 in change, suggested the bill be taken to the bank to ascertain its genuineness. The bank pronounced the bill good, and Mr. Duguid got \$800 with which to make

change. Then the woman announced she had changed her mind about the purchase and the bill was returned to her. After some further talk the woman decided to take the goods, and got \$800 in change for a counterfeit \$1,000 bill. She had both a good bill and a counterfeit, and changed them on Mr. Duguid. She has disappeared.

Lansing—State Hotel Inspector James F. Hammel, who carried a grip for thirty years, will start the first real hotel and depot inspection ever made in this State in April. The Inspector, who is also chief clerk of the labor bureau, will utilize the regular factory inspectors for the proposed survey of the State, the squad consisting of fifteen inspectors. The Michigan inspection will cover 15,000 hotels and depots, large and small. It is hoped to complete the inspection by fall.

Manufacturing Matters.

Carp Lake—The Temple Manufacturing Co. is removing its plant from Temple to this place.

Otsego—The Babcock Tissue Paper Co. has changed its name to the Babcock Paper Manufacturing Co. and increased its capital stock from \$150,000 to \$225,000.

Kalamazoo—The Goodale Co., manufacturer of aluminum plates, has increased its capital stock from \$10,000 to \$20,000.

Detroit—The Hinz Manufacturing Co., manufacturer of specialties, furnace and fire brick, has changed its name to the Industrial Furnace Co.

Detroit—The Anguish Manufacturing Co., manufacturer of auto parts and metal specialties, has changed its name to the Holihan Manufacturing Co.

Lowell—W. J. Gonderman, formerly of Flint, has opened a department store here, carrying lines of dry goods, clothing, shoes, hardware and groceries.

Marshall—Fire damaged the plant of the Marshall Egg Carton Co. to the extent of about \$3,500 Feb. 7. The loss was partially covered by insurance.

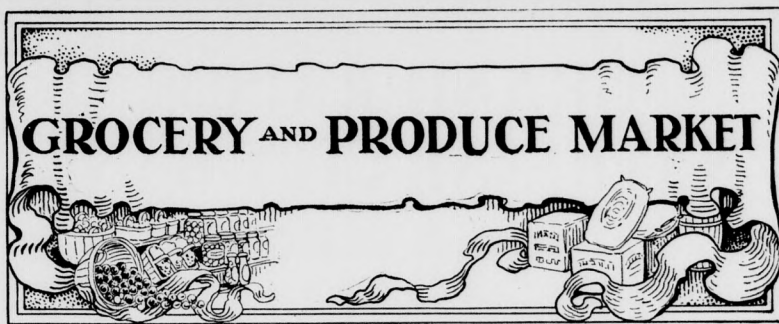
Detroit—The McConnell Shoe Co. has been organized with an authorized capital stock of \$12,000, of which \$7,400 has been subscribed, \$317.72 being paid in in cash and \$7,082.28 in property.

Detroit—The Crampton Automatic Pressure Fastener Co. has engaged in business with an authorized capital stock of \$25,000, of which \$19,750 has been subscribed, \$3,000 being paid in in cash and \$16,750 in property.

DeBoer & Dik, of Chicago, importers of Holland goods, who have for some months past conducted a branch in this city, have filed a voluntary petition in bankruptcy.

George Wagner is about to commence business in the automobile tire and vulcanizing line and will operate as the Central Vulcanizing Co.

Geo. E. Shaw, the Wealthy street grocer, is ill with rheumatism and is trying the mineral springs at Benton Harbor for relief.



Review of the Grand Rapids Produce Market.

Apples—The market is strong. Greenings and Baldwins have advanced to \$5@6 per bbl. Northern Spys and Jonathans, \$6@6.25.

Bananas—Have advanced to \$3 per 100 lbs. or \$1.50@2 per bunch.

Butter—The consumptive demand has been very light, and the receipts are about normal for the season. The market is steady and unchanged, and the quality of butter arriving is fully up to the season's standard. Stocks in storage are reported large and the market is more or less unsettled, although without prospects of any marked change. The reduction of the duty from 6c to 2½c per lb. is bringing in large importations of creamery from Australia, New Zealand, Denmark and Siberia, which is forcing the price of butter down in the Eastern markets and causing a glutted condition which indicates a great slump in the near future. Local dealers are holding fancy creamery at 27c in tubs and 28c in cartons, which is about the same as the price ruling in New York and Boston. 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; \$2.25 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—Local dealers are paying 28c this week, although prices in the East have declined 6@8c per dozen. Since the removal of the duty on eggs, Chinese eggs—large in size and fine in quality—are being offered in the Coast cities at 17½c a doz. With the importation which will reach Michigan markets as soon as Canadian connections can be made, it is very evident that the era of high egg prices is a thing of the past.

Grape Fruit—The market has declined to \$4.75 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 declined to \$3.75 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—\$1.50 for red and yellow and \$2 for white; Spanish, \$1.75 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 bu. hampers, \$1.10.

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

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

The Grocery Market.

Sugar—The market is unchanged from a week ago. All of the Eastern refiners are offering granulated at 4c, f. o. b. New York, except American, whose price is 4.05c. When all is said and done, refined sugar is cheap and while some circles feel that under the stress of competition temporarily lower quotations may be made, 4c will look low this spring. The country has been going along on a hand-to-mouth basis, as the distributor makes too small a profit to warrant taking a chance, and is no longer guaranteed against decline by the refiner. Yet, it is suggested that the the wholesale grocers and manufacturers are running too close on supplies and with invisible stocks the lowest in years may pay the penalty later on in the inability of refiners to make quick delivery. This self-same thing occurred last spring, following the waiting policy of the distributors, who, when the urgent demand put in an appearance, forced up prices sharply.

Tea—The market has changed into one of activity. Higher grades of Japans are completely out of first hands and are being eagerly sought, the deficit of first crop teas being now very apparent. Ceylons and Indias are active and arrivals are plenty. Congous are bringing good prices, with strong demand from London. Formosas continue firm. On account of

the present scarcity of first crop leaf Japans, a strong advance in this year's teas is expected. Native merchants in Japan claim that so large a portion of early crop teas were exported to this country that they have not sufficient for their own requirements.

Coffee—Leading interests seem content to let the market take its course pending the psychological moment when light primary receipts or some other influence facilitates manipulation. There is no gainsaying that the arrivals at Rio and Santos have been disappointing, 11,551,000 bags, comparing with 9,706,000 last year and 10,402,000 in 1912. And the visible supply failed to decrease in keeping with expectations, so that no danger of scarcity exists, providing the next crop is not short. Of course coffee is 5c a pound cheaper than in 1913, and seems to have reached a point where it offers resistance to pressure. Brazil financial conditions are none too favorable, but the Sao Paulo government has secured a loan to help out the planter and prevent sacrifice selling of coffee with a detrimental effect on prices. Consumption keeps up well, although some roasters complain of collections, and are not pushing matters for this reason. Their stocks of coffee are larger than a year ago, but at the same time the tendency is still to let Brazil carry the load.

Canned Fruits—Gallon apples are getting more attention. Recent business was done at \$2.60 factory, but the market is stronger now and \$2.65 f. o. b. seems to be an inside price. California fruits, being in small compass on the Coast and with jobbers showing no desire to sell except to their regular trade, are firm, although the demand at present is comparatively light. Southern and Western fruits of all descriptions are in limited supply and firm, although without important demand.

Canned Vegetables—Now that the annual convention, the big event of the year, is ended and buyers and sellers are settling down to business for the spring campaign, a decidedly better feeling prevails, largely because of the free interchange of views between the producers and distributors during the past week in Baltimore. Everybody is looking forward with confidence for the opening spring season, but no one is brash enough to expect any big things of it. They all agree that the opportunity for good trade was never so good and hope for more profitable prices, but beyond that they do not go in their prognostications. The tomato situation is pronounced good, but a big advance in prices between now and the next packing season is not expected. It is generally conceded by large buyers and held to be a certain proposition by packers that, based on cost of production, carrying charged and everything else that goes to make a basis of values, good standard tomatoes should be bringing more money than they are to-day, but everything depends upon the consuming demand and that is not as good as it should be, considering the low prices that have prevailed on this product in com-

parison with the cost of other food-stuffs. Cheap corn is going into consumption and desirable stock is cleaning up, but, while the market has a firmer undertone than during the fall months, no appreciable improvement in prices is to be noted. It is, however, more difficult to buy desirable goods at a concession from inside prices than it was a few weeks ago. The principal Maine corn canners having made an opening price of 1914 pack of 97½c f. o. b. Portland, are now waiting for the jobbers to come to them. So far the latter have shown little disposition to cover their requirements, but this from some accounts is due chiefly to the fact they are relying upon the packing promise to maintain prices, as well as quality, and consequently are in no hurry to provide for their season's requirements. In peas the market is quiet on both spots and futures, with prices well maintained. String beans, although inactive, are firm, and in other lines a steady feeling prevails.

Canned Fish—There is a strong but quiet market for salmon of all descriptions. Coast advices state that stocks of red Alaska are closely cleaned up and that the available supply of sockeyes is light. Pinks are steady and are not freely offered for shipment from the Coast. Chums are in small supply in producing centers. Columbia River chinooks are scarce and firm. Sardines, imported and domestic, are in limited stock and held firmly up to the quotations, although demand is chiefly on the hand-to-mouth order. Advices from New Orleans point to an early and good pack of shrimp as to size and quality.

Dried Fruits—Prunes show no change in price and moderate demand. Peaches and apricots quiet and unchanged. Raisins are still sluggish at prices that show no change. Currants and other dried fruits dull.

Syrups and Molasses—Can syrup is unchanged. Compound syrup is seasonably active at unchanged prices. Sugar syrup quiet at ruling figures. Molasses moderately wanted and unchanged.

Starch—Best bulk has declined 5c; Best package has advanced 5c; Muzzy bulk has advanced 5c.

Cheese—The consumptive demand is about normal for the season, and no relief from present high prices can be looked for before spring.

Provisions—The general provision list has shown a decidedly irregular tendency during the week owing to the somewhat erratic movement of hogs. Sentiment, however, is not particularly favorable to the long side owing to the bearish showing of stocks, especially lard, stocks of new increasing almost 35,000 tierces as compared with a month ago, but of old there was a decrease of about 11,000 tierces. This steady accumulation of supplies was regarded as against any material upturn for the time being, especially with a slow shipping demand.

It would be cheaper to give a customer the goods he wants than to let him walk out with a frown against the store.



The reaction in prices on the New York Stock Exchange is precisely what our own financial community had been looking for, as a natural sequel to the prolonged and rapid advance which had preceded it. But the disposition at the same time is to believe that forces are now in operation which should ultimately make for further distinct improvement in the market. Grand Rapids does not imagine that the stock market has as yet discounted all the possibilities of the future.

There are some indications, that the public is again coming into the market. The low rates for money make it profitable for people in control of capital to turn it into securities. Moreover, the change of sentiment, which has resulted from the non-occurrence of those numerous formidable things which were predicted for last year, both here and abroad, has created far greater confidence in the future of our own country's institutions, and the earning power of its industries.

There is also a widespread disposition to place a less unfavorable interpretation on Congressional activities, than was the case a few months ago. It has become, so to speak, unpopular to argue that the country can not have prosperity under a Democratic Administration. That would amount to insisting that the recent revival in financial markets had no reasonable basis and no prospect of continuance; and insistence on such view of the situation does not make conversation which appeals to the financial mood of the hour. More than this, the recognized favorable outcome of the Currency legislation, the lack of disastrous results, so far, of the tariff legislation, and the disposition the Government has shown to co-operate with business interests and to work out, in friendly spirit, a solution of the problems with which both are beset, have led to the impression that, after all, the party in power is unlikely to do anything injurious to the business interests.

All this has led people to lay less stress than formerly on the ultra-radical outgivings of certain Congressmen and Government officials. Those utterances are still an exceedingly unpleasant reflection of some aspects of the public temper. They may indicate what considerable factions in Congress would like to do in the way of agitation, if they could. But the quite general disposition now is, to regard such suggestions and proposals without concern, so long as they do not get the endorsement of the President. There are certainly

many of them which are not getting it.

Two more hearings involving the settlement of affairs of the defunct E. Jossman State Bank at Clarkston are to be held in the Circuit Court at Pontiac, February 19. Edgar Bros., stock and produce buyers of Clarkston, say they presented a draft for \$648.72 at the Jossman Bank, Aug. 26, and took in return a certificate of deposit. The bank examiners were then at the Bank, and the next morning the Bank closed. They ask that the court return amount. George F. Cross, Waterford, says that on August 18 he drew a check for \$339.16, payable to the Lehigh Valley Coal Company. The check was returned after the Bank closed, and was protested, and he had to pay the firm the amount of the check, although he had \$1,340 in the commercial department of the Bank at the time. He asks the court to offset the amount of the check on two notes, which he owes the Bank.

The First National Bank of Hillsdale is this week celebrating the fiftieth anniversary of its organization. For half a century the Bank has done business in the identical location in which it first opened its doors. Not one of the original organizers is living today. William Waldron was the first President and James B. Baldy the first Cashier, and there were no other officers. Frank M. Stewart, the present President, began work in the Bank at the age of 16, and before he was 29 was elected President, which position he has creditably held for forty-five years.

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 1½% 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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

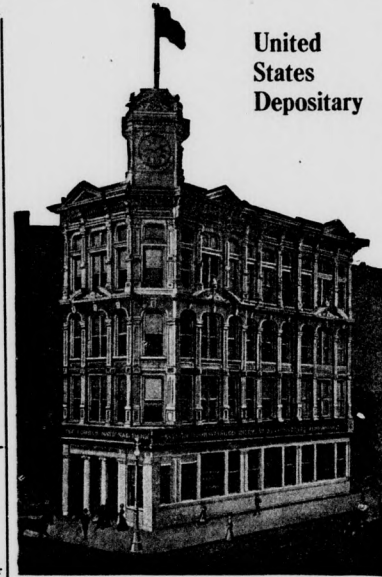
Savings Deposits

3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

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



United States Depository

Commercial Deposits

3½

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

The Old National Bank

GRAND RAPIDS, MICH.

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

John B. Hubert, the new Cashier at the First National Bank of Eaton Rapids, was born on a farm near Parma, where his parents still reside. He commenced his banking career some twelve years ago, and has had experience in large city banks as well as those of the small country village. When the State Bank was organized at Stockbridge, nearly six years ago, he was made its Cashier, the institution being capitalized at \$20,000. Under his efficient management the total profits of the Bank have been nearly \$27,000, and the concern now has total resources of nearly \$236,000. The Stockbridge people naturally were sorry to lose so valuable a man, but the future in Eaton Rapids looked so much more promising for Mr. Hubert and his family that he decided to make the change.

Quotations on Local Stocks and Bonds. Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	353	357
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Pfd.	76½	77½
Am. Public Utilities, Com.	51½	53
Cities Service Co., Com.	97	99
Cities Service Co., Pfd.	74½	76½
Citizens Telephone Co.	77	79
Comw'th Pr. Ry. & Lt., Com.	57½	58
Comw'th Pr. Ry. & Lt., Pfd.	78½	79½
Comw'th 6% 5 year bond	97	98½
Pacific Gas & Elec. Co., Com.	44½	45½
Tennessee Ry. Lt. & Pr., Com.	15	16
Tennessee Ry. Lt. & Pr., Pfd.	68	70
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	

Success does not happen. It is not the result of luck. It comes only with plenty of hard work, and there is no short cut.

You Kickers.

You pessimists who always have a kick to register—who always think someone is putting something over on you—who think because you've never won success yourself that every man who does must do it through drag—must learn that the most successful business houses nowadays do not promote their men through drag or pull or anything on earth but plain ability to get results. The battle is too hot in every line of business for any foolish favoritism. If you can really get results for the house you're working for—if you can do things that no other man has done before you—you stand ten times as good a chance for big success as the Boss' son or the Boss' nephew or anybody else connected with him. Nine times out of ten the trouble lies with you, not with the house you're with. Your mental eyes are poor. You don't see straight, and every time you hear of anyone's success you credit it to drag instead of work.

A Severe Cure.

Tommy's mother had made him a present of a toy shovel, and sent him out in the garden to play with his baby brother.

"Take care of baby, now," said the mother; "and don't let anything hurt him."

Presently screams of anguish from baby sent the distracted parent flying to the garden.

"For goodness' sake, Tommy, what has happened to the baby?" said she, trying to soothe the wailing infant.

"There was a naughty fly biting him on the top of his head, and I killed it with a shovel," was the proud reply.

A store looks no better to a customer than the man looks who is waiting on that customer.

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.

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.

OFFICERS.

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

DIRECTORS.

- Willard Barnhart.
- Darwin D. Cody.
- E. Golden Filer.
- Wm. H. Gay.
- F. A. Gorham.
- Thomas Hefferan.
- Thomas Hume.
- Muskegon, Mich.
- Henry Idema.
- Wm. Judson.
- James D. Lacey.
- Edward Lowe.
- W. W. Mitchell.
- R. E. Olds.
- Lansing, Mich.
- J. Boyd Pantlind.
- William Savidge.
- Spring Lake, Mich.
- Wm. Alden Smith.
- Dudley E. Waters.
- T. Stewart White.
- Lewis H. Withey.
- James R. Wylie.

3% Every Six Months

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

\$100.00 BONDS--6% A YEAR

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

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

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

Deposits
7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

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



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.**Subscription Price.**

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

Five dollars for six years, payable in advance.

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

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

February 11, 1914.

TWO TRADITIONS.

The birthday of Washington has been honored by general observance for more than a century; it is only within the last two decades that Lincoln's birthday has assumed anything like a co-ordinate place in the National thought. The two anniversaries coming so near together makes a comparison between the place held in the hearts of their countrymen by these two foremost Americans inevitable; and it is undeniable that, whether Washington has or has not held his own majestic eminence in the present generation, Lincoln's rank as an embodiment of popular ideals and as an object of National homage is to-day vastly higher than it was when a quarter-century, instead of a half-century, separated us from the time of his labors and his martyrdom. One circumstance, however, is common to the two. Neither in the case of the Father of his Country, nor in that of the man who steered it through the time of its supreme danger and guided it in the extirpation of the blot of slavery, is the haze of legend or the partiality of patriotism necessary to account for the tribute of reverence which we pay to their names. The greatness of Washington and the greatness of Lincoln are established, with equal security, in the facts of their lives and character as weighed by historians and publicists who are free from our National bias and judge them by the standards of world history.

But around the figure of a National hero there is sure to arise a cloud of legend and myth. Perhaps this is a necessary part of the process by which he becomes permanently set apart from the lesser personages of the country's history, and through which his name acquires the force of a symbol of patriotic aspiration and noble endeavor. However this may be, along with the good in it there is undeniable harm; and especially there is injury ultimately to the reality of the very fame which it is the first effect of this idealizing process, to enhance. For along with the idealizing there is sure to come, sooner or later, a devitalizing of the hero. Few if any persons are now living who can remember the time when the name of Washington was

going through the stages which, in the past decade or two, we have been witnessing in the case of Lincoln; but very many of us can remember the time when it came to be realized that Washington had become, in the minds of the multitude, little more than a "plaster saint." Shrewd-minded schoolboys were given to sagely suspecting that there wasn't much to Washington after all, and that we simply had to stand together as good Americans and call him a very great man because he was the head of the Continental army and the first President of the country, and was highly respectable in his personal qualities. After a generation or two of conventional idolization of Washington, there came a time during which the paradox was presented that those who had really studied the history of his time recognized his title to the highest eminence, while many who knew little or nothing about it suspected that the Washington tradition was almost wholly a myth.

The myth-building in the case of Lincoln takes, to be sure, a quite different form. The Lincoln myth that is now making concerns not so much his personality as his intellect and his purposes. He is represented as a prophet from whose inspiration we may derive the solution of all our present-day problems. "The democracy of Abraham Lincoln's Gettysburg speech applied in municipal affairs" is prescribed as the magic solvent of the problem of city government; and on an adjoining page of the same prominent periodical in which this occurs we find that "the industrial evolutionist" merely "agrees with Abraham Lincoln that 'as the Author of man makes every individual with one head and one pair of hands, it was probably intended that heads and hands should co-operate as friends, and that each particular head should direct and control that pair of hands.'" That Lincoln in his Gettysburg speech was thinking solely of the preservation of the great republic which for three-quarters of a century had represented to the world the cause of democracy, that in speaking of the control of one man's hands by another man's head he was (as we assume in the absence of context) protesting against chattel slavery, makes no difference to these myth-makers. They are bent on finding in him a vision and a purpose of which no trace is to be found in his words or acts; a process which bids fair to transform the most genuine and most human of men into a shimmering vision of unearthly wisdom in whose reality nobody will believe.

"We are doing just what Lincoln would do if he were living" has become a familiar catchword in these latter days. But nobody says "we are doing just what Washington would do." For this many reasons may be assigned. Lincoln lived nearer to our own time. Lincoln was a man of the people, while Washington was a landed gentleman. Lincoln was of a genial and sympathetic nature, while Washington was cold and reserved. There is something in all

this. But perhaps most important of all is the fact that Lincoln's connection with the emancipation of the slaves lends itself to an indefinite amount of emotional exploitation, and this is a time of emotional exploitation. If we look facts squarely in the face, however—if, instead of setting up a fictitious Lincoln or wrenching his words into fantastic meanings, we examine his acts and his words as in very truth they were—we shall find that the name of Lincoln lends no more countenance to emotional agitation in the name of a vague humanitarianism than does the name of Washington himself. Different as were the two men, in native disposition as well as in education and environment, they were alike in their sense of solemn responsibility as custodians of the cause of a nation of sober and law-abiding freemen. Not even Washington ever showed more firmness than did Lincoln in pursuing, amid all the tumult and clamor of the great war, that steady course dictated by his conception of his duty under the Constitution. Of our two foremost men, neither was a soaring genius, and neither was the prophet of a new morality or a new sociology; both did supreme service to their country and to the world by performing with consummate sagacity and with unstinted devotion the plain duties of leadership and government.

THE FORD FALLACY.

It would be invidious to attribute any but the highest of motives to the action of Henry Ford, of Detroit, in placing the wages of his employes upon a basis far above the prevailing rate. That such action will be the cause of a great deal of general discontent among workmen less favored is obvious. Also, it will be seized upon as an argument by the unions to prove the ability of employers generally to pay high wages. The plan has a strong paternalistic flavor in that Mr. Ford, in return for what amounts to more or less of a gift, assumes the right to regulate his employes in certain respects. This feature alone will, doubtless, mean a great deal of future criticism and embarrassment for Mr. Ford. It has already caused much dissatisfaction among the employes of the factory, who naturally resent the espionage of inspectors and detectives whose business it is to ascertain what use the workmen are making of the extra money that comes to them twice a month without any pretense of its being actually earned.

Detroit was chosen as the home of the automobile industry largely because it was an open-shop town. Mr. Ford's establishment has always been open-shop. Had he been a member of a closed-shop union and conformed to its policies and teachings, he would have been a workman still, and thousands of other workmen would have lost the benefit of his genius. Had his shop been under the control and domination of a closed-shop union, with its restriction of output and opposition to labor-saving devices, the Ford company would not

in all likelihood have had any great amount of profits to divide with its workmen. The difference in the degree of success achieved by Mr. Ford from that of other employers during the time he paid the regular-going wage is due not to his workmen, but to his own greater genius for organization and to his inventive faculty. If any one thing can be held to be fully demonstrated, it is that the doctrine that labor produces all wealth is a colossal fallacy. Labor, misdirected, destroys wealth. Labor, indifferently directed, can barely produce enough to sustain life. The brain and the hands are mutually dependent upon each other, but the creative process begins in the brain.

The recent action of Mr. Ford has precipitated a vigorous campaign by the various unions to unionize the automobile factories of Detroit and convert them from open shop to closed shop institutions. In the event of the unions accomplishing this purpose they will sound the death knell of the automobile industry of Detroit. No ordinary institution can thrive under the closed shop rule. It has been tried hundreds of times and has invariably resulted in disaster. Unionism and success do not work together, any more than oil and water will mix. Detroit is now face to face with the greatest menace which ever threatened her supremacy as a manufacturing market.

When the great value and reliability of canned foods are appreciated no one can tell how great the industry may become. On the three great staples alone—peas, corn and tomatoes—it has reached almost a billion cans a year, and is furnishing machinery men, capitalized at \$150,000,000 all the work they can perform to supply the labor-saving appliances by which the work of the home kitchen has been eliminated. And all this, or most of it, to supply but a small portion of the American public. When the whole public shall have awakened to the reliability of the can the demand will be many times this great aggregate.

The Traverse City Record-Eagle published an excellent editorial last week on the subject of Helping Industries. Directly above the editorial it published the union label, which is the emblem of industrial tyranny, demoralization and destruction and the rallying cry of the union striker, rioter, incendiary and assassin. One of the best ways of retarding the growth and progress of a city is keeping the union label in the foreground, thus giving encouragement and support to the demons of anarchy and unrest.

The Fresno Chamber of Commerce has decided to again conduct a Raisin Day advertising campaign, to culminate on April 30. For the first time since the Raisin Day campaigns were started, five years ago, no one will be solicited for funds. The Chamber of Commerce will co-operate with the California Associated Raisin Co. in this work.

WORK UP WALL PAPER TRADE

Those who are able to hire the hanging done usually need no incentive toward frequent renewal of paper. Yet in the vast majority of homes there is a call for strict economy at every step. The walls are often among the things which are passed by, even though the dwellers are in a measure aware of the sanitary needs of renewal. The cost of hanging the paper must be reckoned as just about what the paper itself costs. Then there is the trouble of having the house disrobed for days or even weeks because the professionals are rushed at this season. Altogether, a can of cleaner or a loaf of dry bread is rubbed over the dingy walls and they are made to do another season.

It is to help this class that the dealer should set his wits to work. With a little extra thought and care, the trade may be surprisingly increased, to the delight of all concerned. Look over your old stock and mark it down so that it must sell. It is better to have it on the walls of some one who prefers clean paper, even if it is of last year's patterns, than to have it growing more and more antiquated in some corner of your store-room. Then there are the new papers in cheaper grades, some of them of exquisite beauty. Give the handy housewife a few suggestions in regard to paper hanging and she will speedily pick up the knack herself. Her mother used to paper, but the ceiling proposition has deterred her from the trial. Show her how the trick is done. Some rainy day the "gude mon" will help her out, with this part or at least furnish the long boards necessary for a platform. Then two women with deft fingers may help each other and do the work easily and well unless the rooms are very large. Just convince them of this, be ready with suggestions for the various needs, and wall paper will sell in any community. Give some of the leading rules for selection, as that striped patterns increase the seeming height of walls; red, yellow, and the golden hues suggest warmth, while blue, green and gray are cool colors to be avoided in sunless rooms. Study into the various phases of the subject, and then be cordial in advising to the best of your ability.

Christmas time is a golden opportunity for making friends. The bright smile, the cheery greeting, the warm handclasp, all of these radiate good will and stir the responsive feeling to action.

When you find a man who thinks it does not pay him to advertise, you find a man who probably thinks right because he doesn't know enough about advertising to do it properly.

The greater the personal following of a salesman, the more people who like particularly to do business with him, the more likelihood of an increase in wages.

Co-operation with your trade paper will pay as well as almost any form of co-operation. Help the paper to make good and it will help you to make good.

"Michigan's Leading Insurance Company"

FORTY-SIXTH ANNUAL STATEMENT
OF THE OLD

**MICHIGAN MUTUAL LIFE
INSURANCE COMPANY
OF DETROIT**

Michigan Mutual Life Building 150 Jefferson Avenue
For the Year Ending December 31st, 1913

ASSETS

Cash on deposit in banks	\$ 229,547.81
First mortgage loans on real estate	9,524,674.97
Real Estate, including Home Office building	104,350.00
Loans to policy holders secured by reserves	1,708,872.28
Bonds, cash value	25,000.00
Loans on collateral	2,500.00
Interest and rents due and accrued	155,693.23
Net outstanding and deferred premiums secured by reserves	128,375.49
	\$11,879,013.78

LIABILITIES.

Reserve fund (computed by the Michigan Insurance Dept.)	\$10,685,867.19
Premiums, interest and rents paid in advance	35,954.60
Installment policy claims not yet due	57,838.99
All other policy claims	65,681.05
Reserved for taxes and other items payable in 1914	26,956.89
Other liabilities	2,748.09
Surplus fund	1,003,966.97
	\$11,879,013.78

Insurance written and paid for in Michigan during 1913	3,863,592.84
Total amount of insurance in force December 31, 1913	53,422,431.19

During the year 1913 the Company	
Paid death claims amounting to	637,097.16
Paid to living policy holders	859,348.80
Total amount paid to policy holders in one year	1,496,445.96
Total amount paid to policy holders since the organization of the Company	23,355,023.21
Total amount paid to policy holders since organization plus the amount now held for their benefit	34,040,890.40

A record of actual results which speaks for itself.

Attention is invited to the **high character of the assets of the Michigan Mutual, which is unsurpassed by any Insurance Company in the United States.**

All the policies written by the Michigan Mutual are approved by the **Commissioner of Insurance of Michigan**; all its policies contain the Standard Provisions required by the laws of the States in which it operates, and all the obligations of its policy contracts are **guaranteed and secured by carefully invested assets of over \$11,850,000.00, including a surplus fund of over \$1,000,000.00.**

The definite policy contracts issued by this Company appeal to all who are looking for absolute protection and investment in life insurance at the lowest rates permitted by the **standard and legalized tables of mortality.**

The Michigan Mutual Has Some Lucrative Field Positions Open for Men of Integrity and Ability

- O. R. LOOKER..... President
- A. F. MOORE..... Secretary
- T. F. GIDDINGS..... Supt. Agents
- WM. B. MARSHUTZ..... Supervisor of Agencies for Michigan

H. Z. WARD, Gen'l Agent, Michigan Trust Bldg., Grand Rapids, Mich.

THE MEAT MARKET

Matter of Method With the Meat Dealer.

Robert Workman had conducted the Palace Meat Market in our village for many years. He was the first butcher visible on that section of the map, and he had grown venerable in his honorable calling. The Palace Meat Market never lived up to its name. The building it occupied was a low, rakish affair, with a false front and a wooden awning. The windows were grimy and the plaster on the walls was old and discolored.

Mr. Workman spent much of his time under the wooden awning, in a rustic chair, discussing the living issues of the day with passers by. When a customer arrived, or when the telephone jangled, he toiled into his palace, and when he had taken the order he toiled out again, and resumed his discourse where he had left off. Everybody liked Mr. Workman, and called him "Uncle Bob." Most of the villagers bought his fresh and salt meats, and fish in their season, and had no complaints to make.

One day I found him under his awning, and, after discussing the iniquitous failure of the party in power to revise the tariff, either downward or horizontally, I said:

"I understand you're going to have opposition, Uncle Bob. The vacant building across the street has been leased by a young man who has decided to locate here and grow up with the country. And they say he's going to show us some new frills in the meat business."

"Let him come and show us," replied Mr. Workman, with good natured scorn. "I've had plenty of business rivals in my time. They come and they go. Several of them had new ideas of modern methods and all that sort of thing, and where are they now? Your Uncle Bob may be a stick-in-the-mud, as some people hint, but he does the business. People know they can get good meat and honest weight when they come here, and that's what they want at a market. When they want frills they go to a millinery store. Let them come with their new wrinkles. They come and they go."

Ten days later the market was opened. The windows had been whitewashed since the building was leased, to conceal the operations in progress inside, and when the "grand opening" occurred everybody stopped to look and was duly rewarded. Nobody in the village had ever seen anything like it. The room was snow white. Everything but the door was

like a snowbank in Spitzbergen, and the floor was covered with linoleum instead of the time honored sawdust. The counter was white, the block was white. The young proprietor stood ready for business attired in snowy duck. The whole effect suggested coolness and immaculate cleanliness.

Business opened with a rush. Most of the meat eaten that day came from the Arctic Meat Market, as the new place was called. And the delivery of the meat made a great hit. There was a new white cart, hauled by a beautiful white pony. The whole rig had been imported from somewhere. The delivery boy wore a pretty white uniform with cap to match.

Uncle Bob sat under his awning and drew a whiff from his pipe, and a scornful laugh laughed he. His delivery wagon was standing at the curb. It was an old shakily buggy, with a box nailed on behind, to hold the packages of meat. It was attached to the sad-eyed buckskin horse with spring knees. The youth who conducted this chariot was fixing the harness. He was a particularly greasy young man, with blue overalls held up by one suspender, and a black shirt. He smoked a pipe as he worked at the harness, and the sight of the snow white equipage across the street amused him greatly.

"That man is springing his new frills with a vengeance," said Uncle Bob. "But he'll go like the rest of them. They come and they go. For a few days he'll do the business, and then people will come back to Uncle Bob, who has been selling meat on this town site ever since the year of the big wind. Old Dog Tray is a good old dog."

"I'm glad you feel so confident," I ventured, "but that young man across the street is making a hit. If I were in your place I'd be worried some."

"He'll make a hit for a few days, as I said, but people will soon tire of this gingerbread business. If a man gets a good roast he doesn't care whether it is delivered in a wheelbarrow or a circus chariot. If he gets a fine piece of veal or pork, he doesn't care whether the delivery boy wears a plug hat or a tam o'shanter. I have a reputation for selling the fine meats, and I don't need to dress like a girl graduate to hold my trade."

I was out of town for a week, and when I returned Uncle Bob wore a clouded brow as he held down his rustic chair. He refused to express an opinion touching the fortification

of the Panama canal. He pulled away at his pipe and didn't seem to realize that it was out. He kept glancing uneasily across the street, where the uniformed boy was loading the white cart with packages of meat.

His good nature had departed. He was even bitter when he spoke.

"The people seem to have gone crazy over that faker across there," he growled. "I didn't think he'd last this long, but he's cutting into my trade like everything. But he can't last long. They come and they go, these smart fellows, with their modern notions. The people are bound to come back to the old reliable Uncle Bob, when they realize that they're paying for all that funny business."

"Why not clean up your shop and take a brace yourself?" I enquired, but Uncle Bob merely grunted in disgust, and muttered something about having been selling meat the year of the grasshoppers.

And then, one fine evening, two months later, I saw Uncle Bob as he was locking up his shop. Having locked it he shook his fist at the white establishment across the street.

"I'm done with the meat business," he said, harshly. "This shop will not be opened again. I have a bit of a farm out of town and I'm going there to spend my old age. The people of this town are traitors. I've served them faithfully ever since the red Indians were driven out, and they turn from me in my old age to patronize such a play actor as the fellow across the street."

He shook his fist again, in futile wrath, and a tear streaked down his rough cheek, perhaps the first that had made a channel there since his youth. He was a pathetic, almost tragic, figure, as he stood there in the gathering dusk.

And his little tragedy is being enacted, on a larger or smaller scale, all over this country every day.

The man who won't move with the crowd must drop out or be run over.—Walt Mason in Butler Way.

Relative Shortage of Meat Animals

The United States Department of Agriculture has issued an estimate, based upon information received from the field and state agents and correspondents, to the effect that there is a relative shortage of approximately 18,259,000 head of meat animals in the United States to preserve the ratio between the number of such animals and population existing at the time of the 1910 census. In other words, estimating the population in 1914 at 98,646,000 it is found that in order to maintain the ratio of meat animals known to have existed in 1910 we should require more of these animals than now exist by 8,536,000 head of cattle, 6,509,000 head of sheep and 3,214,000 head of swine. There appears to have been an actual decrease of food animals since 1910 of 7,305,000 head, while the estimated value shows a total increase of some \$395,487,000 because of the higher prices, farm values having increased from \$19.07 to \$31.13 per head for beef cattle and from

\$9.17 to \$10.40 for swine while sheep have fallen in average farm value from \$4.12 to \$4.04.

These striking figures give ample reason for the advance in meat prices and also for the greater demand for poultry and eggs at any given price level in comparison with conditions prevailing only a few years ago. They show the apparent necessity of opening our ports to the free importation of the world's productions; yet, in this connection there arises the interesting consideration that if, as is indicated by the Government statement, the production of meat animals is not profitable, even at the generally rising prices of the past few years, it would seem that to force a lower level, to an equality with the world's markets, will still further discourage production and make us more and more dependent upon importations, until such time as improvements and economies of distribution can be made to carry back to producers a larger proportion of the retail prices, or until a general decline in the cost of production, or in the profits arising from other departments of agriculture make prevailing prices relatively more profitable.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 9—Grand Rapids Council, No. 131, met in regular session last Saturday night and transacted much important business, including the reports of committees. The topic that seemed of supreme importance was the report of the Committee on Hotels and Transportation for the meeting of the Grand Council at Saginaw and the discussion of the same. The report of the Committee was approved and the Council voted to go by way of the Grand Trunk. Those who were initiated into the mysteries of the order were as follows: Albert A. Frey, Rindge, Kalmbach, Logie Co.; Gerrit Oosting, Corn Products Refining Co., New York; Norris Wilbur Osborn, Barclay, Ayers & Bertsch; Chas. Nuttall, Crowley Bros., Detroit; Justus William Shinn, National Biscuit Co.; Norman D. Mathewson, Villas Bros., Chicago; John Byron Wells, Reynolds Roofing Co.; Darwin Henry Smead, Thos. D. Murphy Co., Red Oak, Iowa; William Guy Waters, Toledo Plate Window Glass Co. By transfer: C. W. Hall, Auto City Council, No. 305; Phillip F. Crowley, Traverse City Council, No. 361. About 100 were in attendance, all officers being present excepting Cliff Herrick and Harry McCall.

Ira F. Gordon is spending the week in Sturgeon Bay, Wis., in the interest of F. E. Myers & Bro., Ashland, Ohio, who manufacture a complete line of power spray pumps. We'll wager Ira will leave some machinery up there that will give those coddling moths and squash bugs something to think about.

We read with appreciative interest the eulogistic remarks made in Detroit Detonations about the Grand Rapids traveling men and thank the writer for them, but we do not agree with the article as a whole. We cannot look upon the matter as "amusing," not even remarkable. We believe there are no better qualified men in the city of Grand Rapids to put on such a show than Grand Rapids Council, No. 131, nor do we believe it is any more the place of the Grand Rapids Association of Commerce to shoulder the burden than it is the traveling men's. It is true, as the writer states, that the Association of Commerce is organized to make a greater Grand Rapids, to further its

interests in every way, but that does not imply that they expect to have a monopoly on the business. The traveling men are banded together, or should be, for the same purpose and should not shirk their duty. The writer speaks of the traveling men being "obliged to use the precious little time at their disposal" to boom their exposition and seems to infer that the members of the Association of Commerce have plenty of time on their hands seven days in the week. It is a question whether the average business man—member of the Association of Commerce—has any more time on his hands than the traveling man. It is the busy man we always look to to get a job performed, not the man of leisure who has plenty of time to fish, hunt and travel. The modern traveling man is as much of a business man as the banker, merchant or farmer, is as much a factor in the city in which he lives as they are and has as much of a duty to perform in the political, civic and religious life of his city as they have. We suggest that Sunny Jim get into the band wagon and relegate to the realms of oblivion the antiquated idea that the traveling man is not a factor in business circles and is not qualified to lead in the affairs of his city. The members of the Association of Commerce are amply qualified to put on this exposition, but why shoulder all the burden onto them? In assuming the initiative in this gigantic undertaking, the Grand Rapids traveling men are proving themselves worthy of the high words of praise so kindly afforded them by Brother Goldstein.

H. B. Wilcox tells the following little anecdote: While calling on one of his customers last week who carries a small stock of groceries on the side, Mr. Wilcox was asked to attend store while the owner went to supper. While the doctor was gone, a little urchin came into the store with seven eggs in a basket which she sold for 29 cents per dozen, stating that she wanted "two sticks of black jack, and ma wants the rest in 33 cent coffee." When the doctor returned from supper, Mr. Wilcox was still trying to figure out how much coffee he ought to give her.

Jesse Lyons Martin, son of John Martin, and Miss Ada Mae Bowen, daughter of Mr. and Mrs. John E. Bowen, 510 Fuller avenue, southeast, will be united in marriage at Grace church, Grand Rapids, Wednesday morning, February 18, at 9:30 a. m. Both these young people are well and favorably known in Grand Rapids, having lived here nearly all their lives. They have been in each other's society since childhood, attended school together and both graduated from the high school in the same class. Jesse has a fine position as traveling representative for Northern Illinois for the Hershey Chocolate Co., Hershey, Pa. A legion of Grand Rapids friends will wish them success and happiness.

Will the Grand Rapids Evening Press and Father Schmidt please explain why they went so far out of their way to slam the traveling fraternity by stating that reports from Milwaukee show that vice conditions are necessary to attract traveling men and conventions to their city? The citizens of Grand Rapids and the Moral Efficiency Commission have a right to expect broader views on this momentous question. It is facts they want, not slams.

Tom Hogan, who is a prosperous and good natured grocery merchant of Elk Rapids, was a Grand Rapids visitor last week. Everybody knows Tom and when he comes to Grand Rapids we are there with the glad hand.

It must be a terrible affliction to be so absorbed in one's business that he dreams about it and no one realizes this more than does Chas. Nuthall, who dreamed one night last week that he wanted to see a customer and

couldn't wait for the train. As he was ambling down the track he thought he heard the locomotive whistle just behind him. When he awoke he found himself on the floor, about three feet from the foot of the bed. What he thought was the whistle proved to be the 6 o'clock telephone call and, in trying to get out of the way of the engine he had jumped over the foot board across a rocking chair, but, so far as we have reports, he sustained no serious injuries.

W. E. Mellinger and wife are visiting their daughter in Chicago. Mr. Mellinger will incidentally visit his boss, too.

Our idea of a bore is one who insists on telling the other fellow how to play his hand in a game of cards.

For some time past it has been a topic of common discussion among the boys as to why Chas. F. Auferle had taken on a traveling companion and the preponderance of opinion was that business looked so good that Charley found it necessary to have an assistant to pack and unpack his samples. But on closer investigation it was discovered that he had the Herold-Bertsch Shoe Co.'s new salesman, Wm. Wallace, in tow and was inculcating into him a few of the principles of shoe salesmanship and how he should go about it to convince those natives in Southeastern Michigan that the Herold-Bertsch shoes are some shoes. Here's wishing you success, Mr. Wallace and we hope to see you wearing the crescent soon.

We are pleased to announce that the railroad eating house at Baldwin, conducted by Mr. and Mrs. Halderman, is conforming strictly with the provisions of the new hotel laws, serves good meals, has clean beds and is now worthy of the patronage of the traveling public.

Bro. Mersen, who for some time has represented the Herold-Bertsch Shoe Co., has resigned to open a moving picture theater in Marshall. When in his town make him a call. He is a good scout.

"What's in a name?" is a question that has been discussed pro and con from time immemorial, but when a man can hold up a train while he drives eleven miles across country by signing a telegram "Harwood" (Harwood is the name of a traveling auditor of the P. M. Railroad) it would take something more than juvenile argumentation to convince us that there is nothing in a name.

Mrs. J. Albert Keane and little son, Robert, are visiting Mrs. Keane's mother in Chicago this week. Robert says he likes to visit grandma. We understand Mrs. Keane's big boy, Albert, expects to join them over Sunday.

P. J. Behan, Petoskey Council, No. 235, was a visitor of Grand Rapids Council last Saturday night. Mr. Behan is with the National Biscuit Co. and covers the territory north of Traverse City.

Mr. Propert, who for several years was manager and buyer for the R. G. Peters Salt & Lumber Co., East Lake, has recently accepted a position as manager of the grocery department of Ira M. Smith, Grand Rapids. Mr. Wallace, who assisted Mr. Propert for several years, has accepted a position as traveling representative for the Herold-Bertsch Shoe Co. He will cover Southeastern Michigan, taking the territory formerly covered by Bro. Mersen, resigned.

It is quite evident from the attitude of Grand Rapids Council last Saturday night that it does not propose to allow card playing in the Council or ante room. John Hondorp read the law and Art. Borden executed it.

Cass Iden, making a specialty of Bush hats, has finished his season's work and is now loafing and waiting for the "bushes" to come forth in the spring. He says he doesn't believe green will be the prevailing color for spring either.

We received a communication from a U. C. T. brother, in which he gives us a list of hotels using roller towels and requests that we publish it. For the information of our readers, we wish to state once more that it is useless to publish such hotels, as the law does not forbid them using the roller towel, but states that they must have for the public use individual textile towels every hour in the day. If the above gentlemen and others will kindly send us the names of hotels not providing individual textile towels we will gladly publish them, but it would be useless to give the names of those using roller towels.

One of the finest little hotels in the State is the Millington House, Millington, under the able management of George Gidley. Here the boys will get one of the best meals served anywhere, good clean beds and courteous treatment. The latter costs nothing, but is left out by many landlords. We heartily recommend this hotel to all the boys who travel that part of the State.

The parlors of Herald hall were opened up to the U. C. T. ladies last Saturday night and they played 500 while their husbands were in the Council room trying to save their country. Mrs. Arthur Borden won first prize, Mrs. R. J. Ellwanger second and Mrs. Charles Auferle consolation.

The Hotel Lee, of Buchanan, has recently been sold to W. C. Buchanan and Ashley Smith, of Benton Harbor, both old cafe proprietors. Mr. Buchanan will have charge of the office, Mr. Smith will preside over the bar and Kitty More will manage the cigar and candy counter. The new proprietors assure us that they will keep up the high standard of efficiency maintained by Mrs. Stutske, the retiring owner.

Can anyone tell us how much it cost Glen Finch to get that write-up in the Tradesman?—A. Reeder.

If planting a napkin will produce a table cloth, will planting Glen Finch produce a rubber plant?

Teacher: "Mr. Finch, spell rubber."

Mr. Finch: "H-o-o-d."

The Allen Hotel, Ann Arbor, has made some extensive improvements, among which is the installation of several bath rooms with showers annexed and the refurnishing of many rooms with new furniture. As might be expected, the furniture was purchased in Grand Rapids, much of it from the Sligh Furniture Co.

Jerry Congdon, the genial, jovial and good natured druggist of Pentwater, recently purchased three muscovy ducks and added them to his menagerie. As they appeared to be lonesome he borrowed two chickens of a neighbor and placed them in with the ducks. Imagine his chagrin and surprise when, on visiting his pets, he found the ducks had killed one of the chickens and was after the other one. Jerry promptly settled for the chickens and vowed those confounded ducks might die of lonesomeness before he would give them any more company.

Mrs. Berthe Muench, formerly associated with Mrs. Stutske in the management of the Hotel Lee, at Buchanan, was recently married to Gottlieb Thum, of Chicago. They are spending their honeymoon in Florida, where they have gone for the winter. Upon their return they will spend the summer in Europe, taking Mrs. Muench's daughter, Charlotte, with them. The latter will remain in Germany a year, where she will complete her studies in music.

The U. C. T. ladies 500 club met last week at the home of Mrs. Arthur Borden, 730 Prince street. Mrs. F. Eugene Scott won first prize, Mrs. R. J. Ellwanger second and Mrs. C. W. Hall, consolation. The next meeting will be a colonial party, in honor of George Washington's birthday and will be held at the home of Mrs. R. A.

Waite, 104 Quigley boulevard, Thursday, Feb. 19.

The many friends of A. E. Attwood will be pleased to learn that he is rapidly improving from his recent illness and is able to be out again.

Sometime ago Albert Smith purchased the Hotel Burke, at Water-vliet, but, on account of sickness, he has up to this time been unable to look after it as he would like to. We understand he is well now and back on the job, where he will be glad to see the boys at any time. He is conforming with all the hotel regulations, serves good meals, is a jovial good fellow and merits your patronage.

A large number gave in their checks for membership to the order of the Bagmen of Bagdad at the meeting Saturday night. Only a few more checks and the charter is assured.

The Wigton Hotel, at Hart, seems to be individual towel proof. We have given them due and timely warning through the columns of this journal and now we think we better "sic" Jim Hammell onto them.

Chas. T. Mason, Henry avenue, started last Monday for a seven weeks' trip, going as far East as Quebec. He sells gas fixtures and gas stoves for the Geo. M. Clark Co., Chicago.

Guy Morgan, for several years with the Foster Hardware Co., of Mt. Pleasant, has moved to Grand Rapids and will represent the Delamater Hardware Co., of Detroit in this territory.

When Frank Siebel (National Biscuit Co.) wants an honest-to-goodness regular bone fide steak of the rare variety, he hies himself to Grand Rapids. Another thing for which Grand Rapids is famous.

We are sorry to report that Mrs. Julia A. De Graff, mother of Fred De Graff who for the past few weeks has been in ill health, is not improving but, on the contrary, is slowly failing.

J. H. King, Jackson Council, No. 57, was a visitor Saturday night.

After all, we are not sure but Guy Pfander has the best philosophy. He doesn't visit us very often but when he does he makes us twice glad.

Grand Treasurer Hydorn listens pretty good to us.

When the major leagues return a player to the minors to be seasoned, we presume they want him to get more pepper.

What those rum players told Art. Borden last Saturday night would not rank as classic literature.

Only ten days more before the next regular U. C. T. dancing party at Herald hall, Feb. 21.

Eternal vigilance is the price of not getting roasted.

Send us in your news items. We appreciate it whether you do or not. "Grand Rapids knows how."

Allen F. Rockwell.

Quick Cure.

"How annoying! My wife is always ailing. The hard work fatigues her."

"My wife also was always ill, but now she enjoys the best of health."

"How did you cure her?"

"I told her that I would give her so much a month for her dresses and her doctor. Since then she is quite well."

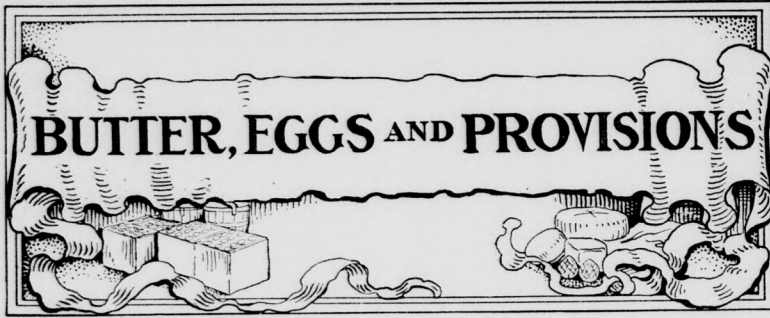
OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

Make Out Your Bills THE EASIEST WAY

Save Time and Errors.
Send for Samples and Circular—Free.
Barlow Bros. Grand Rapids, Mich.



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.

Duck Eggs Should Be Pushed by Dealers.

During the last three years, I have made many enquiries of New York commission men concerning the market's attitude toward Indian Runner eggs. A very large proportion of the dealers have hinted, or more than hinted, at a prejudice against all duck eggs, which keeps the price down and renders them a drug on the market during a part of the year. Yet the situation is anomalous in that during the Lenten season, and especially at Easter, prices may be double or more than double those of hens' eggs.

An infinite number of questioning "Whys" has at length brought the gist of the reasons to this; that in summer and later, duck eggs either come almost wholly from the South or are credited with so doing, and are rated as weak, even before examination; that in the later spring season the green duck growers throw so many eggs tested from the machine (incubators) into the market that all duck eggs are rated by them.

I speak especially in the interests of the producers of Indian Runner duck eggs, many of whom want to sell to New York markets. These now number many thousands, and would number many thousands more in the briefest period, if they were assured of a steady market at a fair price.

The statement that duck eggs will not keep is not borne out by the facts, at least in the case of the Runner eggs. A man told me last spring that he had placed them in storage with hens' eggs, keeping them for eight months, with the best of results.

I personally made three special test shipments during the hottest period of 1913. In all these, the eggs were held during the gathering, a period of up to nearly a month, in a kitchen on the hottest side of the house, where the sun beat with mid-summer fierceness. In the first case, the eggs were not turned; in the others, they were turned once or twice. In every case they brought the highest market price for fresh gathered "firsts."

The Runner egg is the best table egg ever known. Let no one assume that this is the mere say-so of interested producers. The Cumberland White-Egg Indian Runner Club,

through one of its Directors, in 1913, furnished Runner eggs for two tests by the State of Texas. In the first, hundreds of University students and other residents from all over the State watched Miss Rich, a prominent home economics lecturer, test these eggs by several ways of cooking. They were pronounced better in flavor than hens' eggs. Miss Rich admitted later that she began the test with a prejudice against all ducks' eggs.

Some time later, J. S. Abbott, the State Food Commissioner, analyzed the Runner eggs and furnished the signed analysis to the Cumberland Club. This analysis shows the Runner eggs actually the best table eggs in the world. They are richer, better balanced; they contain a larger proportion of food elements and a lesser proportion of water than hens' eggs. As a U. S. collaborating chemist is connected with the Food Commissioner's office, whose name appears on the official paper carrying this analysis, the report has every mark of highest official character and approval.

In view of the universal cry against the pressure of the increased cost of living, it seems to me that it is a part of the "day's work" of all in any way concerned to see that a good market is nursed for this important new and high quality food product. The Runner eggs are of infinitely greater importance to American markets than the foreign eggs now coming. They are not only of far better quality, and far larger, but a good market for them would help our own products, instead of taking money out of the country. Commission merchants have said to me: "We can't make the market!" But they surely can help, rather than to hinder. The interests of merchants and producers are one in this. C. D. Valentine.

Refrigeration Saves Waste.

Cold storage does not necessarily mean complicated machinery for producing cold—it may mean only a good ice box. Adequate refrigerating facilities depend on the requirements of the goods and the length of time to be stored. A good cool cellar may answer very nicely for storing vegetables for a few days or weeks, but eggs if stored for several months require a temperature below the freezing point and a pure and dry atmosphere. Between these extremes are many situations where ice in a good refrigerator will fill the requirements.

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

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.

Cold Storage of Apples

Since holding apples in cold storage has come to be such an important factor in the marketing of this fruit, all apple growers should be interested in two bulletins on the subject from the experiment station at Ames, Iowa.

Some of the conclusions to which their experiments lead may be summarized briefly as follows:

Only well grown, well colored and mature (that is, hard ripe) apples may be expected to keep the best in cold storage. Apples as just described should be gotten into storage with the least possible delay after picking. If allowed to "sweat" in piles in the orchard before barreling, scald and poor keeping qualities are apt to develop.

Where fruit has been picked before mature a short delay before storing was found to be an advantage, providing the weather remains cold. Such treatment assists the ripening process and so puts the apples more nearly in the condition of being hard ripe.

Fruit wrapped with paper was found to keep longer than that not wrapped, but the kind of package was found to have little or no influence on keeping qualities.

Contrary to the Geneva, New York, experience, apples from sod orchards were found to keep as well in storage as those from trees grown under cultivation.

Extra large apples were found not to keep nearly so well as those of the same variety which are more nearly normal size. For instance, a box of Rome Beauties containing 111 apples showed 82.8 per cent. in good condition on May 27, while a box of 74 apples of this variety contained only 46 per cent. in good condition on the same date.

It has long been known that fruit with broken skin does not keep well and in addition these experiments emphasize the fact that fruit russeted by spray, limb bruises, or other causes wither quicker than do those with unblemished skins.

Tests were also made in keeping apples in cold storage for the first month or two after picking, then removing them to cellars. At the time of the removal the cellar temperature can be regulated and the results were found to be about the same as continuous cold storage.

The tests made with frosted apples will be new to most people. A severe freeze occurred in Iowa on Oct. 12-13, 1909, which froze many apples on the trees. These apples were thought to be practically worthless. But when picked and placed in cold storage the frozen apples were found to compare favorably in keeping qualities and other respects with apples from the same trees that were picked before the freeze. These favorable results are accounted for by the fact that the weather following the freeze remained cool so that the apples thawed out gradually and at a low temperature on the trees.

Experiments were then conducted in the freezing of apples in storage.

As a result of a number of tests it was found that apples frozen in storage at a temperature of 24 degrees will not be injured if allowed to thaw out gradually at a temperature of from 29 to 31 degrees. These results indicated that moderate freezing in cold storage need not lead to disastrous results and that even loss of apples frozen on the trees may sometimes be avoided.

W. Padlock

Cold Storage a Husky Infant.

Charles Tellier, the French Engineer who died recently in Paris, is said to be the first man to apply modern methods of refrigeration to the storage of perishable food products. This serves to show us that the science of cold storage as at present applied, is comparatively new and the development of same has been all within one man's lifetime.

At the present time cold storage is unquestionably an absolute necessity for the storage and preservation not only of food products, but of other materials and products which are injured or deteriorated by comparatively high temperatures. In former years fruits especially were subject to great loss because of refrigerated space. The producer, therefore, did not secure a just return for his effort, and the consumer was only supplied during the natural harvesting period.

Cold storage has changed the conditions of marketing so that the rotations of seasons have comparatively little effect on supplies available to the consumer, and besides the price is held at a comparatively uniform point, higher during periods of production and lower during periods of scarcity. Cold storage resulting in thus equalizing the supply and in giving the producer better prices for his products, and at the same time lowering the average price to the consumer, has certainly been a valuable advantage to the people at large. The agitation against cold storage which has taken place recently is from a misapprehension, and is only temporary, and the industry will arise from its persecution stronger than before

Qualified.

The Girl—The man I marry must be brave and brainy.

The Man—I think I can claim to be both.

The Girl—I'll admit you are brave for you saved my life when our boat upset the other day. But that wasn't brainy.

The Man—Oh, yes, it was. I upset the boat on purpose.



The Flavor Sells It
Mapleine

is differently delicious and supplies a much felt want.
Order from
Louis Hilfer Co.
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

IMPORTANT Retail Grocers



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

Baker's Cocoa and Chocolate

with the trade-mark on the packages.

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

MADE ONLY BY

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

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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.

SERVICE

SERVICE means filling orders for our customers the day they are received, in a manner that will deliver the goods to the customer in the Best Possible Condition, and with the Least Possible Delay. We give service.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers



First Glimpses at Spring Clothing Fashions.

Although it is a bit early to make a complete review of the exclusive fashions for spring and summer, the Florida season has given us some indications of what may be expected. The crowd that is sporting itself at Miami and Palm Beach is of the sort that patronizes the best tailors and haberdashers. Not in all cases can they get a complete assortment of the new things for the coming seasons, however, because some of these are just arriving from London and Paris. At the same time their preferences may well serve as a guide and very rarely does it happen that any radical departure from the early tendencies occurs in the height of the season to upset calculations. One thing is positive, that the accessories for spring and summer, especially shirts, cravats and half hose, will be more vivid in color than we have seen for a decade.

It has been a mooted question whether or not we were to have in suitings another season of decided browns

and greens. Undoubtedly there will be a wide choice of these colors in popular-priced goods and for the multitude they constitute "the mode." It is certain, however, that the newest and finest fabrics will not contain any noteworthy proportion of solid brown and solid green. Instead, where browns and greens appear, they will be subordinate to blue and grey. Plain blues and plain greys look now to be the most likely things for the man who is particular and must at all costs avoid the commonplace.

For the spring and summer seasons we may expect an increased vogue for the "different trousers" suit. Thus far it has gained acceptance only with the patrons of the expensive tailors, but that fact in itself is assurance that it is a coming fashion. The more it is talked of among men who give careful attention to matters of clothes, the more it appeals, and the idea is being commended on all sides as one that is worthy of the heartiest support. I am told that in some quarters there will be a disposition to frown upon this

change. The only motive in such an attitude that has been frankly stated is the narrowly selfish one, namely, the belief that it would curtail the consumption of clothing. It is figured that a man would buy two pairs of trousers with his dark jacket and that he would thereby get as much use as if he bought two separate suits.

At first glance that line of reasoning seems to be sound. However, it is based upon the theory that men would be averse to more frequent changes in fashion than now occur. And that theory is not only wrong, but it is directly contrary to the interests of the trade. It has been the absence of innovation more than anything else that has been responsible for men's sticking to what they have, instead of passing it up for something newer. Viewed from this angle the "different trousers" suit would compel buying on a large scale and the thing to do is not to set the plan aside for fear of the future but to adopt it enthusiastically and bring out something else equally worthy in good time. There can be no question that this combination suit is more acceptable for spring and summer than for autumn and winter wear, and the merchant who does not take it up now will doubtless be compelled to follow in the wake of others later on.

The winter season has again shown how well defined is the line between popular and exclusive fashions. For example, for the vigorous outdoor sports such as skating, tobogganing and skiing, it has been noticed that while the ma-

majority of men were partial to the Mackinaw and the coat sweater, the discerning few have worn the woolen waistcoat under a Norfolk jacket with knickerbockers and leggins, and in severe weather have added the woolen reefer with colored border effect and the woolen cap. It will readily be appreciated that the latter scheme is the more suited to these pastimes because of the greater freedom of movement which it allows. Also it permits of obtaining a pleasing color harmony in the woolen accessories as, for instance, wearing with a browish Norfolk such accessories as cap, reefer, waistcoat and leggins of light ground with green border.

It is such differences as these which prove beyond doubt that fashion is not at odds with comfort. In fact, except in the formal evening scheme, which requires a certain degree of dignity and starchiness that is universally acceptable, our most exclusive fashions are all sane and sensible. They take no recognition of the freakish fads so frequently exploited, but endorse only such things as would commend themselves to men of taste and judgment—in a word, to substantial business men.

Among the new things that have been shown in Gotham town during January there appeared a new trend that is likely to assert itself very strongly. It is what I might describe as a combination treatment, whereby two entirely different ideas are employed in connection with the same article. For example, some of the shirtings have all-over ground patterns that, of themselves,



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

show sufficient color to suit most anyone. But on these fabrics appear small embroidered figures, detached, so that the original effect is intensified. Then in cravats there are luxurious silks in the wide-end four-in-hand shape with narrow bias stripes of velvet in contrasting shades. Again in shirts for evening wear there are bosoms tucked both ways, horizontally and vertically.

In this idea there are endless possibilities. What variety may be obtained merely by combination of weaves and stitches has been shown very decidedly in connection with knit and crochet cravats during the past year. When it comes to using different surface treatments together with different weaves and stitches and different colors in a single accessory, we shall obtain results not dreamed of heretofore. Only recently I saw a crochet cravat with bias stripes effected by a difference in the stitch, and at intervals there were small embroidered spots running bias like a broken stripe.

The fad for the use of black embroidery has extended from evening wear to day wear. It is smart to have black embroidery on tan cape gloves and also on chamois gloves. Some of the latter also have black stitching. I have told before of the black embroidery on mocha and reindeer gloves and on suede and light kid gloves for evening wear.

A little change in usage respecting shoes is interesting. A year or two ago it was accepted as established that buttoned shoes were formal and lace shoes informal. Now the laced patent leather shoe is endorsed for wear with both the cutaway and the swallowtail. We have also witnessed a decided vogue for shoes with colored uppers, this applying to tan and black calf as well as to patent leathers. If we are to choose between colored cloth uppers and colored spats I am sure we will favor the former as being less clumsy in looks and less suggestive of affectation, despite the contrary view held abroad—Haberdasher.

Knew What He Wanted to Say.

The advantages of education are so numerous and so evident that they do not have to be proved. Occasionally, however, there are disadvantages as well.

The daughter had just returned from finishing school.

"That air," remarked her father, as they were sitting together in the dining-room.

"Father, dear," interrupted the girl, "its vulgar to say 'that air.' You should say, 'That something there,' or preferably, just 'that.'"

"Well, this ear—" commenced her father.

"No," his daughter interrupted again. "That's just as vulgar. You must avoid such expressions as 'This 'ere'—"

"Look here, my girl," said her father, "I'm going to say exactly what I mean. That air is bad for this ear of mine, and I'm going to shut the window."

A thorn in the bush is worth two in the hand.

Why Do Not Merchants Secure This Trade?

Written for the Tradesman.

Following the usual custom the Juniors of a certain high school will some time next spring give a banquet to the Senior class. Soon after the opening of school they began to raise money for a banquet fund. As their predecessors did they did also. They took up the Larkin plan of raising money.

Each junior was furnished with a printed "Price List of Larkin Products." From their own families and from friends they solicited orders for goods. When the orders are all in (no definite amount required) one-half the money is sent to the Larkin for the goods and the other half is turned into the class fund. A premium is also obtained depending upon the amount of the order. The prices paid for goods run from the same as asked by home merchants up to twice or more than twice those prices. Following are some of the Larkin prices:

Ammonia, 1 pt.	\$.15
Ball Blue, box	10
Powdered Borax, 1 lb.	15
Washing Compound	15
Castile Soap, 3 cakes	30
Clover Soap, 3 cakes	30
All Teas, 1/2 lb.	35
All Teas, 1 lb.	60
Ground Cinnamon, 1/4 lb.	20
Ground Cloves, 1/4 lb.	15
Baking Powder, 1/2 lb.	25
Flavoring Extracts, 2 oz.	25
Pork and Beans, can	15
Sweet Chocolate, 1/4 lb.	12
Unsweetened Chocolate, 1/2 lb.	30
Shred Coconut, 1/2 lb.	18
Macaroni, 1 lb.	15
Sago, 1 lb.	12
Soda, 1 lb.	10
Tapioca, 1 lb.	12
Perfumes, 1 oz.	50
Toilet Waters, 4 oz.	50
Cold Cream, 1 oz.	15
Dental Cream	20
Talcum Powder	15
Arnica, 4 oz.	25
Camphor, 4 oz.	30
Petroleum Jelly, tube	15
Castor Oil, 4 oz.	25
Rochelle Salt, 1/2 lb.	30
Ready Mixed Paint, 1 qt.	55
Ready Mixed Paints, 1 gal.	2.00
Floor Paints, 1 qt.	50
Floor Paints, 1 gal.	1.65
Varnishes, pint	45
Varnishes, qt.	75
Screw Driver	25
Gas Mantles	15
Hair Brush	50
Clothes Brush	50
Nail Brush	25
Tooth Brush	25
Nail Clip	25
Dressing Comb	25
Fine Comb	15
Hand Mirror	1.00
Nail Scissors	75
Razor Strop	1.00
Side Combs, pair	50
Linen Hdks, 2	50
Men's Hose Garters, pr.	25
Ladies Hose supporters	50
Shoe Laces, 2 pr.	10
Men's Suspenders	50
Brass Pins, 1 paper	10
White Cotton Tape, Roll	10
Silver Thimble	40

White Lawn Apron	50
Women's Percale and Chambry	1.60
House Dresses	1.60
Ladies' Hose, 2 pr.	50
Huck Towels, 2	50
Pencil Tablets	10
Writing Tablets	25
Ink, 1 bottle	10
Mucilage, 1 bottle	10
Box Paper and Envelopes	25
Library Paste, tube	10

We wonder how many places in the State this plan of raising money is or has been used, and we wonder why the local merchants do not offer classes and societies such inducements to buy at home as would entirely do away with such schemes.

Give the boys and girls 10 to 25 per cent. for taking orders for goods and put the prices down so that the Larkin prices would look outrageously high.

Two or more merchants might combine and cover the whole range of goods. A little study would enable them to work out the details. Do it to show good will to the school or society whether any profit is made on sales or not. Keeping future trade at home will fully recompense. Teach reciprocity. Let the students learn that they are under obligations to the taxpayers. No outside business house will help them raise a banquet fund without making a good profit on goods purchased of it.

E. E. Whitney.

Mr. Williams Has the Wrong Angle.

South Haven, Feb. 9—My attention being frequently called to the write-up of your representative, Mr. Rockwell, in your valuable publication, the Tradesman of Feb. 4, I beg to compliment through its columns the success of Mrs. Larson, of the hotel at Grand Junction, as proprietress. As to the complimentary remarks (nit) of the Johnston, I beg to state that no one of my guests asking for an individual towel has ever been refused and the sheets used are long enough to properly cover the mattresses. This is the first complaint ever called to my notice of them. If you ask the salesmen selling paper towels if they like them, the answer is invariably no, but they get by the law. Now, if my friend Rockwell was running the Johnston when everyone, whether guests of the house or not, was using the lavatory—and in summer more people that are not guests than those who are, have access to it—and some of these free access customers would carry away anything that was not too heavy, my friend Rockwell would think differently. However, I would like to enquire of him if any proprietor during his sojourn to and from South Haven has ever given him a better hotel than I have? If so, well done, good and faithful servant, reap thy rewards. A. D. Williams.

As the above letter came in after Mr. Rockwell's regular letter was in

type, the Tradesman is disposed to answer Mr. Williams by stating that having individual towels on hand when they are called for does not comply with the law. Neither do paper towels comply with the law. The law distinctly prescribes individual textile towels and if the transient trade of the house is so unreliable as to appropriate them to its own use, this can be overcome by having the towels attached to a ring or wire in such a way that they cannot be removed from the room.

A friend indeed is one who will listen to your troubles.

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.

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



"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.



Are You Following Up the Goods You Sell?

Written for the Tradesman.

Mr. Dry Goods Merchant, when an article is carried out of your store and you have the money for it safely locked in your cash register, do you regard the incident as closed and feel that you need take no further thought of the matter? If so you are not employing all the means of business building that easily are at your disposal.

You have made certain representations regarding the article sold and regarding most other articles that you carry. This by means of your newspaper advertising, circular letters, printed wrapping paper and notion envelopes, and whatever other methods you use to get your name and your goods before the public, as well as by the statements you and your employes make to customers across the counter.

Now do you, unless a customer comes in and makes such a howl that you are obliged to give it attention for at least a few minutes, make any effort to know whether or not your goods are coming up to these representations? Have you a definite and consistent working plan for finding out whether your wares are making good with your patrons? If you expect to close out your business within the next ninety days, these questions may not have any particular interest for you; but if you are working not only for present profits but for future results, they should claim at least a fair share of your attention.

One of the ways of "following up your goods" is by your own observation. With a good memory and a sharp eye a merchant is well equipped to judge for himself as to the ready-made outer garments he sells, and to some extent of piece dress goods, silks trimmings, etc.

To as great an extent as possible a far-sighted proprietor will supplement his own observations by those of his employes. The larger the store and the larger the town or city in which it is located, the more necessary is it to divide this part of the work. However, in any store, large or small, all salespersons should be encouraged to report their observations regarding any goods that have gone out. Each employe doing this should be made to feel that he or she is adding substantially to the store's fund of valuable knowledge.

Another means which is especially available to the small town storekeeper is getting the opinion and experience of fair-minded and reasonable

customers as to the goods they have bought. Judgment needs to be exercised as to whom to consult in this way, for of course some would take advantage of the opportunity to find fault for no adequate cause. But there are those who will give you their opinion with perfect candor, and their view in regard to any given line may be of great service to you in determining whether to push it or to close it.

Still another way to find out whether or not any kind of goods is giving satisfaction, is to keep close tab on complaints; that is, on complaints that unmistakably indicate defects or undesirable characteristics in goods that have been sold.

Now store complaints may be divided into three great classes. These will be found to include practically all kicks that are registered.

There is the complaint of the chronic grumbler—the customer who never is satisfied with anything, who never gets anywhere near enough for her money. For her, all goods fade, or gives out too soon, or in some way fail to come up to her expectations. Contradictory as the statement may appear, the grumbling customer never is happy unless she is complaining. There is no satisfying her, and quite likely no such thing as holding her patronage steadily and continuously. She is very apt to go from place to place with her shopping and is known everywhere by her complaints and dissatisfactions. She may leave you next week but you may be sure she will be back after a time—very likely as soon as you care to see her. There is no particular use in worrying or even becoming annoyed or out of temper over the complaints of the chronic grumbler. Get along with her as well as you can, and as soon as possible after she makes her lament, forget it.

Except in special instances where you feel that even the chronic grumbler has genuine cause for dissatisfaction, it is not best to waste either energy or money trying to make things right with her. You never can succeed in doing it, allowing her to be the judge.

By the way, while the majority of dry goods shopping is done by the fair sex and therefore the feminine form of the pronoun is used in referring to the patrons of a store, let it be said in fairness that the chronic grumbler is by no means in every case a woman.

Another of the three great classes of store complaints is the put-up complaint, the one that is in great part fraud and made for the purpose of working you. This class includes

cases where garments are worn, sometimes for a considerable time, and then found to be unsatisfactory; cases where articles are misused and a rebate or a new article demanded because of the failure to wear well; and all sorts of cases where an adjustment is asked for on some trumped-up pretext.

Certainly a merchant is under no moral obligation to make any concessions in such cases. If anything is done it is of course purely as a matter of policy; whether a sound or an unsound policy is an unsettled question and may vary somewhat with circumstances.

The other class of store complaints—and this is the only one we need to regard in this connection—is the honest complaint of the fair-minded

customer who has bought something that does not prove to be as represented nor as she had a perfect right to expect it would be from the price paid.

When you have one of this class of complaints, it is time to sit up and take notice. When you have two or three or several of this kind regarding any one line of goods, it is fairly safe to conclude that that line is lacking in merit or is not adapted to your trade, and will not prove a satisfaction-giver and a trade-winner.

One reason why any complaint from a reliable person should receive attention and very thoughtful consideration, is because you never hear nearly all the cases of honest dissatisfaction. Probably only a small percentage of the things that

Underwear Fabrics

We carry a complete line of White Goods for Ladies' and Children's under garments and night gowns such as:

Nainsooks Longcloths
Cambrics Muslins Lawns
Batistes Crepes Ripplettes
Flaxons

These various White Goods run from 27 inches to 45 inches in width and retail from 10c to 50c per yard. 🌸 🌸 🌸 🌸



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

drop to pieces prematurely or are otherwise unsatisfactory ever are made the subject of formal complaint. So many persons hate to be classed as soreheads and kickers that they say nothing even though they have failed to receive anything like value for their money. If five of your good dependable customers tell you that some article is not good, you may safely conclude that several times that number are displeased with it.

Just how to adjust the matter with the complaining person depends upon the special circumstances and the general practice of the store. Just what should be done in any particular case is not pertinent to the subject under consideration. The point to be made here is just this—that every complaint of an honest customer should be taken seriously and investigated carefully, for the reason that it may be regarded as a strong presumptive indication that some line of goods had best be dropped as soon as practicable.

There occasionally is a case of a perfectly valid complaint regarding one article of a line that in ninety-nine cases out of a hundred proves satisfactory. There may be one poor garment in a lot, or one damaged place in an otherwise excellent piece of goods. One swallow doesn't make a summer and no person of judgment will condemn a line that, generally speaking, is giving excellent satisfaction, merely because of a solitary complaint. However, cases of this kind are rare.

Not only keep a sharp ear for trustworthy complaints, which may be termed negative indications, but keep both eyes and ears open for positive indications, that is, for evidences of merit in the goods you are handling.

When a lady comes into your store and asks to see a certain piece of table linen "like Mrs. Ransom (her neighbor) bought here a few weeks ago," it is safe to conclude that Mrs. Ransom's purchase is very satisfactory to her and is attracting some admiration among her acquaintances. Sell one woman a good, stylish, well-fitting corset and a number of her friends are likely to come in and call for the same thing. It is the highest possible commendation for any line of goods, whether it be a certain make of hosiery or underwear or dress gingham or what not, when a customer who has bought that kind once comes back and calls for it again.

Make a mental note of all these evidences of merit. It is a part of your following-up process. And the moral of all this is that the following-up process, intelligently and tactfully yet persistently carried out, will enable you to eliminate from your stock lines that occasion dissatisfaction and cause complaints and to continue lines that bring the ever-to-be-desired "come-backs" and calls for the same things from friends and neighbors. Fabrix.

It's rather difficult for an easy going man to keep people from using him for a door mat.

Some Reminiscences of an Old Time Traveler.

Written for the Tradesman.

"D'ye remember Johnny McIntyre?" one old traveling salesman asked of another.

"Fat Johnny? Johnny who traveled for L. H. Randall & Co. forty-five years ago?"

"That's the feller."

"Surely I do. When I first made his acquaintance, more than fifty years ago, he was in the employ of James Gallup, a druggist, whose store was on Monroe avenue, opposite the Hotel Pantlind. Johnny was a very witty and jolly good fellow—fond of practical jokes, too. One evening, more than forty years ago, I took a seat with him in a train running between Ferrysburg and Muskegon, on the Muskegon & Ferrysburg railroad. The road is now a part of the Pere Marquette system. The fare charged for a trip between the points named was forty cents. Three cent pieces made of nickel were in general circulation at that period. 'Watch me do up the conductor,' Johnny remarked, when that official appeared. Taking four three cent pieces out of a hand full of silver Johnny dropped one at a time into the palm of the conductor, counting 'ten, twenty, thirty, forty' as he proceeded. The conductor dropped the coins into his pocket without counting the pieces and passed on."

"Johnny played tricks upon friends or foe, impartially," the first speaker remarked. "He used to take possession of the hand baggage of a friend and put it in pawn at some hotel bar or saloon for a round of drinks for the crowd usually found in such places. The owner of the baggage would only recover his property by paying the bar bill. The proprietor of a hotel at Fremont had suffered repeatedly on account of Johnny's tricks and resolved to get even with him. One night, after Johnny had registered, leaving his baggage as usual at any convenient spot in the office, he washed himself in the public lavatory, entered the dining room and in due time returned to the office, excavating his teeth with a small stick of wood in the meantime. The stores in Fremont did not close until 9 p. m. at that period of the world's history and Johnny prepared to start his work with the merchants at once. His

sample case, however, was missing. The landlord had not seen it. The clerk suggested that the porte, might have taken it to Johnny's room. The sample case was not to be found in the hotel, however. An hour or two later Johnny entered Doc Smith's liquor palace and learned from the polite barkeeper that the missing sample case had been deposited with the saloon owner to secure the payment of a bar bill amounting to \$2. McIntyre paid the bill uncomplainingly and departed with his property. On the occasion of his next trip to Fremont, McIntyre carried three pieces of baggage instead of two. The case containing his samples he placed in the care of the station keeper at the depot, immediately after his arrival. With the remaining pieces he entered the hotel. After partaking of dinner he learned that one of his pieces of baggage, purposely left in the office of the hotel, had disappeared—the other Johnny had taken to his room. Seemingly he was unconcerned in regard to the missing baggage. He called on the merchants carrying in his hand the sample case he had left at the depot, and after concluding his work on the following day, paid his bill at the hotel and prepared to leave the town.

"Haven't you missed a part of your baggage?" the landlord enquired somewhat anxiously.

"No," Johnny replied.

"I think you will find one of your cases at Doc. Smith's," the landlord explained.

"That cannot be possible," Johnny replied, "I carry only two cases. I have one here and the other is in the baggage room at the station."

"The case the landlord had pawned at Doc. Smith's was very much dilapidated and its contents not worth

ten cents. After paying the bar bill, amounting to \$2.50, the landlord played no more tricks on Johnny." Arthur S. White.

Don't pass your worries on; chloroform them.

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.

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co. 114 E. FULTON ST. Citizens 5570 Opposite Park Bell M 570

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.

Want to Find Small Town Mich., Ohio or Ind.

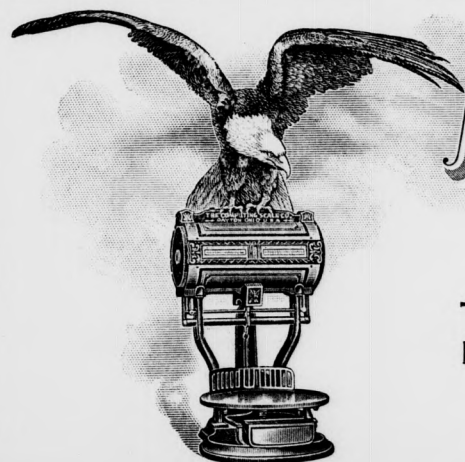
where there is a good opening for an exclusive Men's Clothing store. Send particulars of rent, size store, etc., or would buy a business if it was good. Address A B C office, this paper.

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

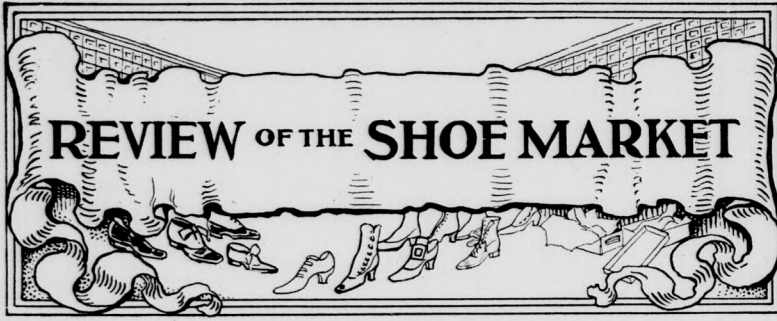


MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.

THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE
165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Why the Shoe Trade Opposes the Lindquist Bill.

Every organization in the shoe trade has gone on record against "pure shoe" legislation. The members of these organizations know more about shoes than the general public or the newspapers do. They have spent their life-time in the making and distribution of shoes. They know to what extent materials other than leather are superior in use, and to what extent other materials are necessary in order to make and retail shoes at certain price levels to meet the necessities of the varied purchasing power of different classes of people. When all of these bodies go on record, neither the public nor ill-informed newspapers should assume that they are animated by any selfish interest, because all of them know that the only permanent success they can achieve must lie in serving the public faithfully and meriting a continued and increased public patronage.

We already have a condition where, with the most economical use of leather and with the largest practical use of other materials to lessen the demand for leather, the price of leather is constantly rising, and so is the price of shoes. If we are to stimulate this tendency as the inspired editorial suggests, by demanding shoes that are cut only from the center of each skin, there will be no limit to the price to which leather will rise and the amount of other materials used must increase enormously or people must go barefooted.

This fact illustrates the absurdity of the position in which a special interest may seek to place the public.

Great Injury to Retailers.

There are, no doubt, shoe manufacturers who would like to have their own name stamped upon every pair of shoes they make, both as an advertising proposition to popularize their shoes and as a means of causing retail dealers to build up the manufacturer's business rather than the retailer's business. It is natural, however, for the shoe retailer, standing as he does in close touch with the consuming public, and being in a sense responsible to the people of his community for the shoes that he furnishes them, to wish to be free to buy with his own money and to sell to his fellow citizens the shoes of any manufacturer that he believes to be the best value and will give best service.

We do not think there are many manufacturers who would wish to have their name on their shoes in connection with a brand indicating that there was a substitute for leather used in the reinforcing of the insole,

known as a "gem" insole, which shoe-makers recognize as a perfectly legitimate product and a decided improvement as a means of making welt insoles better than they could possibly be made if such reinforcements were not used. It is said that there is not a single manufacturer of shoes in the United State engaged in the production of a general line of shoes that does not use large quantities of gem insoles.

Why Substitutes are Used.

The reinforcement of uppers by adhesive fabrics is another common practice and an absolutely indispensable one, for the reason that a fine skin may be light in some portions and require backing to give a uniform appearance of weight. The light portion that is reinforced with an adhesive fabric may look better and wear better throughout the life of the shoe than an unreinforced portion of the same skin that may be heavier but less fine.

Fabrics of all kinds must inevitably play a large part in the making of shoes in the future as leather decreases in number. There are special makes of felt which are regarded very highly as Goodyear insoles, and there are woven fabrics used for McKay insoles that are much stronger than cheap leather McKay insoles.

Shoe experts declare that if the heel of a shoe can only cost a certain amount in the division of allowances made for the total cost of the shoe, and that amount will permit of a choice between an all leather heel of poor quality and a heel composed of leather-board next to the shoe and good solid leather lifts next to the pavement, they will choose the heel of combination leather-board with good solid leather lifts where the wear comes, in preference to a heel of all leather of poor quality. At the Congressional hearing the heel of a shoe sold by a shoe manufacturing concern that favors the Lindquist bill was dissected, showing that the heel was composed of over 40 pieces of inferior leather.

Fiber Outwears Sole Leather.

Fiber counters are guaranteed to outwear the shoes. This guarantee will not extend to any leather counter made. A bucket of water and some counters of leather and of fiber have been a knock-down argument before every legislative committee where this water test has been made. Not long ago a shoe trade writer showed where a saving of eight cents per pair could be made in the stitched-in counter used in a good grade of men's work shoes by substituting fiber for leather, and there

is not a shoe dealer in the United States who will not admit that the eight cents saved in the counter could be spent in improving the quality of the sole or the upper and give the wearer a better value than if the expenditure were uselessly made in a leather counter which would unquestionably give inferior service. Numbers of other illustrations could be given showing the meritorious use of substitutes for leather.

The Stigma of Branding Shoes.

If the Lindquist "pure shoe" bill becomes a National law, it will compel the branding of many shoes as containing materials other than leather in the vamps or soles, insoles or counters. None but the very highest grades of shoes could escape branding, and even many of those would have reinforced uppers or gem insoles, or heels made in part of substitutes. Felt insoles on welts, or fabric insoles on McKays might be best for strength, durability and comfort, but the public wouldn't know it and the dealer would be obliged to overcome the stigma of the brand and educate the public.

At the present time many shoe dealers handle shoes stamped with the names of the manufacturer, but they do this from choice. They are free to buy of other manufacturers and have the shoes stamped with their own names. If the Lindquist bill becomes a law there will be no choice in the matter; but the retail shoe dealer will be obliged to purchase shoes stamped with the manufacturer's name whether he wishes to or not.

Are We Coming to This?

President A. C. McGowan, of Philadelphia, in addressing the annual convention of the National Shoe Retailers' Association, held on January 12, 1914, said on this point: "If the pure shoe bill is passed all the retailers would have to work for the manufacturer, and you men who are in business for yourselves would become ordinary wage earners, because in a very short time all retailers would find that they would be in the control of the manufacturers."

There are shoe dealers to-day who are buying most of their goods from one concern, all the shoes bearing the manufacturer's trade-mark, although in many cases not price stamped. If the Lindquist bill becomes a law, one of two things must happen: Either many of these shoes must be branded as having substitutes, or they must be made of inferior leather; therefore the one line shoe dealer will be obliged either to try to educate his customers and overcome the suspicion against shoes in the line, or he must hand his customers shoes made from inferior leather. The first will be a detriment to the dealer in interfering with his trade, and perhaps a detriment to the customers through their uninformed prejudice; the second will be a detriment to both dealer and customer through inferior quality.

Who is Conducting the Campaign?

Very naturally the question arises. What is the special interest behind the Lindquist bill and similar measures? At the Congressional hearing on the

Lindquist bill, Congressman Lindquist testified that he had no knowledge of the relative merits of leather or substitutes in different kinds or classes of shoes, except what information had been given to him by the Roberts, Johnson & Rand Co., of St. Louis a branch of the International Shoe Co. The Roberts, Johnson & Rand Co. has advertised that it is heartily in favor of the Lindquist bill. We do not say that the International Shoe Co., or Roberts, Johnson & Rand do constitute the interest behind the Lindquist bill, but it is a matter of record that Congressman Lindquist says he got all his information from that company, and that it is the only large shoe manufacturer in the country that favors the measure. We admit that that company or any other has the right to support the Lindquist bill, but what we do take exceptions to, whoever may be responsible for it, is the attempts that are being made to mislead the public by prepared editorial matter furnished through news service bureaus, by which means well intentioned local newspapers are manipulated against the interests of their own people and merchants—Shoe Retailer.

Boomlets From Bay City.

Bay City, Feb. 9—Old Jack Frost has a firm grip upon Bay City residents this morning. The thermometer registered 7 below zero at 5 o'clock, but the usual number of traveling salesmen boarded the early trains out of our city en route to their respective territories.

One of the greatest aids to success is courage and this quality is possessed to a marked degree by the average traveling salesman.

The members of Bay Council, No. 51, are prepared to initiate a large class of candidates next Saturday evening. Watch our Council grow.

The writer, last week in Northern Michigan, met E. B. Braddock and M. C. Empey, Bay City's veteran salesmen. They often travel together, therefore they are known as the inseparables and being the same size, about five feet two by two feet five, they have also been named the Siamese twins. Referring to their size, recalls an item regarding these salesmen in the Bay City Tribune about thirty years ago. It was stated in this item that they were walking together in East Tawas and were met by two husky lumbermen, one of whom said, "Gee, I would like to own that pair." His chum asked, "What would you do with them?" The reply was, "I would wear them as cuff buttons."

R. Phillips has begun another year of hustling for the Hansen Glove Co., Milwaukee. Rob says good gloves are always in demand.

A large number of Michigan salesmen report increased business. This is encouraging news. Keep it up, boys, and you will soon be members of the firms you represent.

F. L. Van Tyle had a hard fight last week to avoid having pneumonia, but Van won. Pub. Com.

The Lunatic's Delusion.

While a Denver physician was inspecting the insane hospital at Pueblo an inmate approached him and asked: "I beg pardon, sir, but have you a piece of toast?"

"No," replied the doctor in surprise, "but I can get you a piece if you want it badly."

"Oh I wish you would. I'm a poached egg and I want to sit down."

Hood Rubbers

are

The Largest Selling Line---
because they are *Acknowledged* by
the *Majority of Merchants* to be the
BEST RUBBERS MADE

HOOD RUBBERS give the *consumer perfect satisfaction* in a day and age when *many so-called good rubbers are being exploited*.

HOOD RUBBERS *fit perfectly*—either for foot or shoe. The “*kick-off*” on the heels give *extra wear where the wear comes*.

The Hood Rubber Co. is the only Rubber Company owning a *special laboratory building*, placed in charge of *graduate scientists* who spend their time in *analyzing rubber* properties, with a *view to making a constantly better and more perfect product*.

HOOD RUBBERS are the **ONLY** rubbers made over *aluminum lasts*. That's why they *fit* and *look* so well.

We are the Largest Rubber Dealers in Michigan.
Service and Quality have placed us in this position.

We save you 5% on rubber bills.

Write to-day.

Grand Rapids Shoe & Rubber Co.

THE MICHIGAN PEOPLE

GRAND RAPIDS

Causing People to Know Shoes.

Written for the Tradesman.

In a recent installment of "The Goldfish," a whimsical, serio-comic serial—purporting to be the autobiography of a wealthy and successful New York City lawyer—now appearing in The Saturday Evening Post, the writer submits himself to a grilling and humiliating test, in which his astonishing ignorance of science, philosophy, literature, history, and even the simple, everyday matters that everybody ought to know, is frankly shown. And the anonymous author of the sketch voluntarily humiliates himself because he regards himself as a typical illustration of modern education, so-called, and the superficiality of culture.

The author of "The Goldfish" arrives at the very sensible conclusion that, in order to give children the right start in the acquisition of knowledge, they should be taught simple and practical things first. For instance girls should be taught not only music and languages but cooking, sewing, household economy and stenography. Their education should enable them to know the relative values of material things, what these things are made of, and how they are put together. He suggests that the boy's education should properly begin with a study of himself.

"I would seat him in a chair by the fire," says the writer, "and begin with his feet. I would enquire what he knew about his shoes—what they are made of, where the substance came from, the cost of its production, the duty on leather, the process of manufacture, the method of transportation of goods, freight rates, retailing, wages, repairs, how shoes were polished—thus would begin, if desired, a new line of enquiry as to the composition of said polish, cost, and so on—comparative durability of hand and machine work, introduction of machines into England and its effect on industrial conditions."

It is interesting to the shoeman to read this exhaustive list of subjects anent shoes and shoemaking, and the fact that the author's phrasing of some of his ideas betrays a lack of intimate knowledge about the shoe industry does not in the least detract from the value of the suggestion. Everybody in the shoe trade—tanners, shoe machinery producers, shoe manufacturers and retail shoe dealers—would be most happy to see the general public manifest greater interest in knowing the facts concerning footwear.

A Case in Point.

The other day a man stepped in a Cincinnati repair shop and handed the "boss" a pair of McKay shoes on a popular last. "Half-sole 'em and fix up the heels."

"All right," said the repair man, "but you understand, of course, the half-sole will have to be nailed on."

"Sure I don't understand it," said the prosperous-looking business man, the owner of the worn McKays, "I wouldn't give a teetotaler's tee for that kind of half-sole! Me for the kind you sew on."

"But, listen neighbor," explained

the repair man, "we like to be accommodating, but honest to goodness, we can't sew half-soles to McKay shoes."

The owner of the shoes wore a puzzled expression.

"McKays?" he said, "d'you mean to tell me those shoes aren't welts?"

"Sure I do," answered the repair man. "Did you think you were buying welts?"

"Well, I don't see why not. I paid four dollars for those shoes."

"I can make a fairly neat job," continued the repair man, "but they'll be nailed on."

"Well, fix 'em the best you can, and sell 'em for what they'll bring," said the customer, "I'm through with 'em. I seem to feel like somebody's put one over on me."

"Don't feel too sore," urged the repair man, "there are lots of nice people who can't tell a McKay from a welt. This isn't a bad shoe of its kind, but it never did start out to be a welt. It's a McKay."

"But the dealer didn't tell me that!" said the customer.

"Guess he took it for granted you knew. They often do, you know." And the repair man grinned.

From what the customer thereupon said about the retailer who sold him the McKays, it was quite impossible to miss the inference that the customer felt sore. To a totally disinterested spectator, it looked very much as if a certain retail shoe dealer had lost a fairly good customer.

Not to put too fine a point on the incident, it does seem as if the salesperson who waited on the man who bought McKay shoes ought to have made it plain that the shoes were McKays. If you say the customer ought to have known the difference between McKays and welts without being told, you are correct in theory; but theories must be intelligently worked in the light of specific conditions. And here was a man who didn't know. The dealer should have caused him to know. Very elementary teaching, to be sure; but important nevertheless. To neglect a matter so trivial and obvious sometimes—as in this case—proves an expensive oversight. The court sustains the customer in his peeve, and finds the retail shoe dealer, erstwhile patronized by said customer, guilty of gross neglect of duty—the duty of causing his customer to know the difference between McKays and welts.

The Retailer's Opportunity.

If it isn't the retail shoe dealer's business to disseminate information about leather, lasts and styles, shoemaking, and all the pertains to the selection, use and care of shoes, then whose duty is it? The retailer gets closer to the real consumers of shoes than the manufacturer; and as for tanners and builders of shoe-making machinery, they are still further removed. Yes, it certainly is up to the retailer.

While this thing of imparting information apropos shoes and shoemaking is, looking at it one way, the retail shoe dealer's duty in another way it is his opportunity. For the more people know about the leather that goes into shoes—and oth-



H
I
G
H
I
N
Q
U
A
L
I
T
Y



L
O
W
I
N
P
R
I
C
E

The Shoe For Every Boy

Boys require good, strong shoes; shoes that will permit their romping anywhere, in any kind of weather. These shoes are MADE RIGHT and help your trade.

RINDGE, KALMBACH, LOGIE COMPANY
Grand Rapids, Mich.

Get all the customers you can
Keep all the customers you get

That means a paying business for you.

Glove Brand Quality

is the kind that makes this possible.

Glove Brand Rubbers Fit
Glove Brand Rubbers Wear
Glove Brand Rubbers Satisfy

Satisfied customers mean repeated profits for you. You cannot afford to risk your prospects on goods of inefficient quality.

Stock Glove Brand Rubbers

Hirth-Krause Company
Grand Rapids, Mich.

er important materials used along with the leather; the more they know of the processes of manufacture, the care of shoes, and all related matters—the more intelligent will they become in their selections. Such knowledge will not cause them to buy fewer shoes, but more shoes, than they are at present buying. And it stands to reason that the possession of this knowledge will make them more tractable—more easily lead from cheaper grades of footwear to the better values. In other words a general campaign of education among shoe-consumers, conducted by the retail dealers who sell such commodities, is an essential feature of the grading-up process, in which we all believe, and to which we are all committed.

Nothing illuminates like light. Information gets attention. Creates interest, and brings on active wants. The biggest single stride ever made by our publicity leaders was taken when it occurred to them to turn away from abstract claims and grandiloquent strains and get down to solid and substantial information. And now the advertiser jumps right in to the body of his story and gives you facts about the thing he wants you to call for at your dealer's store—tells you what it's made of, and why it's made as it is and not otherwise; why it's economical (in the long run), easily and satisfactorily used, dependable, and worth the price asked. The cream off of the richest salesmanship, that's the staple of modern publicity—and what is it, at bottom, but information?

Cause your customers to know shoes, and they'll spend more money with you, and more customers will come to know that you are the man to deal with. Charles L. Garrison.

Three Essentials to Success in Salesmanship.

There never has been a time in the history of salesmanship when so much attention was paid this kind of work. There are correspondence courses, college courses and many books treating on the psychology of salesmanship; many large concerns in the country are employing lecturers to lecture to their employes along these lines. Some who have been long in the service may taboo all that as unworthy, and argue that practice is more potent than theory. We are not going to discuss the relative value of the one against the other, but there is a phase of the profession which we feel deserves mention at least, and that is its growing publicity.

One of the splendid signs of the times is the effort being made to educate the public in consideration of the man or woman behind the counter. To counterbalance this, and to be worthy of it, the salesman should be prepared in every possible way to hold up his end of the line. Therefore I consider our subject a most timely one, and am glad to give some thought as to how the salesman can be most valuable to the customer and the store. I have divided my ideas on this subject under three heads, namely, Knowledge, Judgment and Enthusiasm.

If ever "knowledge is power" it is to the salesman who knows his line, and this is one of the prime essentials in dealing with a customer. A lack of such knowledge reveals itself in a weak uncertainty on the part of the salesman, which has lost many a sale, and if he endeavors to hide it under a bluff he runs a chance of being discovered by a critical public.

Second to a knowledge of his line, a salesman should try to acquire a fund of general information that can be used incidentally. Nothing so impresses a customer as to have a salesman able to converse intelligently on any subject that comes up.

Judgment.

If knowledge is power, then judgment is the right use of that power. We often hear of a salesman who is resourceful, tactful and diplomatic, which really means that he uses good judgment. He uses it in handling his customers and catering to their whims. He does not forget that it is up to him to extract the almighty dollar from them with the least possible pain. He creates a favorable impression by being cheerful, polite, and, above all, having an obliging manner. Antagonism melts before a smile. The old motto of the photographer, "look pleasant, please," has sold many a customer. He encourages his customer to have implicit confidence in him and his goods. To do this he is honorable in his dealings, positive in his statements relative to the goods he is selling. He avoids arguments, if possible, and exercises self-control in meeting the insults of customers, realizing that the ability to do so are a salesman's great assets.

Enthusiasm has accomplished practically all the greatest undertakings of the world. The part it plays between salesman and customer is paramount. It multiplies the salesman's power and raises his ability to the highest point of efficiency. Enthusiasm is the "ginger" of a sale; without it the efforts of the salesman are flat and tasteless, and the customer remains unimpressed. Goods enthusiastically presented are half sold.

If we are enthusiastic in our work and over our goods the customer will catch the fever. We will repeat our division of qualities a salesman should possess to be of most value to a customer: Knowledge, Judgment and Enthusiasm. But the greatest of these is Enthusiasm; it is the keynote of the salesman's success.

There are four points which I might suggest as having a definite relation between the salesman and the store, as follows:

1. The salesman is under more obligation to the customer than the customer is to him. He should appreciate his customer and be on the alert to make as many as possible on the outside, by always having a good word for the store.

2. Nothing creates in the customer a desire to buy like stepping into a well-ordered and attractive department—well-kept stock, clean cases, including, of course, well-groomed clerks. "First impressions are lasting impressions."

3. The salesman should never forget to be watchful of his conduct, for

customers are inclined to form from him their opinions of the house and visit upon it all his shortcomings.

4. Be ever mindful of suggesting goods in other departments; a valuable salesman will always do this. Last, but not least, let the relation between salesman and management be most cordial, and that does not necessarily mean intimacy. Then let there be perfect co-operation on the part of the entire working force, and we challenge you to find a more ideal condition in any store in the country. In the common vernacular of the day, "Can you beat it?" N. D. Jerauld.

Keeping Pears in Cold Storage.

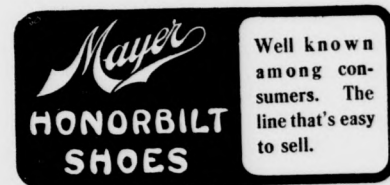
I recently interviewed a man who has had a large experience in keeping pears in cold storage. His experience has been most largely with the Bartlett pear. This man tells me that the pears as picked without any sorting are placed in ordinary sized apple barrels, the heads are put in temporarily, and are at once driven to the cold storage house.

The pears are picked when they are green and hard and before they begin to ripen on the tree. He says that the pears are allowed to remain

in cold storage until the price has advanced. It does not matter whether they stay there a month, three months or six months, they are kept there at an expense of 40 cents per barrel without regard to the length of time. When the market seems to be just right the barrels are taken out of storage, are graded into first class, second class and culls and shipped in carload lots. He says that he does not doubt that the Bartlett pear can be kept a year in cold storage. He has kept apples as long as that.

When the Bartlett pear comes into the market there is apt to be an oversupply. This fruit grower says he has never failed to receive a higher price after the Bartlett season is over from the pears he has placed in a cold storage house.

Charles A. Green.



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.

Every Word Counts

Cecil, Mich., February 6, 1914*

W. J. Kling, Sales Agent Standard Computing Scale Co.

Grand Rapids, Mich.

Dear Sir:—Enclosed you will find check for the Standard Computing Scale which we received from you.

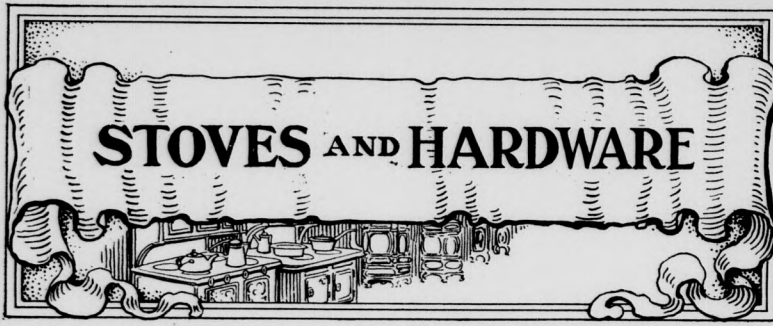
We also wish to state that these scales are proving very satisfactory even beyond our expectations.

Thanking you for the courtesy you have shown us in this matter, we are,

EMMET LUMBER CO.

Above letter was unsolicited by us.

Mr. Barden called at our office and bought this scale.



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

Clearing-Out Sale Makes Hustle.

Whenever I go in town, I change cars at the intersection of two main streets. While waiting for my second car, I have often looked in the window of a hardware store situated on the corner. The window displays are nearly always good, and are changed frequently, so that they used to attract the attention of a great many standing there waiting for the cars. But for a year back I noticed that the windows have not drawn the attention they did formerly.

It was this way:

Several years ago, just before Christmas, this store had a thoroughly interesting display of toys. One side of the window was devoted to the boys' things—railroad tracks and trains, cars, tunnels, signals, and other mechanical toys, as well as sporting goods.

The other side exhibited things girls like. Doll trunks, a table fully set with tiny dishes; miniature outfit for washing—tubs, washboards and wringers; also wee ironing boards and irons; and a small stove, at which a white aproned negro-mammy doll seemed to be just lifting a pan from the fire.

We have a lot of children in our family, so in I went to investigate whether that which was inside was up to the promise held out by the window. It certainly was a well-arranged store, everything attractively and conveniently displayed, so that a customer could see the stock and examine it. I purchased several toys and remarked to the salesman that a nice, clean store it was, with everything priced so clearly and reasonably.

Said he, "If you think things are reasonable now, come in after Christmas and see how cheap they will be. We are going to sell out everything in the toy and house-furnishing departments."

I said: "That is very interesting, and I shall certainly take advantage of your sale. But why are you closing out your stock of toys and house-furnishings?"

"Oh," said he, "the boss isn't going to run that line of goods any more. Pots and pans, dishes and what not, take up too much room. We are going to devote our space and time to legitimate hardware."

Sure enough, in January I found the sale going on. The store was filled with women and children, and

the clerks were certainly hustling. The proprietor's wife and daughters had been pressed into service and were selling away for dear life. It was a bona fide clearing-out sale and the bargains were genuine. For a year past I have gone by that store frequently; but I have lost interest in it. I cannot work up even a gleam of enthusiasm over braces and bits, saws and planes. The windows seem as clean and attractively arranged as ever, but I hardly ever do more than glance at them, and I never see any other women looking in.

What was my surprise then, several weeks before this Christmas just past, to see, as I got off the car, a crowd around the two windows of this self-same hardware store.

I hurried up to join the crowd, and tried to peek through between elbows and shoulders. Lo and behold, there again were the toys! The window dresser has outdone himself in making a handsome show. There was a snow-clad mountain scene, with trees and cottages. A little railroad track circled in and out, on which ran an electric train—round and round, over mountain, through the tunnels and back again. Mechanical wagons and trucks toiled up the steep road and raced down the other side. The children were delighted and so were the grown-ups.

I peeped through the glass door, and all the clerks seemed busy wrapping up parcels and making change. It was a merry, bustling, holiday scene. This week as I got off the car, the windows displayed a glittering array of aluminum cooking utensils, and a full line of all the newest house-cleaning devices.

I went in and waited until the clerk who had served me before was at leisure to attend to me. Then I asked him, "How is it you are selling house furnishings and toys again? I thought you had given up that sort of thing, and gone back to hardware pure and simple."

"Well," said he, "sales fell off. Not many women came in any more. You see the women used to come in to buy a pot or pan, and then when they would see a pot of glue, or a hammer and nails or tacks, they remembered they needed to buy those too, and we made several sales instead of one. So the boss said we'd have to put up with toys and house-furnishings because the women wanted them, and women seem to be the buyers—Mary Deermont in Philadelphia-Made Hardware.

And most of your friends want you to work for them for nothing and board yourself.

Michigan Hardware Company

Exclusively Wholesale



Corner Oakes St. and
Ellsworth Ave.

Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware

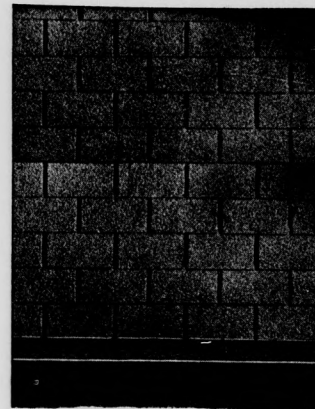


157-159 Monroe Ave. :: 151 to 161 Louis N. W.

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

Detroit
Saginaw
Lansing
Jackson

Kalamazoo
Battle Creek
Flint
Toledo

Columbus
Cleveland
Cincinnati
Dayton

Youngstown
Buffalo
Rochester
Syracuse

Utica
Scranton
Boston
Worcester

Milwaukee
St. Paul
Lincoln, Neb.
Chicago

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.



Take Advantage of the White Goods Season.

January and February are the great snowed-in months. It therefore is woman's instinct to buy dry goods during those months and make up things for summer wear.

This is why the wise managers of the big city department stores feature their White Goods Sale so strongly in January and February. It also is the reason why every general merchant, no matter how small his town, should do likewise.

The winter White Goods Sale should specialize on sewing goods as well as ready made articles. Nobody will get the idea that you expect to wear summer things during cold weather. Rather they will welcome your enterprise in offering them summer goods upon which they can work during the snow bound days and get ready for the good old summer time.

If you handle summer fabrics feature these strongly. Also have a full line of sewing goods. Be liberal in pushing laces, embroideries, ribbons, notions and kindred lines. You will find it easy to work up a trade in these and thus do much toward relieving the winter of the deadly dullness that crushes the profit out of many stores.

To feature a winter White Goods Sale so that it will bring the business you should be liberal in your advertising—both in your window, your store and in your printed matter.

On this page we have mapped out a complete campaign for pushing white goods in the winter.

The window trim is suggestive. It features towels, sheets, bed spreads and some of the fabrics that most stores carry. It would be appropriate to add to this window some units of

dry goods, notions, lace, embroidery and ribbon.

For making this window trim you will need the following:

Merchandise.

- 1 dozen Turkish Towels.
- 2 dozen Towels.
- 3 dozen Face Cloths.
- ½ dozen Bed Spreads.
- 6 bolts of Linen.
- 6 bolts of Lawn.

Fixtures.

- 2 Semi-circular wooden pieces.
- 3 ordinary wooden boxes.
- ½ dozen small strips of wood.
- 3 Metal "T" stands.
- 5 Rolls of red crepe paper.

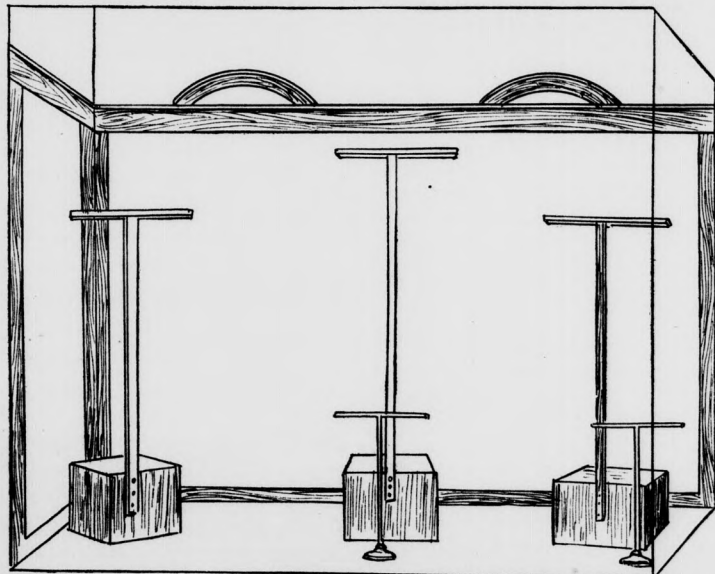
This window being of White Goods it will be necessary to have the background in some dark material. We used red, as being the most appropriate.

Cover the background neatly with red crepe paper. It will add effectiveness to the trim if you run narrow strips of crepe paper with shirred edges over each fold.

Then build up a background decorating scheme with face cloths, as shown in the photograph.

At the top of the background at equal distances apart put two half circle pieces of wood as indicated by the drawing and on these hang towels. The arrangement of the towels is very simple and is easily shown by the photograph. For the big center unit drape some white piece goods.

This drape is known as the T-stand drape. It should be about five feet with a twenty-four inch cross bar on the top. The T-stand was made out of common ordinary wood and nailed to the back of a box. This makes it very secure and gives as good results as any expensive T-stand.



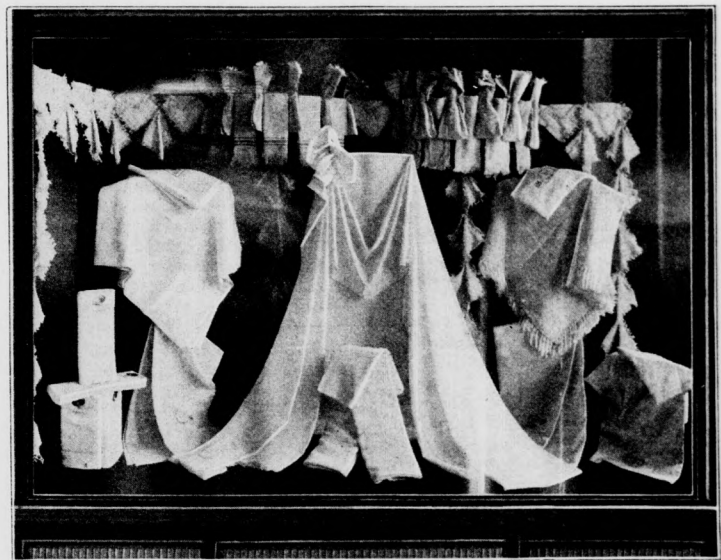
Drawing of Fixtures.

Start the end of the goods on the floor in front, carrying it over the top of the T-stand and dropping it down in the back.

Allow about one yard surplus in the back and carry the left hand selvedge to the right end of the cross bar at the top, pinning it in position and then draping it down to the floor. In this step allow enough for the loop on the floor and take the other selvedge up to the right end of the top.

Next drape the goods across the front in a loop, pinning it to the top and then draping it down to the floor at the left. Allow about a yard surplus for another loop on the floor and return the goods to the top, pinning the other selvedges to the end of the cross bar. The reason for changing the selvedge in this manner is to keep it on the right side of the goods facing the front.

Allow about one and one-fourth yards from the end of the material, fold double down the length and pin the edges to the end of the cross bar at the top. Then plait out the sel-



Photograph of Window Trim.

vedge edges, keeping both together from the end of the goods to the top of the stand.

Pin the plaits and open out the ruching in a rosette effect.

The units on the right and left are made by nailing one of the wooden T-stand fixtures to a box and covering the whole thing with red crepe paper. Then drape three bed spreads as the photograph directs. Merely lay one over the T-stand partly unfolded and another over the top in the original folds. Then pin another spread rather carelessly to the box in front.

On the left of this build up a unit of four pieces of some sort of white fabric. In the center immediately in front of the big center unit drape three bolts of white piece goods over a T-stand and three more bolts on the T-stand at the right. It will be necessary to nail these T-stands to the floor or fasten them in some other manner, as the weight of the goods otherwise would pull them down.—Butler Way.

It's always surprising how much deeper a hole of debt is after one gets into it.

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.

ICE CREAM PAILS

Write us what you use and we will quote you some very attractive prices.

WILL P. CANAAN CO. GRAND RAPIDS, MICH.



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

Use Tradesman Coupons



Wafted Down From Grand Traverse Bay.

Traverse City, Feb. 9.—The Order of United Commercial Travelers of America still goes other accident insurance companies one better again by offering to carry a person who has lost a hand, a foot or an eye to the extent of one-half the indemnity provided where no such loss has been sustained. This is something which no other organization does. They believe in protecting the unfortunate as well as others. Other indemnities have been increased as follows: Partial loss of time, \$12.50 per week, instead of \$10; loss of one hand and one foot, from \$2,500 to \$10,000 and loss of one eye from \$1,000 to \$1,250. A new provision has been added whereby the loss of one hand or one foot and the loss of one eye entitles the claimant to \$5,000. When you think it all over, boys, we have about as good as money will buy.

We exceedingly regret to announce the death of Mrs. Maud Taylor, wife of Brother Charles Taylor who passed away last Friday evening. Mrs. Taylor has been in failing health for some time. She was a prominent lady in our community and well known. We extend sympathy.

Archie Jourdan has been confined to his home with a bad case of the grippe, but is on the mend at this writing.

The O. U. Fido Klub, which has held a number of pleasant social progressive 500 parties during the winter, met at the home of Mr. and Mrs. Otto Powers last Saturday evening and a pleasant evening was enjoyed by all. After a very palatable spread Prof. Otto Powers favored us with a few vocal selections, accompanied by Mrs. Powers on the piano, which were very pleasing to all. While the games were in progress the twin daughters of the Powers favored us with piano selections, all of which were enjoyed and we must sure take off our hats to the Powers family as entertainers. The Club is composed of strictly U. C. T. members. Archie Jourdan won the head prize.

The U. C. T. dancing party given last Friday evening was enjoyed by all who attended and the next will be held Friday evening, Feb. 20, when every one is expected to masquerade. Come all and have a good time.

Once more Bob Case, the genial manager of the Handy House, of Mancelona, comes to the attention of our many readers. Bob has placed the following sign in each room which contains a rope "In case of fire throw out the rope." Why don't you get the rope insured, Bob?

The citizens of Petoskey were very much alarmed the other day by hideous sounds and after reading the State papers about the gas explosions in Detroit they were fearing that the worst was yet to come, but some of the mighty braves located the sounds and tracing same to the home of A. Peterson, a salesman of Petoskey Grocery Co., found same to be only "Pete" trying to sing the "Grass-hopper song." Hop to it, Pete.

E. C. Kortenhoff, of Petoskey, who sells candies for the Brooks Candy Co., of Grand Rapids, has been re-elected president of the Poultry Association for the twelfth consecutive term. Success, E. C.

If you don't think there is any snow at Kalkaska, please write or call on V. C. Shrider, of Grand Rapids, of Standard Oil fame. "Uncle John" says he knows of about six feet that he personally measured one day last week. Well, "Uncle John," you was going some any way.

Frank Eitelbuss, of the Daggett Canning Co., who resides in Coopersville, Pete Anderson, of the Worden Grocer Co. selling force and George Clark, who claims the distinction of being the highest classed candy salesman on this territory for the Putnam Co., were seen doing the tango on the streets of Williamsburg one day last week. George says that Pete borrowed his pajamas the night before to learn the new dance.

Have you seen Archie Jourdan tango? Some class.

Some of our U. C. T. members have formed a Tango Club.

A severe snow storm is raging over this section and unless it abates soon we all will be obliged to remain home owing to traffic being blockaded.

Have you paid assessment No. 120? It expires last Thursday.

Charles Morford, a member of Saginaw, is spending a few days in these parts in the interest of the Asphalt Roofing Co., of Saginaw. He is a member of Saginaw Council.

John Locke, of Grand Rapids, will succeed James Flaggert on this territory in the interest of A. L. Joyce Bottling Co.

Don't forget our annual meeting Feb. 28 when Grand District Deputy James F. Hammell, of Lansing, will be with us representing the Grand Council of Michigan. One big time for all who attend, for Jim is some story teller, as well as an ardent U. C. T. worker. James has been on the firing line for a great many years.

Least said, soonest mended, but the Traverse City basket ball team took the Grand Rapids "Y" into camp to the tune of 31 to 21 in favor of our local boys. Well, Grand Rapids knows how sometimes only.

L. D. Miller is spending Sunday at home with his family in Detroit, but promises to be with us at our annual meeting.

Only thirty-nine more days until spring.

We have an enquiry from Saginaw Council asking whether we will be represented with a base ball team at the Grand Council session, but we beg leave to state that it is impossible for us to determine at this time, as many of our players are being sought by the Federal League.

Did you notice Prof. Herman C. Hoffman playing the violin at the last dancing party? Herman is sure there with the bow and some willing worker.

We learn from pretty reliable sources that the Hotel King at Reed City, is worthy of a few words of praise for the able manner in which it is being conducted under the management of Mrs. Frank Smith, and we might add that all the boys appreciate it.

Boost U. C. T. Fred C. Richter.

Saucy Sayings From Saginaw.

Saginaw, Feb. 9.—A large crowd turned out for the special meeting held Saturday afternoon, Feb. 7. Plenty of enthusiasm shown. With the

energy the boys are displaying and the time and attention they are giving to convention matters, there is not one doubt but what June 12 and 13 will be two big days. No brother is showing more interest than Geo. Pitts. It would be a hard matter to decide who is really doing the most.

Mike Foley entertained the boys to an Irish jig and a story entitled "When you are up you are up, when you are down you are down, but when you are half way up, you are neither up nor down." Mike is some songster. It has been proposed that Mike be put on as a special attraction June 12 and 13.

Will Schultz, general host of Bancroft Hotel, wants a pool contest put on during the convention. This has been passed up to the Sports Committee, which seems to feel that if a contest is held, same should be held on neutral tables, but Billie is sticking out for a certain table at Bancroft pool hall.

Mr. Putnam has several schemes. He is going to try for advancement of No. 43, one of which will arouse a lot of interest. He will not make it public now, but will surely make a noise later.

Two new members were initiated Saturday, Feb. 7—Geo. C. Bremer, who makes them buy crackers and sweet goods from the National Biscuit Co. and Geo. Seibert, with the Hamilton Scale Co. We have been after both these gentlemen for some time. Both will make splendid timber.

George Seibert and Will Hoover got all that was coming to them. It was the very best initiation we have had in years. Will tried to evade the work, but the boys have been looking forward to this time for two weeks.

The dance and card party given by the Ladies Auxiliary Saturday evening, Feb. 7, at the Forresters' temple was a grand success. A large crowd turned out and many brought friends with them. Everyone who attended left with the feeling that they had spent a very enjoyable evening. The Ladies Auxiliary is to be congratulated on the interest and energy it is displaying. We could not get along without the ladies, could we, boys?

No sidewalk fans are to be allowed at the convention June 11 and 13. By this we mean that it will be a disgrace for any U. C. T. member to clutter up the sidewalks while the parade is on. At that time the place for every U. C. T. member is out in the center of the street, head up and stepping high to the music. All of the sidewalk space has been reserved by our home people and visiting friends. To stage a successful convention and to show all visiting brothers and their families a good time, we must have co-operation of our local merchants. The only way we can repay their favors is to get a crowd down town. The parade is our attraction that interests the residents. Help us make it a puller and a hummer and you can count on us when it comes your turn to want co-operation. Ask Brother O'Conner, of Flint Council, what he thinks about brothers who are sidewalk fans. He was forced to march along last year. Still Brother O'Conner is a resourceful man. He led the parade alone, followed by No. 43 and the press gave Flint Council credit for a fine showing. See what one man can do, boys. Plan on how you are going to curl your mustache. Doll up, come early and be sure to be in the parade.

Will C. Hoover.

Industrial Accident.

"Bill's going to sue the company for damages."

"Why, what did they do to him?"

"They blew the quittin' whistle when 'e was carrin' a 'eavy piece of iron, and 'e dropped it on 'is foot."

Better Tone To Dry Goods.

Our road sales during the past week indicate a much better tone in dry goods conditions throughout the country, especially in Eastern sections, where we have had good increase. Cash receipts average well with a year ago and shipments show a substantial increase during the past two weeks. American manufacturers of cotton dress goods have made tremendous strides in the past year in the production of certain novelties. On account of American ingenuity in the manipulation of patterns and weaves, there will be a greatly increasing production of American mills as compared with the European factories. Heretofore we looked to Europe for cotton dress goods novelties but the bulk is now made here and the large present demand makes them a certainty as big sellers in the coming season.—Marshall Field & Co.

Alpena—The Gilchrist sawmill, which went out of commission early in the spring, was leased to White Bros., of Boyne City, but not operated. The Whites began lumbering, however, south of Hillman last week, and the logs will be hauled to Alpena in the spring. About eighty men will be employed putting in logs in the Hillman camps, and all the logs will be cut that it is possible. The three sawmills at Alpena manufactured 26,525,000 feet of mixed lumber last year as follows: Churchill Lumber Company, 2,000,000 feet of hemlock and 4,000,000 feet of hardwood lumber; Richardson Lumber Company, 4,300 feet of hemlock and 5,850,000 feet of hardwood lumber. Island Mill Lumber Company, 45,000 feet of pine, 5,350,000 feet of hemlock and 4,900,000 feet of hardwood lumber; also 1,070,000 lath.

Bay City—The Bay City Manufacturing Co. has engaged in business to manufacture and sell cement building blocks, tile and sweeping compound, builders and masons' supplies, etc., with an authorized capital stock of \$6,000, which has been subscribed, \$775 being paid in in cash and \$5,225 in property.

The late Oliver B. Culver, of Matteson, Branch county, left an estate valued at \$37,700. Of this sum \$15,000 is given the township of Colon for erecting a public library building; also \$1,000 for books.

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar

These Be Our Leaders



UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 9.—Samuel Elliott, for the past number of years with Prenzlauer Bros. Co., here, has resigned his position and opened up a grocery store at 709 Bingham avenue, in the vacant store formerly occupied by Peter Moffatt. Mr. Elliott is a promising young business man, clean cut and a hustler and his many friends wish him every success in his new undertaking.

J. W. Gilligan, the veteran grocer at Rexton, was taken suddenly ill last week at his home and had to be removed to the Manistique hospital for treatment. The boys on the road all regret to hear of his illness and hope for his speedy recovery, as his good nature and cheerful disposition make him greatly missed by the numerous travelers calling upon him each week.

N. L. Field, Rudyard's leading grocer, accompanied by Mrs. Field and family, left last week for St. Petersburg, Florida, where they expect to spend the winter. B. McLean, chief clerk, has charge of the business during Mr. Field's absence.

A. T. Bound, of Brimley, formerly in the lumbering business, is now spending most of his time farming and stock raising. Mr. Bound sent to the Soo forty-six of the finest hogs, in Chippewa county, which were raised on peas, to the Cornwell Beef Co. Mr. Bound has just returned from Marquette, where he purchased a carload of cattle to feed on his farm. We are pleased to note the thrift of this gentleman which will help to boost Cloverland in the way of stock raising.

The citizens of Brimley are well pleased with the water system installed in their new Superior high school which is said to be very successful in every particular.

Alfred Richards, the pioneer ice man of the Soo, is the hardest working man in the city at the present time. Mr. Richards is up at 4 o'clock every morning, getting the teams and men in readiness for the day's operation and he is spending about \$30 per hour during the ice harvest. The recent cold weather has made the ice of about the desired thickness and, if nothing further happens, the crop will be harvested within the next two weeks. Mr. Richards is also filling the icehouse for the Pittsburg Steamship Co., where the trust boats of the Great Lakes are supplied during the summer season.

R. Bradley, the jovial steward of the Upper Peninsula hospital, at Newberry, is away to Detroit on business this week, but expects to return within the next few days.

Buckwurst season is now on at the Soo and during the next week the Sooiters will be able to have their fill of delicacies, which is the forerunner for the bock beer, but, on account of the high cost of living, there are numerous "drys" going to eat buckwurst with Lake Superior this year.

J. P. Old, one of the popular insurance agents here, has taken a vacation, after being confined closely to business for the past summer, and accompanied by Mrs. Old, has departed for Florida. Mr. Olds has taken his fishing outfit along, also his trusty rifle, so that he will have the pleasure of bagging crocodiles, which will be a change from his usual duck hunts here. Mr. Olds has quite a reputation as a sportsman and his numerous friends are waiting his return to learn of his success and it is expected he will bring a few crocodiles back as souvenirs, so that there will be no doubt as to his statements regarding his adventures while in the South.

The Wellman murder trial, which is on this term of court, is progressing slowly. This is the murder that was reported in the Tradesman sev-

eral weeks ago, when one of our grocermen was shot down in cold blood in his place of business while waiting on a customer.

Peter LaLonde who is charged with the murder of Wellman, still denies his guilt, although he has already admitted so much of the affair that chances are very much in favor of his conviction. He has contradicted many of the stories told in connection with the murder.

Max Schoenman, the Barney Olefield of the Soo, has announced to his friends and the public that he is going to retire from business. Mr. Schoenman for the past ten years conducting the Model, one of the Soo's leading clothing and furnishing goods houses here. He has decided to engage in a similar line in Cleveland as soon as he is able to dispose of his stock and fixtures here. Mr. Schoenman will certainly be missed here, as he was among our active business men, having served on the Board of Police Commissioners for sometime.

It seems that the Soo Business Men's Association is being severely criticised by the Upper Peninsula press for its apparent neglect regarding the latest development in the water power situation. Capt. E. D. Peck, of the United States engineering corps at Duluth, recently wrote to the mayors and commercial bodies of the various cities on Lake Superior for an expression of opinion as to the possible injury which might be wrought if compensating works were constructed on the St. Mary's River at the Soo. This was done with a view of opposing the application of the Michigan Northern Power Co. for water power privileges now pending before the joint waterways commission. According to the information conveyed the proposed dam at this point would raise the water of Lake Superior about two feet. While this may have scared some of the towns concerned where the dock property and boat houses are situated along the streams, it is not causing any alarm at the Soo, which is contemplating no bad effects regarding the above.

Jos. Bayliss, proprietor of one of our leading feed stores here, who about a year ago purchased the business from Wm. Howden, having entered the feed business after serving as Representative for a term, is getting uneasy again and the political bee is starting to buzz around Joe, so that he has come out flatfooted and announced himself as a candidate for the Republican nomination for Congress. Joe is one of the best campaigners in Chippewa county and, with the support of his numerous friends, it looks as if Joe has made no mistake in yielding to their wishes.

We are advised that the highwaymen at Newberry have started operations again of late, as Steve Levitz claims that a man by the name of Windon held him up and robbed him of a watch and \$20 in cash last Saturday, while the men were on their way from McMillan to a lumber camp near Newberry. There was a merry chase by the under sheriff and assistant before the man was captured, but his accomplice has not as yet been located.

The boys on the road are wondering how it is that G. Hauptli, the hustling salesman for one of the packing houses, is getting to be so popular at Rudyard, as he is the only one who is mentioned by the correspondent each week while calling on the trade at the latter place. Of course the boys cannot all be good looking and Mr. Hauptli has the inside track at the present time. Mr. Hauptli is very accomplished, being one of our numerous singers and formerly with the local band, where he made a record as cornet player. He also holds the State championship among travelers for a trip through the woods, having covered

more miles than any of his opponents on record. Mr. Hauptli says he would rather be envied than pitted.

G. H. Bobier, one of St. Ignace's promising grocers, is critically ill at his home and it is reported that slight hope is given for his recovery.

Many friends of E. T. Fleming, for the past year, conducting the grocery store formerly owned by W. H. Fletcher, at the Soo, regret to learn of his predicament. Mr. Fleming was quarantined in about two weeks ago and his store has been closed ever since. Mr. Fleming is a new merchant here, having worked up from a clerk to proprietor and his many friends wish him a speedy recovery.

Mr. and Mrs. Otto Fowle left last week for a pleasure trip. They will visit Pittsburg, Washington and Richmond and from there will go to Miami, Florida, from which place they will sail to Nassau, Bahama Islands. Mr. Fowle is President of the First National Bank here and has been a hard worker and the much needed rest will undoubtedly be appreciated.

Ed. Dingham, for many years conductor of the Soo line, accompanied by Mrs. Dingham, is now in Corpus Christi, Texas, where they expect to remain for the winter. It is hoped that Mr. Dingham's health will be improved and that he will be able to get back in the spring, but as Mr. Dingham is in pretty comfortable circumstances it is reported that he is not worrying about getting back in a hurry.

Joseph Barish, of the firm of Barish Bros., clothiers, has made a success of the business since opening up a year ago and has accumulated wealth enough to take on to himself one of Detroit's charming daughters. The engagement has been announced.

Geo. Dupuis, grocer on Portage avenue, had his store entered by burglars last week, and were it not for the arrival of Patrolman Nelson, a good haul would have been made. The officer, finding the door open, walked in and discovered a man in the back part of the store. The burglar escaped through the back door, leaving a pack of tools as a memento. This was probably the same person who entered Ed. Bernier's store a few doors further north. It seems strange that there are a few people who would rather steal than work, although there is plenty of work at present in the woods.

Mrs. E. Homberg, proprietress of the DeTour Meat Market, DeTour, called on her business friends here this week. Mrs. Homberg was on her way to Chicago and Racine, Wis. On her way back she expects to visit in Grand Rapids for a few days.

Wm. G. Tapert.

Water Which Will Not Freeze.

Big Rapids, Feb. 9.—I noticed in your issue of Feb. 4 directions for preparing a non-freezing solution for automobiles. In this connection I wish to say we have near our city a well from which water is pumped from a depth of 500 or 600 feet which will not freeze in any weather known in Michigan for the past twenty-five years. Just what its chemical constituents are I am unable to say, but it seems impossible for any degree of cold to affect it. It also has no corroding effect on metal. It has been tested by placing bolts, burrs, etc., in it for weeks and, after removing the rust, had no further effect. Another feature of value; when an auto once filled has lost its water by evaporation, it may be re-filled from a hydrant, well or river and still retain its former value as a non-freezable fluid.

I am in no way interested in the sale of this water, but give you these facts as a matter of news.

Geo. G. Jenkins.

The man who quarrels with his bread and butter is likely to die on scraps.

Newsy Notes of the Gripsack Brigade.

Jennings—David Smith, the Chicago wholesale grocery salesman, secured an order from H. J. Anderson, manager of the Mitchell Brothers here in spite of the fact that Anderson was in bed with scarlet fever and his home under quarantine. Later Smith was thoroughly fumigated. He had to be, for the village health officer, Jim Brundage, wouldn't let him leave town until he was germless. Just as the salesman, wearing a broad smile, stepped from Anderson's placarded home he was nabbed by Brundage.

Marshall—Wm. Connor, the veteran clothier, writes the Tradesman that Mrs. Connor recently broke her right wrist, but that otherwise the Connor family is in fine condition and that Wm. Connor may yet don the harness and resume work on the road.

Saginaw—The Ladies Auxiliary of Saginaw Council recently gave an entertainment to assist in raising the \$2,500 fund required to entertain the Grand Council meeting in June. The entertainment was a very enjoyable one, but after the affair was all over and the balance was cast, it was found they were exactly 70 cents to the good!

Grand Rapids—The sympathy of the fraternity will go out to Fred DeGraff, in the death of his mother, Mrs. Julia A. DeGraff, widow of the late, S. V. DeGraff, which occurred at the family residence at 939 Sheldon avenue at 3 o'clock Tuesday afternoon. The deceased was 72 years of age and had been in poor health for some time. The funeral service will be held at the house 1:30 Friday afternoon and will be conducted by Rev. J. T. Husted. Mr. DeGraff and his sister, Emma F. DeGraff, will accompany the remains to Gorham, N. Y., where the deceased will be buried by the side of their father, who died some years ago.

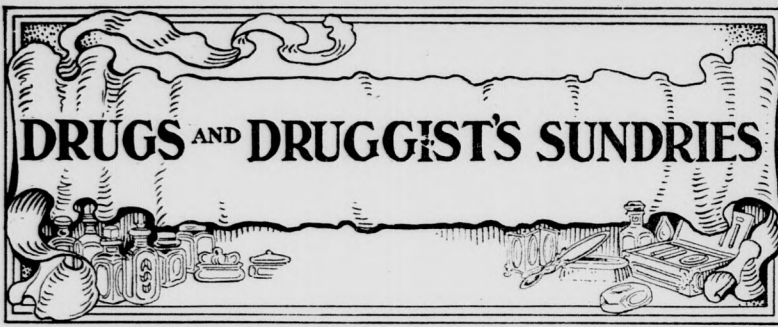
Chas. A. Benson, Cadillac: "The editorials and many articles of good advice and useful information found in your valuable paper have been a great benefit to me. Your paper is like a spread or a great feast or a fountain of good pure water, where the hungry and thirsty can satisfy their hunger and quench their thirst to their utmost satisfaction. Long live the Tradesman!"

H. E. Holt succeeds J. A. Smith in the union depot restaurant. Mr. Holt has been for twenty-five years past connected with the commissary department of the Pullman Co. and has lived in St. Louis.

S. E. O'Dell, Son & Co., Cedar Springs: "We have been subscribers to the Michigan Tradesman for about four years and think it the best trade paper on the market for the money."

E. C. Holford succeeds H. W. Boozer at 626 Division avenue, south, in the mirror re-silvering business. He will use the style Division Mirror Plate Co.

Poets are born, and no law can prevent it.



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.

Single Drug Store Can Compete With Chain Stores.

The chain-store has as its most powerful weapon the ability to buy its goods at lower prices than its competitors. While the evil that results effects primarily the patent medicine side of the drug business, its influence is also felt to a considerable extent in the prescription and sundry lines.

There are certain periods in the life of every manufacturer of largely advertised patent medicines when he needs a lot of extra cash. It is then that he is sought out by the purchasing agent of the chain-store combination. The manufacturer is offered a big order on a cash basis, provided he will allow a special discount. Coming at such a time such an offer is so tempting to the hard-pressed manufacturer that he is hardly human if he does not accept. He is apt to forget for the moment that the chain-store is selfishly making use of him as a weapon in its fight against the single-line store.

After the chain-store is well stocked with patent medicines bought at special discounts, it puts the prices so low that the druggist, buying through his jobber, cannot afford to compete. Then the chain-store begins its heavy advertising campaign. What is the effect? The trade naturally moves from the single-line druggist to the chain-store. Unfortunately for the single store and for the public, the evil does not stop there. The customer is likely to draw the conclusion that as the chain-store sells its patent medicine at lower prices than the single store, it sells everything else lower, too. And the unfortunate result is that the customers are unable to see that the goods sold them in bulk are often not so good in quality, and the prescriptions are often higher in price than the single store that is charging uniform rate upon everything.

But I believe that this evil, while great and growing, will soon reach a period of decline. It is an evil that ought to be eliminated from the drug business. I believe that it will disappear as soon as the advertisers of patent medicines wake up.

There is nothing so harmful to these same advertisers as their own conduct. They are slowly cutting their own throats.

Let us see what really happens. When the chain-store begins to advertise and people come into the single-line drug store and learn that the druggist will charge more than his competitor, the chain-store, the customer is almost certain to do one of two things: Either not to buy anything at all, or else to buy a preparation recommended by the druggist, because in the sale of it the druggist makes a comfortable margin of profit. The single-line druggist pretty soon learns that it is foolish for him to continue to carry medicines that he cannot sell unless he sells for less than they cost him, and the manufacturer loses that druggist as a distributing agent for his goods.

Suppose that the customer persists in her desire to purchase the patent medicine at its cut-price, what happens? Well, she finally reaches a link in the chain-store combination. She reaches that store with doubts in her mind as to whether the preparation for which she is going is really a good medicine. By his knocking the cut-priced patent medicines, the first druggist created that doubt in her mind. With that doubt in her mind, she meets the smooth salesman for the chain-store—a man whose income is dependent largely upon his ability to switch people from buying medicines that they come for, medicines made or controlled by the chain-store. Under the circumstances, do you wonder that the salesman succeeds in selling her something "just as good?"

Now, figure it out. Who gains by the transaction? Does the customer who purchased the "just as good?" Does the manufacturer, who has not only lost the sale, but has lost also the good will of a druggist, who, under normal conditions, would be the manufacturer's best friend.

This is not a matter of theory with me. I have seen the matter both as a practical druggist and as a patent medicine manufacturer. I have been in the retail drug business for more than thirty-five years. I own a line of medicines that are sold not only in every drug store in Western New York, but in every state in the Union. In my early days I accepted some of the tempting offers made to me by chain-store combinations. Then they turned around and undersold me even on my own

goods in my own town. The other druggists became sore at me and my medicines because they couldn't make a cent by handling my preparations. The chain-stores substituted their goods for mine at every possible chance. I lost friends, customers, money. Then I woke up. For the last ten years I have insisted that every druggist buy direct from the jobber and that the chain-stores and the big single-line stores keep up the price on my goods to at least the level at which they can be profitably sold in the smaller towns. All of the druggists are again my friends; my customers have increased rapidly in numbers and my profits have increased by leaps and bounds.

As soon as the other and bigger manufacturers begin to wake up they will see the situation in its true light. Then they will no longer fall for the tempting offers of the chain-stores, and then the drug business will be rid of its greatest evil, and the profession will be lifted once more to the high place that it ought to occupy—Chas. A. Drefs.

Non-Greasy Massage Cream.

Tragacanth, whole pieces 4 drams
 Boric acid 12 drams
 Water 3 pints
 Glycerin 8 fl. ounces
 Alcohol 8 fl. ounces

Dissolve the boric acid in the water by the aid of heat; to the hot liquid add the tragacanth, stir occasionally until the gum is thoroughly softened. Then add the alcohol and glycerin, strain the mixture forcibly through a cheesecloth, and pass enough water through the cloth so that the liquid will measure 64 fl. ounces. If too thick, dilute with more water.

Glycerin of Cucumber.

Yolk of one egg
 Glycerin 1 ounce
 Tincture of quillaja 120 minims
 Oil of almonds 1 ounce
 Essence of cucumber 1 ounce
 Rose water, enough to make 8 ounces

Mix the glycerin and yolk of egg, add the tincture of quillaja, then gradually the essence of cucumber previously mixed with 2 ounces of rose water. Mix thoroughly, and make up to 8 ounces with rose water.

White Ink for Stamping Hosiery.

Zinc white 2 drams
 White precipitate 5 grains
 Mucilage 1 dram
 Water 6 drams
 Triturate the zinc white with a small quantity of the water until quite smooth before adding the mucilage and the remainder of the water.

Dyspepsia Capsules.

Calcined magnesia, heavy 1 grain
 Pepsin ½ grain
 Pancreatin 1 grain
 Calcium lactophosphate.. 1 grain
 Lactic acid ½ drop
 Taka-diastase ½ grain
 Bismuth subnitrate 4 grains
 For one capsule.

Eucalyptus Embrocation.

Oil of eucalyptus 1½ ounces
 Camphor ½ ounce
 Oil of turpentine 12 ounces
 Water 12 ounces
 Acetic acid 12 ounces
 Eggs 6

Waiting for Him to Awaken.

Mr. Lee M. Hutchins, manager of the Hazeltine & Perkins Drug Co., is in such steady demand as a speaker that he is called upon to deliver extemporaneous addresses from two to four times a week. Although he is a natural campaigner and can talk on more topics intelligently and entertainingly than any other man in Grand Rapids, the demands on his time and strength are so strenuous as to frequently cause him serious inconvenience. He was out of town one day last week to meet a lecture engagement and on his way home acquired a good size cold. Not feeling well enough to go home to luncheon the next day he hied across the street to the Mertens Hotel. Being pretty nearly exhausted, he sank into one of the ample chairs in the lobby after luncheon and dropped to sleep. He was in the Land of Nod for about an hour and, on awakening, was approached by three gentlemen who had been waiting for him to finish his nap in order to invite him to speak that evening. Mr Hutchins very naturally regards this as one of the best jokes that had come to him in the course of his life and regretted that the impairment of his voice, as well as his physical condition, were such as to preclude his accepting the invitation.

Canada Drained of Beef Cattle.

The removal of the customs on live cattle passing from other countries into the United States has had the effect of drawing across the border all the beef cattle that this country could spare and more. From the standpoint of low cost of living this is little short of a calamity; from the standpoint of the farmer's prosperity it is worse. Nothing that has happened for many years will compare with this export of young beef cattle in the prolonged injury it is sure to inflict on the whole Dominion and especially on the Province of Ontario.

If it were possible to retain beef cattle in Canada until they are three years old such a policy would mean additional untold millions of dollars to the farmers in the way of profits. A beef animal will double its value between one and two years old and will add 50 per cent. more to its value between two and three. As many young cattle as practicable should be kept in the country until they are three, and none should be exported under two.

Unfortunately, farmers have been rushing out of Canada not merely yearlings, but calves, and they have not been retaining even their heifers. This means that it will take years to fill up the vacuum created by the depletion of the past three months, and the Dominion Live Stock Commissioner is quite right in his forecast that "the price of beef is bound to remain high," because Canada "cannot raise enough for home consumption."—Toronto Globe.

Knew the Duties.

Employer—Do you know the duties of an office boy?

Office Boy—Yes, sir; wake up the book-keeper when I hear the boss coming.

WHOLESALE DRUG PRICE CURRENT

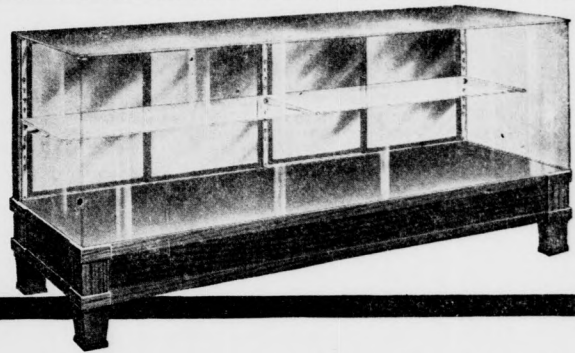
Acids	Cubebs	@4 50	Digitalis	@ 60
Acetic	Erigeron	@2 50	Gentian	@ 60
Boric	Eucalyptus	75 @ 85	Ginger	@ 95
Carbonic	Hemlock, pure	@1 00	Guaiac	@1 05
Citric	Juniper Berries	@1 25	Guaiac Ammon.	@ 80
Muriatic	Juniper Wood	40 @ 50	Iodine	@1 25
Nitric	Lard, extra	85 @ 1 00	Iodine, Colorless	@1 25
Oxalic	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	Laven'r Flowers	50 @ 50	Iron, clo.	@ 60
Tartaric	Lavender, Garden	85 @ 1 00	Kino	@ 80
	Lemon	4 25 @ 4 50	Myrrh	@1 05
	Linseed, boiled, bbl.	@ 2	Nux Vomica	@ 70
	Linseed, bld. less	55 @ 60	Opium	@2 00
	Linseed, raw, bbls	@ 51	Opium Camph.	@ 65
	Linseed, raw, less	54 @ 59	Opium, Deodor'd	@2 25
	Mustard, true	50 @ 60	Rhubarb	@ 70
	Mustard, artifi'l	2 75 @ 3 00		
	Neatsfoot	80 @ 85	Paints	
	Olive, pure	2 50 @ 3 50	Lead, red dry	7 @ 8
	Olive, Malaga, yellow	1 30 @ 1 50	Lead, white dry	7 @ 8
	Olive, Malaga, green	1 30 @ 1 50	Lead, white oil	7 @ 8
	Orange, sweet	4 75 @ 5 00	Ochre, yellow bbl. 1	1 1/4 @ 1 5
	Organum, pure	1 25 @ 1 50	Ochre, yellow less	2 @ 5
	Origanum, com'l	50 @ 75	Putty	2 1/2 @ 5
	Pennyroyal	2 25 @ 2 50	Red Venetian bbl. 1	1 @ 1 1/2
	Peppermint	4 50 @ 4 75	Red Venet'n, less	1 @ 1 1/2
	Rose, pure	16 00 @ 18 00	Shaker, Prepared	40 @ 1 50
	Rosemary Flowers	90 @ 1 00	Vermillion, Eng.	90 @ 1 00
	Sandalwood, E. I.	6 25 @ 6 50	Vermillion, Amer.	15 @ 20
	Sassafras, true	80 @ 90	Whiting, bbl.	1 @ 1 1/2
	Sassafras, artifi'l	45 @ 50	Whiting, bbl.	2 @ 5
	Spearmint	5 50 @ 6 00		
	Sperm	90 @ 1 00	Insecticides	
	Tansy	5 00 @ 5 50	Arsenic	6 @ 10
	Tar, USP	30 @ 40	Blue Vitrol, bbl.	@ 6 1/4
	Turpentine, bbs.	@ 58	Blue Vitrol less	7 @ 10
	Turpentine, less	63 @ 70	Bordeaux Mix Pst	8 @ 15
	Wintergreen, true	@ 5 00	Hellebore, White powdered	15 @ 20
	Wintergreen, sweet birch	2 00 @ 2 25	Insect Powder	20 @ 35
	Wintergreen, art'l	50 @ 60	Lead Arsenate	8 @ 16
	Wormseed	3 50 @ 4 00	Lime & Sulphur Solution, gal.	15 @ 25
	Wormwood	6 00 @ 6 50	Paris Green	15 1/4 @ 20
	Potassium		Miscellaneous	
	Bicarbonate	15 @ 18	Acetanalid	30 @ 35
	Bichromate	13 @ 16	Alum	3 @ 5
	Bromide	45 @ 55	Alum, powdered and ground	5 @ 7
	Carbonate	12 @ 15	Bismuth, Subnitrate	2 10 @ 2 25
	Chlorate, xtal and powdered	12 @ 16	Borax xtal or powdered	6 @ 12
	Chlorate, granular	16 @ 20	Cantuarades po. 2	50 @ 2 75
	Cyanide	30 @ 40	Calomel	1 20 @ 1 80
	Iodide	3 20 @ 3 40	Capsicum	20 @ 25
	Permanganate	15 @ 30	Carmine	@ 3 50
	Prussiate yellow	30 @ 35	Cassia Buds	@ 40
	Prussiate, red	50 @ 60	Cloves	30 @ 35
	Sulphate	15 @ 20	Chalk Prepared	6 @ 8 1/2
			Chalk Precipitated	7 @ 10
	Roots		Chloroform	38 @ 48
	Alkanet	15 @ 20	Chloral Hydrate	1 00 @ 1 15
	Blood, powdered	20 @ 25	Cocaine	4 10 @ 4 40
	Calamus	35 @ 40	Cocoa Butter	50 @ 60
	Elemcampane, pwd.	15 @ 20	Corks, list, less 70%	@
	Gentian, pwd.	12 @ 16	Copperas, bbls.	@ 5
	Ginger, African, powdered	15 @ 20	Copperas, less	2 @ 5
	Ginger, Jamaica	22 @ 25	Copperas, Powd.	4 @
	Ginger, Jamaica, powdered	22 @ 28	Corrosive Sublim.	1 05 @ 1 10
	Goldenseal pow. 7	00 @ 7 50	Cream Tartar	30 @ 35
	Ipecac, pwd.	2 75 @ 3 00	Cuttlebone	25 @ 30
	Licorice	14 @ 16	Dextrine	7 @ 10
	Licorice, pwd.	12 @ 15	Dover's Powder	2 00 @ 2 25
	Orris, powdered	25 @ 30	Emery, all Nos.	6 @ 10
	Poke, powdered	20 @ 25	Emery, powdered	5 @ 8
	Rhubarb	75 @ 1 00	Epsom Salts, bbls	@ 1 1/2
	Rhubarb, pwd.	75 @ 1 25	Epsom Salts, less 2 1/2 %	@
	Rosinweed, pwd.	25 @ 30	Ergot	1 50 @ 1 75
	Sarsaparilla, Hond. ground	@ 50	Ergot, powdered	1 80 @ 2 00
	Sarsaparilla Mexican, ground	25 @ 30	Flake White	12 @ 15
	Squills	20 @ 35	Formaldehyde lb.	10 @ 15
	Squills, powdered	40 @ 60	Gambier	6 @ 10
	Tumeric, pwd.	12 @ 15	Gelatine	35 @ 45
	Valerian, pwd.	25 @ 30	Glassware, full cases 80%	
			Glassware, less 70 & 10%	
			Glauber Salts bbl.	@ 1
			Glauber Salts less	2 @ 5
			Glue, brown	11 @ 15
			Glue, brown grd	10 @ 15
			Glue, white	15 @ 25
			Glue, white grd	15 @ 20
			Glycerine	23 1/2 @ 30
			Hops	50 @ 80
			Indigo	85 @ 1 00
			Iodine	4 35 @ 4 60
			Iodoform	5 40 @ 5 60
			Lead Acetate	12 @ 18
			Lycopodium	55 @ 65
			Mace	80 @ 90
			Mace, powdered	30 @ 1 00
			Menthol	4 50 @ 5 00
			Mercury	75 @ 85
			Morphine all brd	5 05 @ 5 30
			Nux Vomica	@ 15
			Nux Vomica pow.	@ 10
			Pepper, black pow	20 @ 25
			Pepper, white	30 @ 35
			Pitch, Burgundy	10 @ 15
			Quassia	10 @ 15
			Quinine, all brds	25 @ 35 1/2
			Rochelle Salts	23 @ 30
			Saccharine	1 50 @ 1 75
			Salt Peter	7 1/2 @ 12
			Seidlitz Mixture	20 @ 25
			Soap, green	15 @ 20
			Soap, mott castile	10 @ 15
			Soap, white castile case	@ 25
			Soap, white castile less, per bar	@ 68
			Soda Ash	1 1/2 @ 5
			Soda Bicarbonate	1 1/2 @ 5
			Soda, Sal	1 @ 4
			Spirits Camphor	@ 75
			Sulphur roll	2 1/2 @ 5
			Sulphur Subl.	2 1/2 @ 5
			Tamarinds	10 @ 15
			Tartar Emetic	40 @ 50
			Turpentine Venice	40 @ 50
			Vanilla Ext. pure	1 00 @ 1 50
			Witch Hazel	65 @ 1 00
			Zinc Sulphate	7 @ 10



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.



"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America. GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan The Largest Show Case and Store Equipment Plant in the World Show Rooms and Factories: New York, Grand Rapids, Chicago, Boston, Portland

FOOTE & JENKS' COLEMAN'S (BRAND) Terpeneless Lemon and High Class Vanilla Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to FOOTE & JENKS, Jackson, Mich.

Four Kinds of Coupon Books are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application. TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Dried Apples
Wingold Flour

DECLINED

Cocoanut—Bulk
Rolled Oats

Index to Markets

By Columns

Col.	A	B	C	D	F	G	H	J	M	N	O	P	R	S	T	V	W	Y
1	Ammonia	Baked Beans	Candles	Dried Fruits	Farnaceous Goods	Gelatine	Herbs	Jelly	Macaroni	Nuts	Olives	Pickles	Rice	Salad Dressing	Saleratus	Vinegar	Wicking	Yeast Cake
2	Axle Grease	Bath Brick	Canned Goods	Fruit Jars	Fishing Tackle	Grain Bags	Hides and Pelts	Jelly Glasses	Mapleine	Peas	Pipes	Playing Cards	Rolling Oats	Saleratus	Sal Soda	Wicking	Woodenware	
3	Baking Soda	Bread Food	Cheese	Cracked Wheat	Flour and Extract	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes	Maple-Wheat Flakes
4	Breakfast Food	Brushes	Chocolate	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
5	Brooms	Butter Color	Chewing Gum	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
6	Cream Tartar		Chocolates	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
7			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
8			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
9			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
10			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
11			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
12			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
13			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers
14			Crackers	Cracked Wheat	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers	Crackers

1	2
AMMONIA	Beans
AXLE GREASE	Blueberries
BAKED BEANS	Clams
BATH BRICK	Clam Bouillon
BLUING	Corn
CONDENSED PEARL BLUING	French Peas
Small C P Bluing, doz.	Mombadon (Natural)
Large C P Bluing, doz.	Gooseberries
BREAKFAST FOODS	Hominy
Apetize. Biscuits	Lobster
Bear Food, Pettijohns	Mackerel
Cracked Wheat, 24-2	Mustard, 1 lb.
Cream of Wheat, 36-2	Mustard, 2 lb.
Cream of Rye, 24-2	Soused, 1 1/2 lb.
Posts Toasties, T.	Soused, 2 lb.
No. 2	Tomato, 1 lb.
No. 3	Tomato, 2 lb.
FARINOSE, 24-2	Mushrooms
Grape Nuts	Hotels
Grape Sugar Flakes	Buttons, 1/2 s.
Sugar Corn Flakes	Buttons, 1 s.
Hardy Wheat Food	Oysters
Postma's Dutch Cook	Cove, 1 lb.
Holland Rusk	Cove, 2 lb.
Kellogg's Toasted Rice	Piums
Biscuit	Plums
Kellogg's Toasted Rice	Peas in Syrup
Flakes	No. 3 cans, per doz.
Kellogg's Toasted Wheat	Peas
Biscuit	Marrowfat
Kellogg's Krumbles	Early June
Maple-Corn Flakes	Early June sifted
2 doz.	Peaches
Maple-Wheat Flakes	Pie
3 doz.	No. 10 size can pie
Maple-Corn Flakes	Grated Pineapple
Minn. Wheat Cereal	Sliced
Algrain Food	Pumpkin
Ralston Wheat Food	Fair
Saxon Wheat Food	Good
Shred Wheat Biscuit	Fancy
Triscuit, 18	Gallon
Pillsbury's Best Cer'l	Raspberries
Post Tavern Special	Standard
Quaker Puffed Rice	Salmon
Quaker Puffed Wheat	Warrens, 1 lb. Tall
Quaker Brkfst Biscuit	Warrens, 1 lb. Flat
Quaker Corn Flakes	Red Alaska
Victor Corn Flakes	Med Red Alaska
Washington Crisps	1/4 s & 1/2 s 15 lb. case
Wheat Hearts	1 s, 15 lb. case
Wheatena	1/4 s & 1/2 s 15 lb. case
Evapor'd Sugar Corn	Scalloped Gems
BROOMS	1/4 s & 1/2 s pails
Fancy Parlor, 25 lb.	Bulk, pails
Parlor, 5 String, 25 lb.	Bulk, barrels
Standard Parlor, 23 lb.	Baker's Brazil Shredded
Common, 23 lb.	10 5c pkgs., per case
Special, 23 lb.	25 10c pkgs., per case
Warehouse, 33 lb.	16 10c and 33 5c pkgs., per case
Common Whisk	COFFEES ROASTED
Fancy Whisk	Rio
BRUSHES	Common
Scrub	Fair
Solid Back, 8 in.	Choice
Solid Back, 11 in.	Fancy
Pointed Ends	Peaberry
Stove	Santos
No. 3	Fair
No. 7	Choice
No. 1	Fancy
No. 3	Peaberry
Shoe	Maracaibo
No. 3	Choice
No. 7	Mexican
No. 4	Choice
No. 3	Fancy
BUTTER COLOR	Guatemala
Dandelion, 25c size	Fair
CANDLES	Fancy
Paraffine, 6s	Java
Paraffine, 12s	Private Growth
Wicking	Mandling
Paraffine, 12s	Aukola
CANNED GOODS	
Apples	
3 lb. Standards	
Gallon	
Blackberries	
2 lb.	
Standard gallons	

3	4	5
CHEESE	Mocha	Chestnuts, New York
Acme	Short Bean	State, per bu.
Bloomington	Long Bean	Shelled
Carson City	H. L. O. G.	No. 1 Spanish Shelled
Hopkins	Bogota	Peanuts, New 10 @10 1/2
Brick	Fair	Ex. Lg. Va. Shelled
Leiden	Fancy	Peanuts 11 1/2 @12
Limburger	Exchange Market, Steady	Peanut Halves @50
Pineapple	Spot Market, Strong	Walnut Halves @40 @42
Edam	Package	Filbert Meats @30
Sap Sago	New York Basis	Alicante Almonds @55
Swiss, domestic	Arbuckle 20 50	Jordan Almonds @60
	Lion 21 50	Peanuts
CHEWING GUM	McLaughlin's XXXX	Fancy H P Suns Raw @6 1/4
Adams Black Jack	McLaughlin's XXXX sold	Roasted @7 1/4
Adams Sappota	to retailers only. Mail all	H. P. Jumbo, Raw @8 1/2
Beeman's Pepsin	orders direct to W. F.	Roasted @9 1/2
Beechnut	McLaughlin & Co., Chicago	CRACKED WHEAT
Chiclets	Extracts	Bulk @3 1/2
Colgan Violet Chips	Holland, 1/2 gro boxes	24 2 lb. pkgs. @2 50
Colgan Mint Chips	Dentyne 1 10	CRACKERS
Flag Spruce	Hummel's foil, 1/2 gro.	National Biscuit Company
Juicy Fruit	Hummel's tin, 1/2 gro.	Brands
Red Robin	9	Butter
Sen Sen (Jars 80 pkgs.)	9	Excelsior Butters @8
Spearmint, Wrigleys	9	NBC Square Butters @6 1/4
Spearmint, 5 box jars	9	Seymour Round @6 1/4
Spearmint, 3 box jars	9	Soda
Trunk Spruce	9	NBC Sodas @6 1/4
Yucatan	9	Premium Sodas @7 1/4
Zeno	9	Select Sodas @8 1/4
		Saratoga Flakes @13
CHICORY		Saltines @13
Bulk		Oyster
Red		NBC Picnic Oysters @6 1/2
Eagle		Gem Oysters @6 1/4
Franck's		Shell @8
Scheuer's		Sweet Goods
Red Standards		Cans and boxes
White		Animals @10
		Atlantics Also Asstd. @12
CHOCOLATE		Avena Fruit Cakes @12
Walter Baker & Co.		Bonnie Doon Cookies @10
German's Sweet		Bonnie Lassies @10
Premium		Battle Fingers @10
Caracas		Cameo Biscuit Choc. (cans) @25
Walter M. Lowney Co.		Cameo Biscuit Asstd. (cans) @25
Premium, 1/4 s		Caramelized Macarons @25
Premium, 1/2 s		Caramelized Macarons @25
		Caramelized Macarons @25
CLOTHES LINE		Caramelized Macarons @25
No. 40 Twisted Cotton		Caramelized Macarons @25
No. 50 Twisted Cotton		Caramelized Macarons @25
No. 60 Twisted Cotton		Caramelized Macarons @25
No. 80 Twisted Cotton		Caramelized Macarons @25
No. 50 Braided Cotton		Caramelized Macarons @25
No. 60 Braided Cotton		Caramelized Macarons @25
No. 80 Braided Cotton		Caramelized Macarons @25
No. 50 Sash Cord		Caramelized Macarons @25
No. 60 Sash Cord		Caramelized Macarons @25
No. 60 Jute		Caramelized Macarons @25
No. 72 Jute		Caramelized Macarons @25
No. 60 Sisal		Caramelized Macarons @25
Galvanized Wire		Caramelized Macarons @25
No. 20, each 100ft. long		Caramelized Macarons @25
No. 19, each 100ft. long		Caramelized Macarons @25
No. 20, each 100ft. long		Caramelized Macarons @25
No. 19, each 100ft. long		Caramelized Macarons @25
		Caramelized Macarons @25
COCOA		Caramelized Macarons @25
Baker's		Caramelized Macarons @25
Cleveland		Caramelized Macarons @25
Colonial, 1/4 s		Caramelized Macarons @25
Colonial, 1/2 s		Caramelized Macarons @25
Epps		Caramelized Macarons @25
Hershey's, 1/4 s		Caramelized Macarons @25
Hershey's, 1/2 s		Caramelized Macarons @25
Huyler		Caramelized Macarons @25
Lowney, 1/4 s		Caramelized Macarons @25
Lowney, 1/2 s		Caramelized Macarons @25
Lowney, 1/4 s		Caramelized Macarons @25
Lowney, 1/2 s		Caramelized Macarons @25
Lowney, 1/4 s		Caramelized Macarons @25
Lowney, 1/2 s		Caramelized Macarons @25
Van Houten, 1/4 s		Caramelized Macarons @25
Van Houten, 1/2 s		Caramelized Macarons @25
Van Houten, 1/4 s		Caramelized Macarons @25
Van Houten, 1/2 s		Caramelized Macarons @25
Wan-Eta		Caramelized Macarons @25
Webb		Caramelized Macarons @25
Wilber, 1/2 s		Caramelized Macarons @25
Wilber, 1/4 s		Caramelized Macarons @25
		Caramelized Macarons @25
COCOANUT		Caramelized Macarons @25
Dunham's		Caramelized Macarons @25
1/4 s, 5 lb. case		Caramelized Macarons @25
1/4 s, 5 lb. case		Caramelized Macarons @25
1/4 s, 15 lb. case		Caramelized Macarons @25
1/4 s, 15 lb. case		Caramelized Macarons @25
1 s, 15 lb. case		Caramelized Macarons @25
1/4 s & 1/2 s 15 lb. case		Caramelized Macarons @25
Scalloped Gems		Caramelized Macarons @25
1/4 s & 1/2 s pails		Caramelized Macarons @25
Bulk, pails		Caramelized Macarons @25
Bulk, barrels		Caramelized Macarons @25
Baker's Brazil Shredded		Caramelized Macarons @25
10 5c pkgs., per case		Caramelized Macarons @25
25 10c pkgs., per case		Caramelized Macarons @25
16 10c and 33 5c pkgs., per case		Caramelized Macarons @25
COFFEES ROASTED		Caramelized Macarons @25
Rio		Caramelized Macarons @25
Common		Caramelized Macarons @25
Fair		Caramelized Macarons @25
Choice		Caramelized Macarons @25
Fancy		Caramelized Macarons @25
Peaberry		Caramelized Macarons @25
Santos		Caramelized Macarons @25
Fair		Caramelized Macarons @25
Choice		Caramelized Macarons @25
Fancy		Caramelized Macarons @25
Peaberry		Caramelized Macarons @25
Maracaibo		Caramelized Macarons @25
Choice		Caramelized Macarons @25
Mexican		Caramelized Macarons @25
Choice		Caramelized Macarons @25
Fancy		Caramelized Macarons @25
Guatemala		Caramelized Macarons @25
Fair		Caramelized Macarons @25
Fancy		Caramelized Macarons @25
Java		Caramelized Macarons @25
Private Growth		Caramelized Macarons @25
Mandling		Caramelized Macarons @25
Aukola		Caramelized Macarons @25
		Caramelized Macarons @25

6

Table with 2 columns: Product Name and Price. Includes items like Graham Crackers, Lemon Snaps, Oysterettes, Premium Sodas, Royal Toast, Saratoga Flakes, Social Tea Biscuit, S. S. Butter Crackers, Uneda Biscuit, Uneeda Ginger Wafer, Vanilla Wafers, Water Thin Biscuit, Zu Zu Ginger Snaps, Zwieback, Other Package Goods, Barmum's Animals, Chocolate Tokens, Butter Crackers NBC, Soda Crackers NBC, Fruit Cake, In Special Tin Packages, Festino, Nabisco 25c, Nabisco 10c, Nabisco In bulk, per tin, Nabisco, Festino, 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, Corsican, Currants, Imported 1 lb. pkg., Imported bulk, Peaches, Muirs-Choice, Muirs-Fancy, Fancy, Peeled, Peel, Lemon, American, Orange, American, Raisins, Cluster, 10 cartons, Loose Muscatels, L. M. Seeded, California Prunes, Beans, California Lima, Michigan Lima, Med. Hand Pickled, Brown Holland, Farina, 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, Empire, Peas, Green, Wisconsin, Green, Scotch, Split, lb., Sage, East India, German, sacks, German, broken pkg., Tapioca, Flake, 100 lb. sacks, Pearl, 100 lb. sacks, Pearl, 36 pkgs., Minute, 36 pkgs., FISHING TACKLE, Cotton Lines, Linen Lines, 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 sections: 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 Bran, Wizard Buckwh't cwt, 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 Sheat Flour, Marshall's Best Flour, Worden Grocer Co., Wizard Flour, Quaker, paper, Quaker, cloth, Quaker Buckwheat bbl., 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, Bakers' Patent, Wykes & Co., Sleepy Eye, Sleepy Eye, Sleepy Eye, Sleepy Eye, 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 Acidu'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 sections: HIDES AND PELTS, Hides, Green, No. 1, Green, No. 2, Cured, No. 1, Calfskin, No. 2, Calfskin, green, No. 1, Calfskin, green, No. 2, Calfskin, cured, No. 1, Calfskin, cured, No. 2, Pelts, Old Wool, Lambs, Shearlings, Tallow, No. 1, No. 2, Wool, Unwashed, med., Unwashed, fine, HORSE RADISH, Per doz., Jelly, 5 lb. pails, per doz., 15 lb. pails, per pail, 30 lb. pails, per pail, JELLY GLASSES, 1/2 pt. in bbls., per doz., 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, 1/4 lb. 6 lb. box, OLIVES, Bulk, 1 gal. kegs, Bulk, 2 gal. kegs, Bulk, 5 gal. kegs, Stuffed, 8 oz., Stuffed, 14 oz., Pitted (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, Half barrels, 5 gallon kegs, Gherkins, Barrels, Half barrels, 5 gallon kegs, Sweet Small, Barrels, Half barrels, 5 gallon kegs, 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. 572, Special, No. 98, Golf. satin fin., No. 808, Bicycle, No. 632, Tourn'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 terces, Compound Lard, 80 lb. tubs, 60 lb. tubs, 50 lb. tubs, 20 lb. pails, 5 lb. pails, 8 lb pails, Smoked Meats, Hams, 12 lb. av., Hams, 14 lb. av., Hams, 16 lb. av., Hams, 18 lb. av., Ham, dried beef, sets, California Hams, 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 sections: Picnic Boiled, Hams, Boiled Hams, Minced Ham, Bacon, Sausages, Bologna, Liver, Frankfort, Pork, Veal, Tongue, Headcheese, Beef, Boneless, Rump, new, Pig's Feet, 1/4 bbls., 1/2 bbls., 3/4 bbls., 1 bbl., Tripe, Kits, 15 lbs., 1/2 bbls., 40 lbs., 3/4 bbls., 80 lbs., Casings, Hogs, per 1/2, Beef, rounds, set, Beef, middles, set, Sheep, per bundle, Uncolored Butterline, 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, 1/4s, Potted Meat, Ham, Flavor, 1/2s, Deviled Meat, Ham, Flavor, 1/4s, Deviled Meat, Ham, Flavor, 1/2s, Potted Tongue, 1/4s, Potted Tongue, 1/2s, 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 lbs. cs., 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., Whitefish, 100 lbs., 50 lbs., 10 lbs., 8 lbs.

10

Table with 2 columns: Product Name and Price. Includes sections: SEEDS, Anise, Canary, 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, Cloves, lg Garden, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. dz., Ginger, African, Jinger, Cochon, Jace, 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, Paprika, Hungarian, STARCH, Corn, Kingsford, 40 bs., Muzzy, 20 lb. pkgs., Kingsford, Silver Gloss, 40 lb., Muzzy, 40 lb. pkgs., Gloss, Argo, 24 5c pkgs., Silver Goss, 16 2lbs., Silver Goss, 12 6lbs., Muzzy, Syrup, 48 lb. 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, Flowery O. P. Fancy, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlas, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz., Old Songs, 5c, Old Times, 1/2 gro., Polar Bear, 5c, 1/4 gro., Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c, 1-6 gro., Yankee Girl Scrap, 2oz., Pan Handle Scrp, 5c, Peachy Scrap, 5c, Union Workman, 2 1/4 6.00, All Leaf, 2 1/4 & 7 oz., BB, 3 1/2 oz., BB, 7 oz., BB, 14 oz., Bagdad, 10c tins, Badger, 3 oz., Badger, 7 oz., Banner, 5c, Banner, 20c, Banner, 40c, Belwood, Mixture, 10c, Big Chief, 2 1/2 oz., Big Chief, 16 oz.

11

Table with 2 columns: Product Name and Price. Includes sections: 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 foil, Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foil, 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., Battle Ax, Bracer, 6 and 12 lb., Big Four, 6 and 16 lb., Boot 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, 5&10, 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., Picnic Twist, 5 lb., Piper Heidsieck, 4 & 7 lb., Piper Heidsieck, per doz., Polo, 3 doz., per doz., Redcut, 1 2-3 oz., Scrapple, 2 & 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 2-3 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, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlas, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz., Old Songs, 5c, Old Times, 1/2 gro., Polar Bear, 5c, 1/4 gro., Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c, 1-6 gro., Yankee Girl Scrap, 2oz., Pan Handle Scrp, 5c, Peachy Scrap, 5c, Union Workman, 2 1/4 6.00, All Leaf, 2 1/4 & 7 oz., BB, 3 1/2 oz., BB, 7 oz., BB, 14 oz., Bagdad, 10c tins, Badger, 3 oz., Badger, 7 oz., Banner, 5c, Banner, 20c, Banner, 40c, Belwood, Mixture, 10c, Big Chief, 2 1/2 oz., Big Chief, 16 oz.

SPECIAL PRICE CURRENT

12

13

14

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigar, and various tobacco products.

Table with 2 columns: Item Name and Price. Includes categories like Pilot, Soldier Boy, Sweet Caporal, and various food items.

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Soap Sticks, Palls, Toothpicks, Traps, and various household goods.

15

16

17

BAKING POWDER Royal. Includes image of a tin and list of prices for various sizes.

CIGARS Johnson Cigar Co.'s Brand. Includes image of a pack and list of prices.

S. C. W., 1,000 lots. Includes list of prices for various goods like El Portana and Evening Press.

COFFEE. Includes list of prices for various coffee brands like Dwinell-Wright Co's B'ds.

WHITE HOUSE COFFEE. Includes image of a tin and list of prices.

WRAPPING PAPER. Includes list of prices for various types of wrapping paper.

YEAST CAKE. Includes list of prices for various yeast cake products.

YOURS TRULY LINES. Includes list of prices for various food items like Pork and Beans.

AXLE GREASE. Includes image of a tin and list of prices.

Distributed by Judson Grocer Co., Grand Rapids. Includes list of prices for various goods.

OLD MASTER COFFEE. Includes image of a tin and list of prices.

Royal Garden Tea, pkgs 40. Includes image of a box and list of prices.

THE BOUR CO., TOLEDO, OHIO. Includes list of prices for various goods.

SAFES. Includes image of a safe and list of prices.

Full line of fire and burglar proof safes kept in stock by the Tradesman Company.

Conservative Investors Patronize Tradesman Advertisers. Includes text about the company's services.

Public Seating for all Purposes. World's Largest Exclusive Manufacturers Church Furniture of Character.

American Steel Sanitary Desks. Built of steel to withstand strain. All parts are electric welded into one indestructible unit.

Motion Picture Theatre Seating. Highest in quality, lowest in price. World's largest manufacturers of exclusive designs in opera chairs.

Lodge Furniture. We specialize Lodge, Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them.

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

SOAP. Includes list of prices for various soap brands like Acme and German Mottled.

Proctor & Gamble Co. Includes list of prices for various goods like Lenox and Ivory.

Tradesman Co.'s Brand. Includes list of prices for various goods like Black Hawk and Good Cheer.

Soap Powders. Includes list of prices for various soap powder brands like Armour's and Babbitt's.

Soap Compounds. Includes list of prices for various soap compound brands like Johnson's Fine and Rub-No-More.

Scouring. Includes list of prices for various scouring products like Sapolio and Scourine.

American Seating Company. 218 S. Wabash Ave., Chicago. Grand Rapids, New York, Boston, Philadelphia. Includes images of desks, chairs, and safes.

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 Rent—Modern store with sales-basement, 46 ft. front 120 deep; best location; suitable for ladies' and gents' ready-to-wear dry goods, etc. Population doubled last ten years; now 20,000. Nearest larger city 200 miles away. Country and climate the best. Geo. Ludwigs, Walla Walla, Wash. 854

For Sale—A new Oliver typewriter, cost \$100, will sell for \$65. Has never been used. Address Chas. J. Wack, Little Falls, N. J. 860

Clothing cabinet with G. R. Show Case hangers, 30 feet long, 12 sliding nickel plated hangers, oak finish, open case, hangers 42 inches long, cabinet portable, can be shipped knocked down, a real bargain for a clothing cabinet of any kind. Address The Toggery, Charlotte, Mich. 859

Hotel for sale in Denver, Colo.; European plan; 60 rooms, elevator; all modern improvements; lease and furnishings at reasonable prices; good terms; this house has never cleared less than \$5,000 per year; full particulars. Address Lock Box No. 59, Denver, Colo. 858

For Sale—Do you advertise locally? I am not an advertising man. I'm a grocer, just like yourself. But I have a series of thirty advertisements, written for me at a pretty steep figure by an expert and I'd like to sell them to some grocer. They have done mighty well for me and they will do the same for you. You can have ten, twenty or all of them at \$1 each. Write C. S. Schlosser, Morristown, Pa. 857

I want a hardware stock for a farm, want a farm for an elevator in a good railroad town. Address Phillip Lippert, Stanton, Mich. 856

For Sale—Meat market on Burton Heights, good location and doing good business. Owner going west and bound to sell regardless of price. O. A. Willard & Co., No. 8 Burton St., Grand Rapids, Michigan. 855

For Rent—Brick store building, equipped with shelving, counters, electric lights and water. Good farming vicinity. Write Mrs. H. P. Lindberg, Manton, Mich. 868

Good clean stock of groceries, shoes and men's furnishings, inventorying about \$6,000; located in one of the best manufacturing and farming towns in Western Michigan. Address S. M., care Tradesman. 867

Drug Store For Sale—Invoice about \$3,000. Only store in town. For particulars address Box 122, Grand Junction, Mich. 866

For Sale—The best double store in a thriving county seat city. Address No. 865, care Tradesman. 865

Hotel—For sale, lease and furniture of the only \$2 per day hotel in county seat; 3,000 population; main line of Burlington and cross road; 20 passenger trains daily; 3 story brick, 35 rooms; steam heat and electric lights; price \$4,000; terms. J. H. Tremain, Osceola, Iowa. 864

160 acre farm to exchange for hardware stock. Fine improvements; best of land; county seat five miles. One of the best farms in the Saginaw Valley. Price twenty thousand dollars. Will exchange for good hardware or general merchandise stock of ten to fifteen thousand dollars. Prefer good town in Southeastern Michigan. Address Land Co., 806 First St., Bay City, Mich. 862

For Sale—18,193 acres timber land in St. Landry Parish, Louisiana. 76,770,000 feet of timber. Land subject to cultivation after timber is removed. For particulars apply to J. E. Dunlap, Plaquemine, La. 861

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—Practically new Hedfeldt separator. N. Martin Sons, 68 East South Water St., Chicago, Ill. 842

For Sale—Good, new, clean stock of millinery in a good town. Enquire of Box 156, Dimondale, Mich. 835

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

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. 848

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. 820

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

For Sale—A Star coffee mill, No. 18. Practically new. Write for price. Address C. C. Co., care Michigan Tradesman. 832

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

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—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

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

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

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

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, 261 Adams Express Bldg., Chicago, Ill. 326

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

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

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

\$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

For Sale—Stock of drugs and groceries, or will sell separately. In small town. Address C. T. R., care Michigan Tradesman. 791

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

Wanted—Good paying hardware stock, about \$4,000, in good farming community. Address No. 869, care Michigan Tradesman. 869

Merchandise Sales Conductors—Advertising furnished free. Contract February sale now. Greene Sales Co., 116 Dwight Bldg., Jackson, Mich. 789

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

First-class grocery clerk wanted, permanent position and good salary to the right man. State age, experience, place last employed and salary expected. Lock Box 368, Soo, Mich. 863

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

ENGRAVING IN WOOD

For many subjects of a mechanical nature wood engravings are not only better for printing and for making electrotypes but are cheaper than halftones. Both are made by

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN

Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.
Tradesman Building

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 9.—There is little change in the spot coffee market. Trading is of small volume and quotations do not show any particular variation. Top grades of Santos are becoming depleted as to quantity and holders are very firm. The close shows 11@11 $\frac{3}{4}$ c for Santos 4s in an invoice way; Rio 7s, 9 $\frac{1}{2}$ c. In store and afloat there are of Brazilian coffee 2,027,270 bags, against, 2,534,679 bags at the same time last year. Mild grades are moving moderately, but prices are well maintained, with good Cucuta 14 $\frac{3}{4}$ c.

Refined sugar is selling in small lots and quotations remain as last noted—4@4.10c as to refiner. Two refineries are behind on deliveries, but probably the delay will not be serious.

Indian and Ceylon teas occupy the center of the stage and both are selling freely with an ever-increasing call. Spot stocks are not especially large and the situation is in favor of the seller. In fact, the whole tea market is in better shape and great confidence is felt as to the future.

Rice shows very little if any change. The quality of arrivals from the South is not all it ought to be in many cases, but when it is fancy it is quickly taken at full rates. Choice to fancy domestic, 5 $\frac{7}{8}$ @6 $\frac{1}{2}$ c.

Spices are steady, with most call for cloves and pepper which are firmly sustained although without noticeable change in range of values. The demand is generally for small lots.

Simply the usual midwinter call exists for molasses, but the week has shown some improvement, as the weather has been rather colder. Grocery grades have been most in demand. Good to prime centrifugal 35@40c.

The week in the canned goods district was very quiet. In fact, business was at low ebb, but with the return of brokers and others from Baltimore, new life will soon be taken on. The demand has been of the most moderate character and, while the prices of future Maine corn were made, they seemed to create little if any interest. Peas are well sustained at recent quotations and tomatoes remain at 70@72 $\frac{1}{2}$ c for standard 3s.

After its recent big drop butter remains steady and for best grades there is a slight improvement. Extra creamery, 27@27 $\frac{1}{2}$ c; firsts, 25 $\frac{1}{2}$ @26 $\frac{1}{2}$ c; held extras, 27@27 $\frac{1}{2}$ c; process, 21@23 $\frac{1}{2}$ c; ladles, 20 $\frac{1}{2}$ @21c.

Cheese is firm. Whole milk extra N. Y. State, 18@18 $\frac{1}{4}$ c; fancy Wisconsin, 17 $\frac{3}{4}$ c.

Eggs are steady and arrivals are fairly liberal. No longer is the 55@60c mark touched, as 36c is the very limit for near-by stock; Western whites, 32@34c.

Scanty Information Regarding the Convention.

No report has been received by the Tradesman as yet as to the programme that will be observed at the annual meeting of the Retail Grocers and General Merchants' Association, which will be held in Grand Rapids week after next, so that the only information the Tradesman is able to present its readers is such as it can obtain from local sources.

It is expected that the delegates will mostly arrive during the forenoon of Tuesday, Feb. 24. They will proceed at once to the Cody Hotel, where they will enroll and receive badges and credentials.

The initial meeting will be held at the council chambers in the city hall

Tuesday afternoon. There will be an address of welcome by the Mayor, which will be responded to by Vice-President W. M. McMorris, of Bay City. This will be followed by the President's address, the Secretary's report and the Treasurer's report and the appointment of committees.

Tuesday evening there will be a smoker at Evening Press hall. This will be a stag affair. A number of surprises are planned and among those who are to address the banquet are Fred Mason and John A. Green.

Wednesday morning the second session will be held at the council chambers, at which time it is expected that Lee M. Hutchins, of Grand Rapids, will deliver an address on "Credits" and J. A. Bake, of Petoskey, will read a paper on "Merchandising." Reports will be received from the delegates from the different towns.

Nothing is known as to what will be done Wednesday afternoon, but Wednesday evening a theater party will be given the delegates, probably at the Majestic Theater, where Thurston, the magician, will hold forth. Perhaps Wednesday afternoon arrangements will be made to entertain the ladies at the show rooms of the Berkey & Gay Furniture Co. It is understood that this concession can be secured, if desired. The convention will last over into Thursday and it is to be hoped that an ample programme has been arranged for that day.

The Tradesman regrets that it is unable to present its readers with a more comprehensive idea of what will be done at the convention, but all efforts to secure authentic information thus far have met with disappointment. The Grand Rapids committees are working like beavers to make the event a success. They are holding frequent meetings and have in preparation the most comprehensive programme ever gotten out by a local organization in advance of the annual convention.

Trade Journal of High Standing

W. R. Wagers, of Menominee, representative of the Michigan Tradesman, is in the city in the interest of that publication.

The Michigan Tradesman is one of the recognized trade journals of the country. It is published in Grand Rapids and is thirty-one years old.

It covers every branch of trade and industry of interest to the people of the State and has wide awake correspondents in every section.

In the different departments handled there is to be found financial, merchandise and produce quotation and valuable news connected with the grocery, dry goods, boot and shoe, stoves and hardware.

Two pages of live editorials, snappy stories under the heads, "Behind the Counter," and "Woman's World," gems of thought and choice poetry, are among the features of this weekly publication.—Cheboygan Tribune.

F. E. Stroup, senior member of the firm of Stroup & Wiersum, commission merchants and jobbers in eggs, poultry, butter, has sold his interest in the business to his partner, Joseph F. Wiersum, who will continue the business at 49 Market avenue.

Lansing After the Next State Convention.

Lansing, Feb. 10.—Over a hundred members of the Lansing Grocers and Meat Dealers' Association and their employees were present at the first of a series of open meetings for employers and employees. The Association will begin a campaign at once to secure the convention of the State Association for this city. R. R. Darwin, Secretary of the Chamber of Commerce, in a short talk assured the members of the Association that his organization would endorse the movement and would send a representative from the Chamber of Commerce to the meeting which will be held in Grand Rapids February 24, 25 and 26.

Delegates from the Local Association to this meeting will be elected at the next regular meeting of the Lansing Association and the delegation will boost for the next meet to be held here. Mr. Darwin declared that the new convention hall auditorium would be ready for the convention by next year. He declared that all business organizations, now that a convention hall is assured, should co-operate closely and enthusiastically and obtain every meeting possible for Lansing.

M. C. Goosen read a paper on "Appearances." Mr. Goosen declared that the minutest attention should be paid to cleanliness and the appearance of displays. He urged courtesy and co-operation between employers and employees and that as much attention should be paid to personal appearances as to window appearances. Mr. Goosen declared further that the window display was a big advertisement and that it had certain influence on the general appearance of a city and was a big factor in favorably impressing strangers. Mr. Goosen had a number of exhibits of fruit and potatoes either spoiled by frost or not properly cared for after harvesting.

Arthur Fry spoke on dealing with children, the shopping representatives of some families.

George Daschner supplied those present with diagram of a beef carcass and gave talk on cutting for the trade. This was followed by a short talk along the same line by James Copas.

Interesting because of its reminiscences was the talk given by E. S. Porter who related some of the incidents of the grocery and meat business in Lansing thirty to forty years ago. He told of the free tea houses where farmers and their families after long cold drives in the winter were warmed up internally with free tea. This old fashioned idea was considered by those present as a very up-to-date proposition well worthy of present-day thought. Mr. Porter criticized the changing of pay days already established and did not think it a wise plan for all shops to adopt the Saturday pay day on account of the work entailed for the grocers and meat dealers.

Proposed Amendment to the Garnishment Law.

Saginaw, Feb. 10.—One of the most essential things to be brought before the annual convention of the Retail Grocers and General Merchants' Association, to be held at Grand Rapids, Feb. 24, 25 and 26, is an amendment to the present garnishment law so that it will include employees of both county and State. At present it covers municipalities. There certainly cannot be any real good reason why the employees of either county or State should be exempt for its provisions.

I am very sure that with such aid as the Association could give to this matter, it would not be a difficult thing to have the matter brought before the Legislature and enacted. This might involve a little effort on the part of the committee having the matter in charge, and considerable effort

on the part of merchants generally. However, the results would well justify the energy expended.

P. F. Treanor.

The Tradesman very cheerfully commends the suggestion of Mr. Treanor, so far as including county employees is concerned, but it is informed by its attorney that the law could not be made to include State employees because a state cannot be sued. There would seem to be no good reason why county employees should not be placed on the same basis as municipal employees and it will give the Tradesman much pleasure to encourage and support any reasonable and legal measure that may be presented in the proper manner to accomplish this result.

Grand Rapids Delegates to State Convention.

At the last meeting of the Grand Rapids Retail Grocers Protective Association, the following delegates were elected: Wm. Andre, Ralph Andre, A. J. Appel, L. O. Barber, C. A. Bertch, R. DeBoer, F. W. Fuller, J. F. Gaskill, Geo. Hanna, F. Johnson, A. W. H. Ladewig, Norman Odell, G. E. Shireling, Geo. E. Shaw, Wm. P. Workman, L. J. Witters, E. J. Zevalkin, Ray Watkins, F. L. Merrill, F. A. France, C. J. Seven, R. Rinvelt, L. Van Dussen, M. Van Westbrugge, W. A. Wood, E. L. May, C. Den Herder, Martin Dekker, C. Haan, A. A. Campbell.

The following alternates were elected: Harold Sears, T. H. Appel, E. A. Connley, A. B. Merritt, Paul Hake, Lee Higgins, A. A. Stevenson, L. E. Peabody, Ray Bennett, F. L. Parr, F. L. Soloman, Frank Lawrence, I. Broersma, John Michmershuizen, J. A. Schmitz, C. Spoelstra, C. Holloway, Charles DeLeeuw, Wilbur Ley, C. Lindemulder, J. J. Hughes, A. J. Lane, A. Botting, J. DeBoer, J. J. Haring, Louis Mass, C. Smallheer, J. M. DeVries, W. Mulder, W. M. Drake, Peter Lancaster, Ed Souffrou, B. Rademacher, W. A. Smith.

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

Buffalo, Feb. 11.—Creamery butter, fresh, 24@28c; dairy, 20@25c; poor to good, all kinds, 15@18c.

Cheese—New fancy, 17c; choice, 16@16 $\frac{1}{2}$ c; poor to common, 6c; fancy old 17@17 $\frac{1}{2}$ c; choice, 16@16 $\frac{1}{2}$ c; poor to common, 6@10c.

Eggs—Choice, fresh 30@33c; cold storage, 26@27.

Poultry (live)—Turkeys, 18@22c; cox, 12c; fowls, 17@18c; springs, 17@18c; ducks, 18@20c; dressed chick 18@20c; turks, 22@25c; ducks, 18@21c; fowls, 17@18c; geese, 15@16c.

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 & Hitzig.

BUSINESS CHANCES.

Jewelry store for sale in good town in Eastern Kansas; 33 miles from Kansas City. Write E. L. Cooper, Eudora, Kan. 871

Wanted—To rent, a good vacant store in a wide awake town. Address Lock Box 72, Corunna, Mich. 870

For Sale—Clean stock of general merchandise in Kent county, gravel road to Grand Rapids. Stock will invoice about \$3,000. This store has paid big for 19 years. Located in good farming section, small competition, splendid chance for good man to step right into paying business. Will rent or sell reasonable. Could use unincumbered real estate. Other business. Address No. 873, care Michigan Tradesman. 873

We will start you in the cleaning and dyeing business, little capital needed. Big profits. Write for booklet. Ben-Vonde System, Dept. 13-B, Charlotte, N. C. 872

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

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

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



Clerk: "This is a thankless task. Here I have had to wash my hands a dozen times this morning. My clothes smell of oil all the time. No wonder those ladies don't want me to wait on them. Gosh! I wish the boss would get a BOWSER."

Sales Offices in all Centers and Representatives Everywhere

**When I Was a Boy I Worked
 In a Grocery and I
 Hated Kerosene**

So did every other clerk and so did the boss.

And the customers didn't enjoy the odor and taste of kerosene on their crackers, cheese and bread to any marked degree.

Those days are past.

BOWSER
 ESTABLISHED 1885

abolished the *nuisance* of kerosene selling and made it profitable and pleasant.

Supply safe, out of sight below, or above the floor in a smell-proof, leak-proof, "fool"-proof Bowser tank.

Accurate, automatic measuring insured by the Bowser self-recording pump.

Profits sure. Oil clean. No odors. No spilling. No over-measuring. Every oil nuisance abolished.

And it costs so little. You soon pay for it with increased profits.

Write now for further particulars.

S. F. Bowser & Company, Inc.

Engineers and Manufacturers of Oil Handling Devices

Sub-Sales Office: 201-202 Abbott Building, Philadelphia, Pa.

Home Plant and General Offices

Box 2089, FORT WAYNE, IND., U. S. A.

Original Patentees and Manufacturers of Standard Self-Measuring Hand and Power Driven Pumps, Large and Small Tanks, Gasolene and Oil Storage and Distributing Systems, Self-Registering Pipe Line Measures, Oil Filtering and Circulating Systems, Dry Cleaner's Systems, Etc.

ESTABLISHED 1885

You Need Quaker Oats Now In the New 25-Cent Size

In March We Send Out 26,000,000 Advertisements
Featuring This Larger Size

100 Magazines Will Be Working for Your Store

We have long put up Quaker Oats in a 25-cent size. But we sold it only in restricted territory.

The larger size, where we sold it, became immensely popular. So we have now decided to offer it everywhere, and feature it in our advertisements.

We Begin in March

In March we begin a new advertising campaign. We shall use Magazines and Weeklies with a combined circulation of 26,000,000 copies per issue. That is enough to cover every home in the country nearly one and one-half times over. It means at least 100 advertisements read by your customers.

In all these advertisements, month after month, we shall feature the 25-cent size. We shall not merely announce it, but urge people to buy it.

We still advertise and push—more than ever before—the popular 10-cent size. But the larger size offers ten per cent more oats for the money, and experience shows that it will be in wide demand.

Best For Us All

It is best for all concerned to feature the 25-cent size. It is best for consumers because they get more for their money. And it saves running out—saves buying so often.

It is best for grocers because it means larger consumption. It means more profit and less trouble.

An Air-Tight Package Guaranteed Bug-Proof

This package is hand-wrapped. It is sealed airtight. We guarantee it proof against insect life. Keep your stock in a clean, dry place and this package can't go wrong.

We are the only people who hand-wrap this large-size oatmeal package.

Sales Will Be Lost Unless You Order at Once

Every customer of yours will shortly know of this 25-cent size. A large percentage will want it. They will come to you for it and expect you to have it.

Orders for this larger size should be placed with your jobber at once. Most grocers at present don't carry this size, so our mills for a while will be greatly over-taxed.

The demand for this size will begin in March, and every store will share it. Don't be without it when your customers call. Order a case to-day.

*Quaker Oats—25-Cent Size
Comes 20 Packages to Case.*

The Quaker Oats Company