

Only a Smile

Only a smile that was given me
On the crowded street one day,
But pierced the gloom of my saddened heart
Like a sudden sunbeam's ray.
The shadow of doubt hung over me,
And the burden of pain I bore,
And the voice of hope I could not hear,
Though I listened o'er and o'er.

But there came a rift in the crowd about,
And a face that I knew passed by,
And the smile I caught was brighter to me
Than the blue of a summer sky,
For it gave me back the sunshine,
And it scattered each sombre thought,
And my heart rejoiced in the kindling warmth
Which that kindly smile had wrought.

Only a smile from a kindly face
On the busy street that day!
Forgotten as soon as given perhaps,
As the donor went her way,
But straight to my heart it went speeding,
To gild the clouds that were there,
And I found that of sunshine and life's blue skies,
I also might take my share.

Be of Good Cheer

There never was a day so long
It did not have an end;
There never was a man so poor
He did not have a friend;
And when the long day finds an end
It brings the time of rest,
And he who has one steadfast friend
Should count himself as blest.

There never was a cloud that hid
The sunlight all from sight;
There never was a life so sad
It had not some delight.
Perchance for us the sun at last
May break the dark cloud through,
And life may hold a happiness
That never yet it knew.

So let's not be discouraged, friend,
When shadows cross our way.
Of trust and hope I've some to lend;
So borrow from me, pray.
Good friends are we, therefore not poor,
Though worldly wealth we lack.
Behold the sun shines forth at last,
And drives the dark clouds back!

WHAT is really wanted is to light up the spirit that is within a boy. In some sense and in some degree, in some effectual degree, there is in every boy the material of good work in the world; in every boy, not only in those who are brilliant, not only in those who are quick, but in those who are sordid, and even in those who are dull, or who seem to be dull. If they have only the good will, the dullness will day by day clear away, under the influence of the good will.—Gladstone.

We Represent

J. Hungerford Smith Co.
Soda Fountain Fruits and Syrups (finest made.)
Fountain Specialty Co.
Soda Fountains and Accessories.

We Sell

Lowney's Fountain Cocoa, Coco Cola, Hire's Root Beer Syrup, Allen's Red Tame Cherry Syrup, Royal Purple Grape Juice, California Crapine. Also Soda Fountain Supplies such as Sanitary Soda Cups and Dishes, Straws, Cones, Ice Cream Dishes and Electric Drink Mixers.

May we have a share of your 1914 business?

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

Good Yeast Good Bread Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**



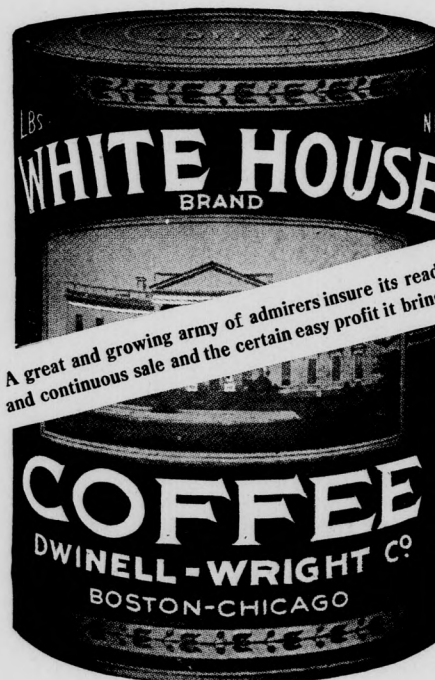
EVERY time you fill a paper bag with sugar you **LOSE** time, **LOSE** the cost of bag and twine, and you may **LOSE** some overweight. You must take all of these chances on such a narrow margin of profit that selling sugar in paper bags means selling it **AT A LOSS**. On the other hand, by selling **FRANKLIN 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.

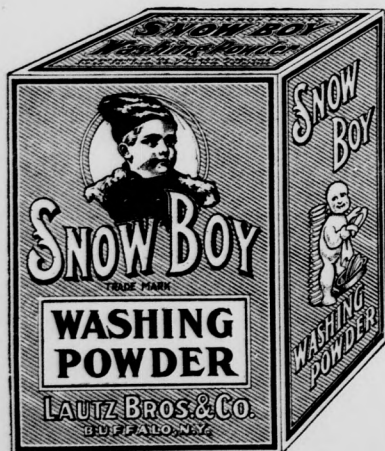
THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

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



A great and growing army of admirers insure its ready
and continuous sale and the certain easy profit it brings

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, MARCH 11, 1914

Number 1590

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State Puts a Premium Upon Dishonesty.

Saginaw, March 10.—It was a source of great regret to the writer that a business engagement in the East made it impossible for him to attend the last convention of the Retail Grocers and General Merchants' Association.

I think your criticism in your editorial of March 4 is well taken. I have for years deplored the purposeless manner in which the average convention has been handled. I have tried in every way to get the presiding officers to outline, previous to the convention, some stated line of action on things that would be material to the retail trade and I have chafed at the wasted time and wasted opportunities which have been allowed to go by at former conventions.

Your suggestion of a committee empowered to outline something of use for every available moment of the convention is worthy of the support of every member of this State organization and it is sincerely hoped that the incoming officers will so plan affairs for next year as to make the next year's meeting the most successful that has ever occurred in the history of the organization.

Reverting again to the advisability of amending the garnishment law so as to embrace both county and State employees, I have consulted our attorney and likewise one or two others, and they say there can be no legal objection to this procedure.

What it will need more than anything else is concerted effort on the part of all members in the State, irrespective of their line of business. The Tradesman can do much for our organization in this matter by bringing the need of this amendment before the merchants. If it is not troubling you too much, such data as you have on this subject, would be very interesting reading for the average member, and I sincerely trust you will find your way clear to use it in your publication.

Time was in our city, as well as in yours and every other city in the State, when such men as firemen, policemen and other city officers were about as indifferent payers as you could possibly find. The moral effort of the present garnishment law has done more to put those men upon a plane of honesty, heretofore not enjoyed by them, than any other one thing. The State, in allowing a certain class of men to be exempt from the provisions of a law, is putting a premium upon dishonesty. The State has taken great care to see that the obligations which the citizen owes the State, can be collected, even to the point of confiscation when necessary, in order to protect itself. It comes with

untoward grace for the State to lend itself to anything which would put a premium upon this procedure, and I do not think it will. I believe the Legislature will amend the law. You can rest assured that I speak with absolute certainty and conviction when I say that this is the case where this law does not cover both the country and State employees.

Paul F. Treanor.

Annual Banquet Kalamazoo Grocers and Butchers.

Kalamazoo, March 10.—One hundred grocers and butchers of Kalamazoo joined together last evening to attend the big get-together banquet held in the Commercial Club rooms. Representative William Fitzgerald was the principal speaker of the evening and drove home to the retailers the necessity of co-operation among the two classes of merchants to successfully combat in courts the recently adopted weights and measures ordinances by the Common Council.

While there were no definite steps taken last night to create a permanent organization among the grocers and butchers, those who heard Representative Fitzgerald's talk greeted the solution of the present difficulty with much enthusiasm.

Eugene Welch, Grand Counselor, Grand Council of Michigan, U. C. T., spoke in favor of home industries and berated hucksters who dress as farmers and encroach upon the trade of the grocers.

Secretary Butler explained to the banqueters the policy of the Commercial Club and the attitude of the organization in rendering any assistance to such associations as the butchers and grocers purpose to form.

Ex-Senator Walter R. Taylor spoke on the trials and tribulations of the grocer.

Rheinous Bell, President of the Kalamazoo Retail Grocers' Association, was toastmaster.

The Best Prize the Clerk Can Win.

Detroit, March 10.—In the department store where I am employed, prizes are given each week to the clerk who has made the greatest number of sales. There is keen competition for this prize, but I have never been able to win it because my department is patronized almost exclusively by women of very moderate means, who in their effort to get the greatest bargain possible in the whole city, demand a great deal of my time in explaining goods, and seldom reward my efforts by buying of me. To what extent is it good salesmanship to indulge their vagaries and whims in looking at goods, when there is so small a chance of their deciding to purchase? I feel that I can never win any prize for the bulk of my week's sales unless I slight some of these bargain hunters.

L. C. M.

Nearly all retail establishments make a boast that "It is no trouble to show goods." If yours is not an exception, live up to the policy that it is wisest to cultivate the interest and good will of prospective buyers. It is probably true that the woman who looks at goods in your department is on a round through all the stores to see that class of goods, and will probably find that the stock

shown her does not vary much in price or attractiveness in the different places she visits. She is going to buy at the store where the most flattering attention is paid to her wishes, and where she feels most at home. Put all idea of competing for a prize out of your mind and devote yourself entirely to the interest of your department by cultivating prospective customers. People who appreciate your painstaking will form a habit of returning to your department, and after they get familiar with your stock and acquainted with yourself will probably be less capricious in their demands. The best prize you can win is a steady patronage of customers. It proves your ability and puts you in line for promotion. The patience and ingenuity necessary to win steady patronage of the class you describe will also develop your strength as a salesman. This is certainly worth more to you than any paltry prize that you might win for a record-breaking number of sales in one week.

Getting the Other Fellow's View-point.

South Haven, March 5.—I note in last week's Tradesman that you were attracted by the doings of our Board of Trade. Inviting the farmers into our Council we give them an evening to criticise our methods as a city. It was very interesting, to say the least, as well as instructive. The result of that meeting is that we are about to organize a creamery here. Nothing like getting the other fellow's view-point—and lots of our farmer friends are capable of giving them. Let some other city try it.

Samuel Van Ostrand.

Any article offered for sale declared to be or pretending to be as good as the best, yet offered for a lower price, is palpably a dishonest and inferior imitation trading on the reputation of "the real thing." The moment you admit the low-priced imitation into your store and offer it for sale, you lower the character of your business, your goods and yourself, and thereby lose a business prestige hard to regain. Your customer does want what he or she asks for—that one brand or kind at that one price.

"Muriel," said the old gentleman, sharply, "that young man you had in the parlor last night is dull of comprehension. All I had to do was cough when the other chaps remained too late, and they would take the hint and depart. Did this one say anything when I coughed last night?"

"Yes," replied the beautiful daughter. "He said the next time he called he was going to bring you some cough drops."

Most children are dissatisfied with the behavior of their parents.

Repealing the Federal Bankruptcy Act.

The National Wholesale Grocers' Association, in an effort to canvass the opinion of its members on the desirability of amending or repealing the National bankruptcy act, is sending to its members the following enquiry:

"In recent years there has been increasing discussion as to the advisability of repealing or changing the National bankruptcy act of 1898 as amended to date. The subject has been before your executive committee at different times, and has been the occasion of more or less frequent enquiries and suggestions addressed to the Association and to its counsel.

"By direction of President McGlasson we are now writing to ask that you send us, as soon as convenient, your views upon the subject, in the form of answers to the three questions following:

"First—Should the National bankruptcy act be repealer?

"Second—Should it be amended?

"Third—In what respects should it be amended?"

The appointment of the commission, announced by Seth Low as head of the National Civic Federation, for the study of the workings of all pure food and drug laws, state and Federal, will bring to the attention of the public the limitations of the most conspicuous Pure Food law we have. The bitterness of the contest in connection with this measure, first over its passage and then over its enforcement, has led multitudes to think that it amounts to a guarantee against improper foods and medicines. All that it does, however, is to prohibit fraud. Yet, as Dr. Alsberg explains, fraud is not so hard to fight as insanitary conditions which affect foods that may be offered for sale. The only safeguard against such sources of danger is inspection of the place of production and medical supervision of the workmen. This, in turn, must rest upon an adequate health service. The larger cities have been forced to pay attention to this service, with the result that in the matter of health protection they are far ahead of communities which would naturally have been expected to be the envy of the centers of population. To spread the gospel of really pure food is the object of the new commission, and it wisely begins by undertaking to find out the facts of the existing situation.

System in business is simply having a right way to do things and doing them that way. Its proper use would prevent three-fourths of the failures.

The American Handle Co. has decreased its capital stock from \$30,000 to \$30,000.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, March 10.—The Soo is hockey mad this week. When the champion game was played last week Tuesday to decide the championship the ice rink was not large enough to hold the vast throng of enthusiasts and one of the balconies broke from the strain. Fortunately, no one was hurt. Muz. Murray the captain of the Soo team, sent in his resignation after the game, as there was too much noise to suit him and, rather than have any one dissatisfied, he pulled out. Our home team is now booked for the final with Cleveland, which is billed for Tuesday and Wednesday nights this week, providing the ice is in proper condition.

There was another unhappy lot of travelers hung up at Mackinac last Sunday when the car ferry was unable to force a passage through the ice. These delays makes a prosperous business for the hotels at Mackinac and adds considerable to their revenue at the expense of the traveling public.

Otto Clapp, for a number of years chief clerk for the Bargain Annex, has resigned his position.

Steelton, a suburb of the Canadian Soo, is to have another industry which will locate there and engage in the manufacture of hardwood products. It is expected that the company will erect a factory to cost about \$20,000 and employ twenty to thirty men. They have asked for a free site and exemption from taxes, so that evidently they are no amateurs at the business. The Steelton Board of Trade is one of the youngest boards organized, and expects to book the new industry. The citizens of Steelton are very much elated over the prospect.

The Soo Line porter who was accidentally killed by jumping from one car to another at Engadine last week was well known at the Soo. When the passenger train was en route to the Soo the axle of the dining car broke at Engadine and the car was set off there. Russell, the porter, was left in charge of the car. In the evening the train returned from the Soo and stopped at Engadine, and Russell went over and talked with the porter of the Pullman. Soon the train started and as the Pullman car pulled past the dining car Russell attempted to jump from the vestibule to the other car when he missed his footing and rolled under the wheels of the moving train. The train was brought to an immediate stop and the remains were picked up and taken to Manistique. They were forwarded to his home in Minneapolis.

The traveling public will be pleased to learn that Duncan Campbell, of Newberry, who has just returned from a trip down South, has announced his intention of erecting a new hotel on the site of the old McLeod House, which was destroyed by fire about two weeks ago. The new hotel will be a three-story brick building and operations will be started as soon as weather permits. Newberry has long felt the need of proper hotel facilities and was badly crippled by the burning of the McLeod House. The hotel will be equipped with all modern conveniences and individual towels will be in line, so that when our hotel inspectors call they will have a favorable report to make.

News of the death of Mrs. C. W. Mott, wife of Colonel Mott, connected with the Upper Peninsula Development Bureau, was a shock to their large circle of friends here, and much sympathy is expressed for the bereaved husband.

Mr. and Mrs. Otto Fowl have returned from a several weeks' tour in the South and Cuba and report having had a most delightful time. Mr. Fowl is again at his desk in the First National Bank with his smiling countenance which has made him popular with his numerous friends.

Harry O'Connors, the jovial chief clerk at Rudell's drug store for a num-

ber of years, has resigned his position and left for a few days' visit with his brother at Nahma. Harry expects to return to the Soo, however, in the near future and get back into the harness again, but has not as yet decided just where he will locate. His many friends here trust that he will remain with us, as his pleasant disposition has made him very popular throughout the city.

Manager Michael, of the Bell telephone system here, is still hard at it with a large force of men installing the new system which is expected to be in working order not later than April. The new equipment is arriving daily and as fast as possible is being placed into position. The new quarters of the company are being furnished with new equipment throughout and it is expected that the Soo will have one of the best telephone systems in the country when completed.

We note that the Menominee merchants are going to get ahead of us for the celebration of the Fourth this year, which from all reports is going to be a big affair. Directors of the Commercial Club are behind the proposition and it is expected it will be handled in safe and sane manner. It is expected to be a red letter day from an old time standpoint. If the Soo is successful in getting the champion baseball team this year, arrangements will possibly be made to move the Soo up to the copper country for the day, but it is a little early to say much in this line, and the Soo may possibly wake up between now and the Fourth and attend to the overflow should there be an occasion.

It is twenty-five years ago to-day since John A. France, our celebrated court stenographer, drove his team of fine dogs in his hand-made cutter through the streets of the Soo and was the envy of the inhabitants at that time. Things have changed, however, and John has now invented a hay stacking machine which will probably make him independent for the rest of his days. He is also owner of the magnificent launch called the Pleasure and is a sportsman of rare ability, being one of the founders of the France & Supe hunting party, which has been among the foremost of its kind in the Upper Peninsula.

Members of the United Commercial Travelers of Marquette expect to hold a special session in the Soo March 14 for the purpose of installing a class of candidates, all residents of this city. The Upper Peninsula now has about 100 members and prospects are very bright for a large increase since the Michigan Knights of the Grip have retired from the field.

C. Y. Bennett, of See Why, Mich., is making great strides in the lumbering operations in which he started a few years ago on the D. S. S. & A. Railway, near Eckerman. Mr. Bennett has built up quite a little town of his own, employing about 100 men in his camps and mill, which is running steadily. He has a large general store well stocked with merchandise so as to care for the inhabitants to See Why. They have also built a new school house, with Miss Ray Agnew in charge. Mr. Bennett is a hustler and much credit is due him for the able manner in which he has so successfully launched his enterprise.

The Soo had a Free-For-All vote on Monday last. The Republicans, Bull Moosers, Democrats voted one ticket and the result was very gratifying and a good clean administration may be looked for at the next election, although the Soo has had able representatives at all times, but seems to be improving right along, and with the present election system, there is very little chance for crooked work and everything is going along very satisfactorily and the tax payers are feeling highly elated over the last election.

A full set of the patented puncture-proof automobile tires invented by R. J. Wynn, of this city, arrived in the Soo from the Goodyear Rubber Co., of Akron, and a practice test will be made on the touring car of F. B. Raymond, proprietor of one of Cloverland's leading furniture emporiums. If it proves a suc-

cess on Mr. Raymond's car it can be safely relied upon as meeting most any requirements in a satisfactory manner. The principal stockholders are Soo people who will watch developments with great interest. There will probably be a large market in the early spring for these tires which will, undoubtedly, be very popular in a short time.

Fire destroyed the St. James Hotel, at Manistique, last week. It was reported that three former attempts have been made to burn this hotel. The police overtook one suspect, but he broke away and escaped. The proprietor can think of no motive for the deed.

For present indications the opening of navigation will be late this year on account of the unusual heavy ice. At the Straits the ice is solid and not covered with snow. The Soo ferry is still in winter quarters, being unable to force a passage, so that the passengers are compelled to continue walking part of the way and ferry a short distance of about forty feet, through open water which is near the Canadian shore.

L. Christom, of Mathias township, called on the Alger county treasurer for \$27 bounty on what was probably the largest wolf ever killed in Cloverland. The animal measured seven feet in length. The wolf made a desperate effort to tear away from the trap and succeeded in gnawing off its paw. He was shot several times before he was conquered. This was one of the finest specimens captured in this part of the country in a long time.

Treasurer Peterman, of Bruce township, called at the court house here last week for an injunction restraining three land and timber companies which are now operating in his township from removing any more timber until the delinquent taxes of 1913 are paid. The Treasurer does not want to take any chances in permitting the land to revert to the State for delinquent taxes after the timber has been removed.

Thos. Watson, the popular grocer of DeTour, was again nominated for President of the village this year. Other officers nominated were also very satisfactory and DeTour is to be congratulated on her selection for the spring election.

The Chippewa Agricultural Society has named Sept. 28, 29 and 30 as the dates for holding the county fair for this year. It will be held in Cloverland Park, which will be opened for the first time, and gigantic preparations are being made for fair to eclipse all other attempts in Cloverland.

The traveling men making St. Ignace will regret to learn that John Hoban, chief clerk of the LeClere House, passed away last Thursday at the age of 54. Mr. Hoban has lived all his life at St. Ignace and his many friends are deeply grieved over his death.

John K. Jacobson, one of Newberry's leading grocers, has remodeled his store at considerable expense and is now prepared to take care of his largely increasing business. Success has certainly crowned his efforts, as only a few years ago Mr. Jacobson started in on a small scale to build up his business to its present size.

Wm. C. Everett, manager of the Great Lakes Laundry Co., has returned from several weeks' sojourn at Mt. Clemens, where he went to take the baths. Mr. Everett is much improved in health and is now back at his office getting ready for the opening of navigation, having a large share of the laundry business on the Great Lakes. His brother, H. Everett, assistant manager, has been looking after the business during Williams absence.

I. Sandleman, proprietor of the new brick store at Pickford, is at present in Chicago buying stock for the spring trade.

F. H. Taylor, proprietor of the leading hardware store of Pickford, is visiting in Lower Michigan, but is expected to return sometime next week.

J. O'Brien, Superintendent for the J. H. Johnson Lumber & Timber Co., at Drummond Island, passed through the

Soo last week on his way to Chicago, where he was called on business. While here he purchased a large amount of supplies which he had sent to Drummond by stage from the Soo. He reports the Island as one of the busiest places on the map this winter. He has a large force of men in the woods and has transformed the heretofore quiet winter Island into a beehive of industry during the winter months. The other jobbers on the Island are also very active this winter and much timber will be shipped from the Island during the summer.

The many friends of Rev. Harry Gillingham, who was pastor of the Methodist church at Pickford for some years, will regret to learn that he met his death in California by drowning while endeavoring to rescue another person.

W. G. Tapert.

Place Where All Read the Tradesman.

Coloma, March 10.—Coloma has four churches, a bank, an opera house with a seating capacity of 500, a volunteer fire department, a good hotel and a weekly newspaper. The industries of the village include a basket factory, flour mill, cider and vinegar works, fruit packing house and creamery.

Geo. W. Grant & Son, dealers in general merchandise, have a nice large store building, filled with reliable merchandise. They are putting out a catalogue to their trade and constantly increasing their business.

E. A. Hall, the furniture and hardware man, carries a complete and up-to-date stock, and endeavors to keep in close touch with the trade at all times.

L. A. Eastman succeeded E. Choopening a short time ago in the grocery and meat business. He has a very nice store and is enjoying an excellent trade.

D. W. Mott, formerly proprietor of the Breezy Hill farm resort, at South Haven, is the new host at the Pitcher House.

Hewitt & Son, the shoe dealers, are well stocked with dependable goods in their line.

Wm. R. Goss, the city meat market man, is always there with the goods.

The Coloma Hardware Co., D. E. Peck, manager is a progressive dealer and goes after the business.

Fred L. Scott, the druggist, has a neat and attractive store.

S. D. Guy handles a general merchandise line.

Wm. Grant the bazaar store man, is confined to the house with rheumatism.

Wm. A. Carpenter, the veteran grocer, is constantly on the job.

C. E. Coburn has a well stocked store of groceries and crockery.

All of these merchants read the Tradesman. W. R. Wagers.

Many Are Called, But Few Are Chosen.

Bay City, March 10.—Of the forty-nine candidates who took the examination for Registered Pharmacist at the recent meeting in Detroit, twelve were successful as follows:

A. M. Findley, G. B. Gust, E. R. Jones, Detroit; J. Kramer, Kalamazoo; G. Maltby, Windsor, Ont.; C. Romeyn, Saginaw; M. E. Rafelson, Detroit; J. R. Spangler, Shelby, O.; R. Sweier, Detroit; J. F. De Yonckheere, Detroit; E. H. Brown, Birmingham; D. O. Brown, Kalamazoo; C. E. Gault, Robert Hislop, Detroit; C. Macted, Wyandotte; W. R. Stringham, Cheboygan; V. A. Shaver, R. A. Wolf, N. Zdrojewski, Carrie A. Huebner, Detroit.

Eight candidates took the examination for Registered Druggist, of whom six were successful, as follows:

R. C. French, Bip Rapids; W. R. Oster, Big Rapids; R. M. Stevenson, Detroit; V. A. Tomashek, Manistique; G. W. Wood, Pontiac; A. H. Price, Detroit. Edwin T. Boden, Sec'y.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Feb. 25—In the matter of Herbert F. Caswell, bankrupt, the trustee, Glenn S. Benjamin, Portland, has filed his final report and account and the final meeting of creditors has been called for March 10. The report of the trustee on file shows balance on hand at the time of filing first report \$3,051.90; additional receipts since filing first report, \$11.05; total, \$3,062.95; disbursements, first dividend of 20 per cent. on claims proved and allowed, \$1,412.02; exemptions, \$232.00; administration expenses, etc., since filing last report, \$249.75; total, \$1,893.77; balance on hand for distribution of \$1169.18. It is probable that another small dividend will be declared and ordered paid to creditors in this matter at the final meeting.

In the matter of Edward Hiemenga, bankrupt, the first meeting of creditors was held to-day. By unanimous vote of creditors present and represented Earl R. Stewart, of Grand Rapids, was elected trustee and his bond fixed at \$1,500. The first meeting of creditors was then adjourned to March 18. This estate consists entirely of cash due from one party and it is likely that a dividend will be declared and ordered paid in the near future.

In the matter of Albert Nichols, bankrupt, formerly doing a general store business at Alto, the trustee has filed his first report and account. The account shows: Total receipts to date, \$3,326.72; disbursements for administration expenses to date, \$72.74; balance on hand for distribution at this time of \$2,253.98. A first meeting of creditors has been called for March 13, at which time claims may be proved, and a first dividend will be declared and ordered paid to general creditors in this matter, whose claims have been filed and proved. It is probable that the dividend will be in the neighborhood of 20 per cent. at this time. The assets have now all been sold and the estate may be finally closed at the expiration of three months from the payment of the first dividend herein.

Feb. 26—In the matter of William C. Walsh, private banker, formerly operating at Boyne Falls, the adjourned first meeting of creditors was held this day. The proposed offer of composition agreed by the bankrupt to be made at the first meeting of creditors did not materialize and the estate will, no doubt, go through the regular channels. The trustee was authorized and directed to sell the real estate and bank fixtures

belonging to the estate for the sum of \$3,200. The trustee was also directed to file his first report and account before the date fixed for the next adjourned meeting, March 11. Upon the filing of this report and account a special meeting of creditors will no doubt, be called and a first dividend declared and ordered paid. It is understood that the trustee now has considerable money in his hands for distribution.

In the matter of Everett F. Northup, bankrupt, formerly in the drug business at Boyne City, the adjourned first meeting of creditors was held this day. Claims were allowed and the trustee given a general order for the sale of all of the assets of the bankrupt at public sale. It is understood that several parties in and about Boyne City desire to purchase and continue the business and a ready sale is anticipated.

In the matter of the Columbian Construction Co., recently doing a contracting business at Muskegon, bankrupt, the trustee has filed his report showing that he has an offer for the purchase of the assets at \$1,400. A special meeting of creditors has been called for March 12, to consider and pass upon the offer and, if deemed satisfactory, to authorize and direct the trustee to consummate the sale at this figure.

In the matter of the Mack Cultivator Co., formerly doing business at Traverse City, the trustee has been directed to institute suit against certain of the stock holders of the bankrupt for alleged unpaid stock subscriptions. The alleged subscriptions unpaid aggregate several thousand dollars and will materially increase the assets of this estate in the event that the suit is successful.

Feb. 27—The first meeting of creditors in the matter of Charles Vermulen, bankrupt, Grand Haven, has been called for March 16, at which time creditors may appear, elect a trustee, prove claims and transact such other business as may properly come before the meeting.

In the matter of Guy C. Longcor, formerly operating a general store at Elmdale, now bankrupt, the first meeting of creditors was held this day. Claims were allowed and objected to. Creditors present and represented failing to elect a trustee, the referee appointed Dean Face, of Coopersville, and fixed his bond at the sum of \$2,000. Frederick Smith, Lucas Slaughter and Joseph Noble, all of Coopersville, were appointed to appraise the estate. This estate involves considerable difficulties. The bankrupt sometime prior to bankruptcy transferred his store and stock at Elmdale for a farm near Coopersville, and at this time by mortgaging the farm paid what was supposed to be all of his

creditors 50 per cent. of their claims and gave a chattel mortgage for the remainder. It now develops that but a small portion of the creditors were included in this payment made, the others receiving nothing. The question of the transfer of the stock without compliance with the Michigan Sales in Bulk Law is now presented and it is expected that considerable litigation will follow. It is also expected that demand will be made upon those receiving the 50 per cent. payment, for the return of the same to the trustee.

Feb. 27—The final meeting of creditors in the matter of the Holland Veneer Works has been called for March 12, pursuant to the filing of the trustee's final report and account some weeks ago. There are many complications to settle and the dividend, if any, to general creditors in this matter will be a very small one.

Feb. 28—A voluntary petition has been filed by Clair E. Ruggles, of Petoskey, doing a business as an inn keeper, adjudication made and the matter referred to Referee Wicks. The first meeting of creditors has been called for March 18, at which time creditors may be present prove claims, elect a trustee and transact such other and further business as may come before the meeting. The schedules of the bankrupt on file show assets aggregating \$1,800, and the liabilities are listed at \$4,539.88. The following are listed as creditors of the bankrupt:

City of Petoskey	\$ 15.00
First State Bank, Petoskey	800.00
First State Bank, Petoskey	234.91
First State Bank, Petoskey	250.00
Shelby Lamp Co., Shelby	39.37
Friedrich Co.,	8.20
C. J. Litscher	15.24
Cheboygan Electric Co.	7.50
Anheuser Busch Brewing Co.	62.75
Petoskey Cigar Co.	50.00
Petoskey Hardware Co.	300.00
Northern Hardware Co., Petoskey ..	120.00
D. M. Amberg	89.00
Chicago Supply Co.,	220.00
Cornwell Beef Co., Petoskey	200.00
National Grocer Co., Cadillac	114.00
Ralston Grocer Co., Chicago	105.00
P. Schoenhoffen Brewing Co.,	328.00
Furniture City Brewing Co.,	88.00
Fochtman's Dept. Store, Petoskey ..	390.00
Jackson & Tindle, Pellston	32.00
Jackson & Tindle, Pellston	1.40
Oscar Smith, Mackinaw	8.50
Bump & McCabe, Petoskey	7.00
Standard Distilling Co., Cincinnati	34.00
National Cigar Co., Milwaukee	50.00
Horton & Cato Co., Detroit	98.00
S. M. Winnie, Petoskey	4.00
S. Rosenthal & Sons, Petoskey	26.00

Levinson's Dept. Store, Petoskey	35.00
A. L. Joyce & Son, Traverse City ..	70.00
H. M. Joyce Shirt Co.	15.00
Bird Printing Co., Petoskey	23.00
Grinnell Bros., Detroit	25.00
Jos. T. Hirschman, Petoskey	250.00
Kuppenheimer Cigar Co.	56.00
William Z. Searle, Petoskey	1.50
Jos. Bernard, Chicago	55.00
Geo. Ziegler Co., Milwaukee	28.23
Jewish Independent, Cleveland	3.60
American Israelite, Cincinnati	24.00
National Cash Register	100.00
Charles Denney, Chicago	35.33
Woodhouse Co.,	78.00
Brunswick Balke Collender Co.	28.40
Churchill Printery, Petoskey	3.00
Mich. State Tele. Co., Petoskey	4.00
Traverse City Brewing Co.	15.00
C. B. Henika & Sons, Petoskey	1.90
Petoskey Brewing Co.	1.80

March 2—The final account of the trustee in the matter of Joseph B. Russo, formerly doing business in the city of Grand Rapids, has been filed. The account shows: Total receipts, \$529.21; disbursements, \$56.20; balance on hand, \$473.01. The final meeting of creditors has been called for Thursday, March 19. The estate assets are small and the claims filed considerable and the dividend, if any, to general creditors in this matter will be very small.

In the matter of the Ludington Manufacturing Co., bankrupt, the inventory and report of the appraisers has been filed. The appraisal shows real estate of the estimated value of \$55,000 and stock of goods in the process of manufacture of the value of about \$24,000, making total value of the assets about \$79,000. The schedules in this matter have not yet been filed, but it is understood that the creditors are numerous and heavy and that the estate is badly involved. Wilmer P. Culver, of Ludington, is now in charge of the estate as receiver.

Unfair Division.

From the bedroom of the twin boys came the mingled sound of loud weeping and hearty laughter, so father went up to investigate.

"What's the matter up here?" he enquired.

The joyous twin indicated his weeping brother. "Nothing," he chuckled, "only nurse has given Alexander two baths and hasn't given me any."

THE LEDGERS SHOW

If you could see the ledgers of the country's most successful grocers you would push the sale of DANDELION BRAND BUTTER COLOR. It is a product that makes steady profits for grocers everywhere.



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.

Muskegon—W. H. Banninga has opened up a plumbing shop.

Evart—McLaughlin Bros. & Turner succeed H. D. Turner in the meat business.

New Hudson—Lewis Beach lost his grain elevator by fire. Loss, about \$6,000.

Harrisville—J. H. Kennedy, of Alpena is arranging to open a drug store at this place.

Coopersville—Miss Myrtle Stiles succeeds Mrs. W. J. Damoth in the millinery business.

Traverse City—Mrs. F. M. Ritter succeeds Mrs. Florence Ellis in the restaurant business.

Kalamazoo—The N. C. Tall Jewelry Co. has increased its capital stock from \$10,000 to \$15,000.

Sparta—R. C. Whaley recently succeeded W. E. Weston, in the billiard and cigar business.

Crystal Falls—The Crystal Falls Cooperation Society has increased its capitalization from \$15,000 to \$30,000.

Martin—Charles Bachman is erecting a store building which he will occupy with his stock of meats about March 20.

Battle Creek—Bentley & Snyder, dealers in boots and shoes, have changed their name to the Bentley Shoe Co., Inc.

Buchanan—J. E. Avery has purchased the grocery stock of C. B. Treat & Co. and will take possession March 15.

Bear Lake—E. D. Collar, of Ionia, has been here for about a month closing out the Ira S. Daines stock of general merchandise.

Lapeer—Fire of an unknown origin damaged the E. T. White stock of general merchandise to the extent of about \$3,500 March 4.

Lowell—John Young has completed his new store building, at the Grand Trunk depot, and will install a grocery store therein shortly.

Kalamazoo—T. R. Brink, recently of Chicago, will open a men's clothing and furnishing goods store in the Hanselman building about April 1.

Kalamazoo—Mrs. L. DeYoung has leased a store building at 1110 North West street and will occupy it with a stock of millinery March 17.

Hemlock—Mueller Bros. have sold their stock of general merchandise to E. C. Cramer, recently of Vestaburg, who will continue the business.

Kearsarge—William Uitti, manager of the Finnish Workmen's Cooperative Store, died March 6 as the result of a fall from the roof of his home.

Shelby—John Pangham and M. Gillesse have formed a copartnership and engaged in the furniture business under the style of the Shelby Home Furnishers.

Plainwell—D. O. Brown has purchased the C. B. Williams stock of bazaar goods, wall paper and paints and will continue the business at the same location.

Howard City—Peter Cataldo, recently of Greenville, has opened a confectionery and cigar store in the Barber building. Mr. Cataldo will manufacture his own confectionery.

Otsego—J. B. Wood, who has conducted a grocery store here for the past six years, has sold his stock to Frank Fairfield, who will continue the business at the same location.

Hillsdale—Fire damaged the S. P. Bull & Son drug stock to the extent of \$9,000 March 6. Insurance, \$7,000. The Spencer Furniture Co. lost \$4,000, with \$2,000 insurance.

Highland Park—The Highland Park Furniture & Carpet Co. has been organized with an authorized capital stock of \$7,500, all of which has been subscribed and paid in in cash.

Detroit—The Empire Grocery Co. has been incorporated with an authorized capital stock of \$10,000, of which \$5,200 has been subscribed, \$500 being paid in in cash and \$4,700 in property.

Kalamazoo—M. Ruster has purchased an interest in the M. Ruster & Sons grocery and meat stock at 227-229 East Vine street and the business will be continued under the same style.

Detroit—Henry & Co. have engaged in the shoe, hat and men's furnishings business at retail, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and paid in in cash.

Conklin—Amos Stockwell has purchased the interest of his partner, Frank E. Haas, in the grain elevator and implement stock of Haas & Stockwell and will continue the business under his own name.

Charlotte—Joseph Fritz, who has been running a garage under the style of J. Fritz & Co. has been succeeded by Joseph Fritz and Roy Bolock, who will continue the business under the style of Fritz & Bolock.

Boyne City—The report that W. R. Niergarth would remove his dry goods and clothing stocks from this city to Reed City is incorrect. His brother, Henry R. Niergarth, has re-engaged in trade at Reed City.

Detroit—C. N. Gore, grocer at Ford, is planning what he says will be the only "serve-self" grocery store in the country. The building is being remodeled for the purpose. Mr. Gore feels that the novel method of people picking out their own goods, wrapping them up and waiting on themselves will prove a big success. In addition to the serve-self feature, chips will be used in place of money by credit customers.

Reed City—Henry R. Niergarth, who was engaged in trade here twenty-one years prior to two years ago, when he sold out, has re-engaged in the dry goods and furnishing business in the new Curtis building.

Saginaw—William A. Cassidy, recently a salesman for Symons Bros. & Co., has purchased the Vollert & Gossel grocery stock, at 1427 Janes avenue, and will continue the business under the style of the Quality Grocery.

Central Lake—E. A. Fox, druggist, was found dead in the basement of his store March 7, heart failure being the cause of death. He was a member of the School Board and of the Village Council. Formerly he was President of Central Lake.

Traverse City—Smith & Hurst, dealers in pianos, have merged their business into a stock company under the style of the Smith & Hurst Piano Co., with an authorized capital stock of \$20,000, of which \$14,000 has been subscribed, \$3,500 being paid in in cash and \$10,500 in property.

Detroit—Geo. P. Yost, wholesale and retail dealer in furs, has merged his business into a stock company under the style of the George P. Yost Fur Co., with an authorized capital stock of \$50,000 common and \$50,000 preferred, of which \$75,000 has been subscribed, \$2,286.28 being paid in in cash and \$72,713.72 in property.

Detroit—The E. & R. Shoe Co. opened its fourth shoe store in Detroit last week, in the basement of the building at 120 Woodward avenue. The store has an entrance from Woodward avenue. Show cases will be placed at the top of the stairway and down the stairway on both sides. In addition to a complete line of Bostonians, the new store will feature a \$3 line. The proprietors of the store are Fred Elliott, of Flint, and W. L. Ratz, of Detroit.

Detroit—J. Albert Wendt and his son, Walter F. Wendt, have opened a new jobbing house for shoe and drug store specialties at 98 Moran street. They will specialize in goods manufactured by the Cummer Products Co. H. & H. arches and "Tredlite" rubber heels will also be featured. J. Albert Wendt was formerly in the retail shoe business in Detroit. A large number of drug stores handle arch props, rubber heels, polishes, laces and other shoe findings, and Wendt & Son, as the new house is known, will cater to this trade, as well as to the retail shoe dealers.

Manufacturing Matters.

Detroit—The American Motor Truck Co. has increased its capital stock from \$5,000 to \$50,000.

Saginaw—Valley Boat & Engine Co. has increased its capital stock from \$30,000 to \$75,000.

Jackson—The Frost Gear & Machine Co. has changed its name to the Frost Gear & Forge Co.

Kalamazoo—The Globe Casket Manufacturing Co. has increased its capital stock from \$57,000 to \$100,000.

Rogers City—Friedrick Bros. have opened a flour mill here with a capacity of 50 barrels of flour a day.

West Branch—The capital stock of the Diamond Lumber Co. has been increased from \$240,000 to \$440,000.

Menominee—The Wolverine Cedar & Lumber Co. has decreased its capital stock from \$300,000 to \$5,000.

Battle Creek—Nichols & Shepard Co., manufacturer of threshing machines, has increased its capital stock from \$550,000 to \$2,200,000.

Howard City—S. W. Perkins has removed his mince meat factory from Grand Rapids to this place and will continue the business.

Detroit—The Accessory Forgings Co. has been organized with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and \$3,000 paid in in cash.

Saginaw—The Cooper Lumber Co. has engaged in business with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and paid in in cash.

Detroit—A new company has been organized under the style of the Continental Starter Co., with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Detroit—The Cricket Cyclecar Co. has been organized with an authorized capital stock of \$300,000 common and \$100,000 preferred, which has been subscribed. \$7,500 paid in in cash and \$317,500 in property.

Detroit—C. E. DeClements & Son have engaged in business to manufacture and deal in electrical appliances, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Lansing—The Wolverine Condensed Milk Co. has been organized with an authorized capitalization of \$40,000 common and \$10,000 preferred, of which \$45,000 has been subscribed, \$18,750 paid in in cash and \$11,500 in property.

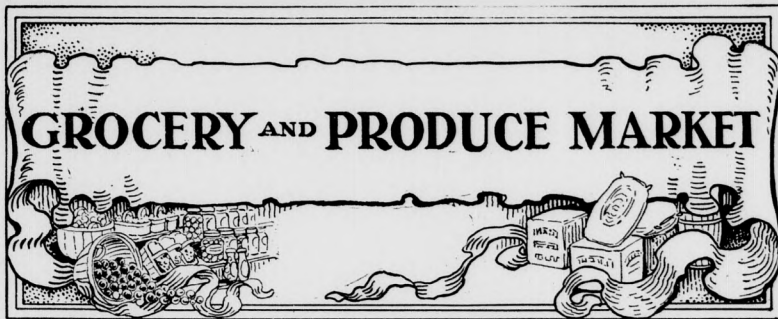
Manistique—The Manistique Handle Co. has engaged in business to manufacture and deal in wooden handles and other wood articles, with an authorized capital stock of \$15,000, which has been subscribed and \$1,500 paid in in cash.

Saginaw—The Schust Baking Co. has increased its capital stock from \$50,000 to \$150,000, the additional amount to be used in the erection of a five-story reinforced concrete building at the corner of Congress street and Michigan avenue.

Detroit—The Michigan Automobile Trimming Co. has been incorporated under the style of the Michigan Auto Trimming Co., with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed, \$340 being paid in in cash and \$2,660 in property.

Detroit—The Bidwell Socket Co. has engaged in business to manufacture and deal in automobile accessories, with an authorized capitalization of \$40,000 common and \$10,000 preferred, of which \$45,000 has been subscribed, \$18,750 paid in in cash and \$11,500 in property.

Greenville—Congressman Francis O. Lindquist is home from Washington to arrange for his new manufactory which he expects to put in complete operation by July 1. He has also purchased land on which he intends to erect a four store, two story brick block, for use as an office and show room for clothing. Greenville is to be made a great clothing manufacturing city if all Mr. Lindquist's plans are realized.



Review of the Grand Rapids Produce Market.

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

Bananas—Are strong at \$3 per 100 lbs. or \$1.50@2 per bunch.

Butter—The anticipated drop in prices has occurred. Factory creamery is now being offered at 28c in tubs and 28@29c in prints. Local dealers pay 20c for No. 1 dairy and 15c for packing stock.

Cabbage—2½c per lb.

Carrots—75c per bu.

Celery—\$2.75 per crate for Florida. **Cocoanuts**—\$4.50 per sack containing 100.

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

Cucumbers—\$2 per doz.

Eggs—A year ago to-day local dealers were paying 17½c for fresh eggs. To-day they are paying 23c, but expect that the influx of shipments will force the paying price down to 20c before the end of the week.

Grape Fruit—The market is steady at \$4.50 per box.

Grapes—Malaga, \$6 per keg.

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

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

Lemons—California and Verdellis are steady at \$4@4.25 per box.

Lettuce—Eastern head has advanced to \$2.75@3 per bu; hot house leaf is steady at 12c 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—\$1.75 for red and yellow; white are out of market; Spanish \$2 per crate.

Oranges—Californias have been very firm during the week and prices may be higher. The heavy rains and floods in California made it impossible to harvest the fruit and shipments have been greatly delayed. It will be ten days or a week before shippers will be able to get the usual amount of oranges into market. Californias have advanced to \$2.75@3; Floridas are selling at \$2.25@2.50.

Peppers—Green, 65c 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—Receipts are hardly sufficient to meet market requirements. Local dealers now offer 14@14½c for fowls and springs; 10@10½c for old roosters;

9c for geese; 14c for ducks; 14@16c for No. 1 turkeys and 12c for old toms. These prices are live weight. Dressed are 2c a pound more than live.

Radishes—25c per dozen.

Spinach—\$1.50 per bu.

Strawberries—40c per quart for Floridas.

Sweet Potatoes—Delawares in bu. hampers, \$1.25.

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

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

Have you looked about your store this year to see what you can do to make it more comfortable and convenient place for your employees and yourself? Profit by your experience of last year. See if there is not some way the equipment or arrangement can be so improved or altered so as to add to its efficiency. Sometimes you save a great deal of money by spending a little. If an additional touch here or there enables somebody to get more work done, or do it better, it may amount to the same thing as increasing the force. In working for a living, it is a great thing to do it as comfortably as possible. This adds to contentedness and contentment is a great accessory to success. A cheerful heart is a valuable asset. You, and all who are connected with you in your establishment will be inspired to greater accomplishment if the surroundings are pleasant.

The Oakdale Lumber Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property. The stockholders and the number of shares held by each are: Anson C. Rosenberg, 34 shares, John A. Colburn, 33 shares and Glenn A. Rosenberg, 33 shares.

Louis F. Harmon has purchased the Plumb drug stock, at Mill Creek, and has opened for business at the corner of Butterworth street and Straight avenue.

Mrs. Hilda Scott has bought the millinery stock at 346 East Hall street, formerly owned by Mrs. Soderstrom.

Albert Papke has bought the grocery stock of the estate of James McCleary at 79 South Division avenue.

Streelman & Co. succeed Thomas Bouwkamp in the meat business at 1969 South Division avenue.

Mrs. Emma Turner has sold her grocery stock at 727 Butterworth, to Leonard Lieffer.

The present generation might be termed the automobile race.

The Grocery Market.

Sugar—All of the New York refiners are still on 4c basis for both hards and softs. The country has continued to disappoint refiners, who had looked for improvement in the movement of granulated after the first of the month when the duty reduction was put in force and distributors could no longer advance this development as an argument against buying sugar. While the price now quoted by all interests has discounted most of the cut in the tariff—the comparative figure a year ago being 4.30c—grocers still feel that the refiners should yield more and predictions of a break in price still obtain. Brokers say that the crisis will come when the refiners are able to ship out the accumulated orders which are held up by difficulty in getting facilities from the railroads. The storm undoubtedly badly disturbed the calculations of refiners, who are melting more actively and could take care of much more business if it were not for this delay in shipments. According to the view in some quarters, it will be a week before traffic conditions are normal, and then unless there is a good demand competition may force a cut in price. The margin for refined is not really excessive, considering the fact that the refiners have been suffering from lean earnings—89 points—but there is no harmony to sustain the market.

Tea—The Japan market remains firm, with steady demand. High grades are getting scarce and stocks are only fair. Higher prices are among the probabilities for the coming new crop. Ceylons and Indias continue to grow in favor. Prices remain firm. China Congous and Gunpowders are in good supply at fair prices. Formosas are very strong, with quite a scarcity in high grades. The general market is more active than for some time past.

Coffee—Prices show no quotable change, but the tendency is easy. Mild grades are steady to firm but without any development for the week. There is a regular demand but at the moment it is not large. Java and Mocha are both unchanged and firm.

Canned Fruits—With stocks on the Coast closely cleaned up and holders of spot goods reluctant to job because their supplies are equal only to the requirements of their own trade in most instances, the market for California canned fruits is firm. No quotable improvement in prices here or on the Coast is to be noted, however. Gallon apples are in a strong position because of the limited supplies in first hands, but, as the demand at the moment is not urgent prices are unchanged.

Canned Vegetables—There has been a decided improvement in general trade during the past week. Distributors have allowed stocks to run low, but the late winter weather has had the effect of stimulating consumptive demand, and, as the call for goods for immediate use continues, jobbers have had a busy time for some days past and have been compelled to come into the market frequently to fill out supplies. Tomatoes show no change for the week. The market is steady with a fair demand. There are no indications of any immediate advance, although prices may be higher later in the season. Corn and peas,

both spot and future, are unchanged and dull, although there is something doing every day.

Canned Fish—The consuming demand for salmon is increasing, and all varieties are coming in for more attention from the consuming trade, but packers and jobbers have little business of importance to report. Coast stocks are well cleaned up, and the feeling there is firm. Sardines of domestic and foreign production are in small compass in first hands. The market is strong, with an upward tendency. In other lines business was slow at the end of last week, and no new features were presented.

Dried Fruits—The past week has witnessed a very notable revival of buying interest in Coast dried fruits. The improvement has been most pronounced in prunes, but other lines have come in for a large share of attention. The situation in prunes is likened to that existing in the early part of 1911, when the stocks here and on the Coast were light and closely controlled; short sellers in that year were badly hurt, but there seems to be no operators on the short side this year. Available supplies are if anything smaller than they were in 1911 and are even more closely controlled. One packer is credited with having the bulk of what is left of the crop for shipment from California and one jobbing house here is understood to control the bulk of the New York supply. Peaches are still quiet, but better demand is expected for them, and if that time comes prices will probably be higher. Apricots are very high and unchanged in price. Raisins show no change and fair demand. Currants and other dried fruits are dull and unchanged.

Cheese—The situation is firm and unchanged. Stocks are still reported light everywhere, and the market promises to continue firm about on the present basis.

Syrups and Molasses—No change in corn syrup or compound syrup. Sugar syrup is unchanged and in quiet demand. Molasses is wanted moderately without change in price.

Provisions—Smoked meats and bacon are ¼c higher. Pure and compound lard are steady at unchanged prices with only a moderate consumptive demand. Dried beef, barreled pork and canned meats are unchanged and dull.

Salt Fish—Cod, hake and haddock are temporarily very scarce on spot in secondary markets, due to the bad weather, but prices have not materially advanced. The markets in all are firm. Norway mackerel has already reached pretty nearly the limit of price. Norway 4s can hardly now be sold retail for 5c and the holders can scarcely advance very much more without having their demand seriously curtailed. There are no fine Irish mackerel. The entire stock of Irish mackerel is dark winter caught fish which are not wanted and are selling at nominal prices.

O. D. Dresback succeeds H. E. Anderson as district manager of the Detroit Automatic Scale Co. He is located at 9 Ionia avenue and his territory includes the counties of Kent, Muskegon, Otta-wa, Allegan, Barry and Montcalm.

John D. Raab Chair Co. has increased its capital stock from \$75,000 to \$125,000.



The American Seating Co. increased the volume of its business \$450,000 during 1913 over 1912—from \$3,200,000 to \$3,650,000, reducing its liabilities \$250,000 during the same period. It increased its liquid assets from \$1.55 to \$1 to \$1.90 to \$1 of its indebtedness. Seventy thousand dollars were expended on betterments to its four factories. Of this amount \$50,000 was expended on the Grand Rapids plant, which turned out 57 per cent. of all the goods manufactured by the company. The company employed an average of 1,433 men, 857 of whom were kept at work in the Grand Rapids factory. The total payroll of the company was \$961,000, of which \$604,000 was paid to employees in the Grand Rapids factory. The company has reached a point where its opera chair output exceeds its school desk output, both numerically and in amount. Nearly all school desks are now made of steel. The manufacture of wooden desks with cast iron frames will be abandoned altogether in the course of a year or two.

The name selected for the new bank at Boyne Falls is the Farmers and Merchants' Bank. Its opening supplies a want that has been keenly felt in that village since the failure of the Walsh Bank last November. The first Board of Directors are R. O. Bisbee, Cashier of the Peoples' State Savings Bank of East Jordan; W. A. Stroebel, merchant of East Jordan and Vice President of the Peoples' State Savings Bank; H. C. Meyers, a leading hardware merchant of Boyne Falls, and J. H. Porter, local manager for Cobbs & Mitchell, who is a man of long experience in financial affairs, having been connected with the auditing department of the G. R. & I Railroad. The new Bank is financially strong and is in the hands of capable and trustworthy men.

A verdict of \$4,683.53 has been rendered against the Gratiot County State Bank of St. Louis, in favor of D. Lloyd Johnson, trustee of the St. Louis Chemical Co. In the case against the Bank, David E. Harrison and Max Lowerstein, two directors of the Chemical Co., negotiated a loan of \$5,000 at the bank, guaranteeing the loan; other directors did the same thing with other banks. It is said that when things began to look bad for the company, quick assets were sold and these notes paid; but they were paid when the company was insolvent, it is claimed, and within four months of the time the company went into bankruptcy. It

is now up to the directors of the Chemical Co., who guaranteed these loans, to make good to the Bank.

Charged with perjury in stock sales and with a violation of the "blue sky" laws, involving nearly \$15,000 throughout the State and especially in Kalamazoo, Van Buren and Berrien counties, Ralph L. Chapin, aged 30, Secretary and Treasurer of the Lawton Basket Co., was arrested in Battle Creek last Saturday and lodged in the Kalamazoo county jail. Chapin is alleged to have sold stock in the Lawton Basket Co. located at Lawton, totalling nearly \$15,000. It is alleged that he misrepresented the financial standing of the company and failed, when soliciting the sale of stock, to mention that a mortgage of \$15,000 was held on the plant by Gardner Powell of Three Rivers. According to the statement of a probable witness in the case and one who has been in touch with conditions, Chapin made the statement that the concern was on firm financial footing. The informer stated that in this fact lay the misrepresentation. The case against Chapin has been undertaken by Attorney General Grant Fellows, and it was at the request of this official that the arrest was made by officers of Sheriff Chapman's force. Attorney Charles H. Cavanaugh, of Berrien Springs, has investigated the case from beginning to end, being named for that purpose by Attorney General Fellows. William Deutsch, of Lawton, who has taken charge of

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Capital - - - - \$500,000
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Resources
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
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Savings
Deposits

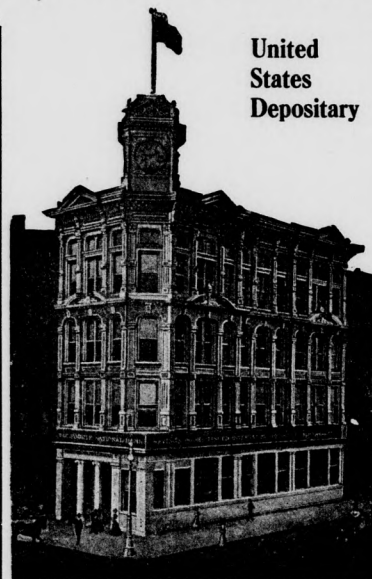
3

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

CORRESPONDENCE PROMPTLY REPLIED TO

the proposition in the interests of Lawton stockholders, is also endeavoring to learn more concerning the case. The Lawton Basket Co. is a corporation with a number of stockholders. None of the original stockholders are implicated in the charges, according to those who have investigated the case.

Seth Hyney, Cashier of the Albion State Bank, of Albion, since 1909, has resigned. He has been in the banking business at Albion for nearly two decades. He will engage in other business.

Richard Bates has been elected Cashier of the Maynard-Allen State Bank of Portland. Mr. Bates has been in the employ of the bank for many years, latterly as Assistant Cashier.

W. R. Thompson, Cashier of the First National Bank of Hancock, has been elected Vice-President and manager of that institution, the latter position being created in order to give Mr. Thompson's service to the Bank deserved recognition.

The Fruit Growers' State Bank of Saugatuck has increased its capital stock from \$25,000 to \$50,000.

Two facts are evident in the existing financial situation. One is, that the optimism rampant in financial circles six weeks ago, and due to the sudden easing of the money situation, the passage of the Currency bill, the apparent truce between the Government and big business—incidents which led to the hope that the new forces would shortly be converted into terms of renewed business activity—has disappeared. But the other is, that this less cheerful feeling is not ascribed to any underlying unsoundness in the situation. Business has recovered somewhat from its recent depression, and it is still apparently on the road towards further recovery. The trouble was that people had come to believe there would be a recovery in business as rapid as the uplift in the stock market in January. In that they have been disappointed. There is reason to believe, however, that their disappointment arises as much from a previous unjustified degree of optimism as

from anything abnormal in the tardiness of improvement in business.

When all aspects of the situation, good and bad, have been canvassed in current discussion, opinion usually comes around to the conclusion that the main underlying influence, making for business improvement, is still operative; furthermore, that it will continue to encourage steady even if slow upbuilding of confidence and activity. That influence is easy money, as contrasted with the tightening of the whole world's purse-strings a year ago. Our own banking community looks for what, comparatively speaking, might be called continued ease.

Some hardening of money, normally incident to the season, may occur, during the next few weeks. The recall of Treasury funds from the country banks, in which the Secretary of the Treasury placed them last fall during the crop moving season, will be to some extent a drain on Eastern institutions. Shipments of funds to the interior from New York, for the planting season, may shortly exert an influence on the money market, making for firmer rates. But with that out of the way, the belief is general that we shall relapse into this same easy money market again. This refers particularly to so-called time money. Over the first of April, it would not be surprising to see some flurry in demand rates, but that would have no considerable significance. A general revival in business might exhaust the available supply of funds, or an unusual volume of financing operations might exert a real strain on the money market. Either of these would, however, be entirely unexpected.

The Tradesman publishes elsewhere in this week's paper a large illustration of the new bank building which will be erected this year and next by the Grand Rapids National City Bank and the City Trust & Savings Bank on Campau Square. The structure will be the most imposing banking edifice in the city.

If a couple are walking along the street and she stops to look in a shop window while he keeps right on, they are married.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

March 11, 1914.

THE BUSINESS SITUATION.

In the last half of 1913, merchants were scarcely if they made expenses; they did not expect profits. They have, therefore, bought sparingly, and have clean stocks. Many have been carrying scarcely enough merchandise for their ordinary trade, and have counted on hasty replenishment to meet demands as they develop. With the coming of more moderate weather, after a most unseasonable winter, they expect to see steady improvement in this demand. This will surely happen if the price level of the minor farm products keeps up. The dairy and the poultry yard are becoming again important as feeders for the farm treasury and consequently for the trade of the country towns.

There has been for six months some tendency on the part of farmers to allow their accounts to stand at the stores while they borrowed at the banks and spent that money buying feed and caring for their ordinary business. This was a hard load for the merchants, and it even compelled the banks to borrow to take care of their demands. But the moving of the stock that was carried through the winter has brought back some of the deposits and the merchants now find themselves with smaller accounts for collection. The wholesale cleaning of the slate in every direction has had its helpful effect, and has given confidence in the coming months. While as yet there has been no material improvement in trade, the signs are favorable, and bankers are past the worry stage in which they found themselves for several weeks earlier in the season.

The Mexican situation may continue confused for some time to come; but recent indications have certainly been that some change of importance in policy cannot be much longer delayed. Probably nobody of judgment would be willing to say just what would be the effect on the markets of any conceivable new policy. The old one is at least a seriously depressing influence because of the obscurity and confusion which it creates. The freight rate decision is not expected for at least eight weeks—possibly not for three months. What its nature will be is a matter of the broadest conjecture.

Probably the majority of railway men expect the 5 per cent. increase to be granted. Usually well-posted industrial circles have lately expressed expectation of a somewhat smaller grant. In either

event, there would be great relief in financial circles. The effect of a complete refusal would be highly unfavorable—partly because of a somewhat exaggerated idea, even in trade circles, that everything depends on the railways getting their request, but partly also because of a far more legitimate impression that the decision in this case will settle whether the Commission is headed definitely towards a policy of complete restriction.

By April, the crops will begin to be an influence—how much of an influence, it is always impossible to predict. The revival in the markets of 1912 was a direct consequence of bumper harvests; the much more vigorous revival of 1904 occurred in the very face of a wheat crop shortage.

RUN ON MODERN LINES.

In this age of facility for publicity an attitude of suspicious fear on the part of the people who have to invest seems inexcusable, and yet it is wise for the investor or the prospective investor, to closely scrutinize the security in which he is about to place his money. The sense of security that comes from the possession of a sound investment adds materially to a person's peace of mind, and when a man is once satisfied that the business in which his money is invested is one of stability where the properties are kept in good physical condition, where the operation is conducted by men skilled in their various departments, and who realize that their success lies in efficiency and economical management, he is not so apt to be influenced by market fluctuations, and should not be induced to sacrifice his securities through a decline in their market prices, where nothing has occurred to impair the intrinsic value or reduce the income on their securities.

The great growth of the country and the modernizing of town and country is opening a most attractive field for investment in the enlargement of public utility enterprises. In ten years the gross earnings from electric light and power corporations increased 245.45 per cent. The output of the generating stations in 1912 increased 445.33 per cent. over 1902 and 118.47 per cent. over 1907. The dividends paid upon public utility securities in 1913 showed an increase of \$14,225,026 over 1912.

To-day there are in the United States 2,500 establishments engaged in the manufacture and sale of illuminating and heating gas; the capital employed is over \$1,000,000,000; the annual output exceeds 170,000,000,000 cubic feet, equalling a value of more than \$180,000,000. More than 60,000 persons are engaged in the business and that business is still expanding, due to the natural growth of the progressive communities served with this great convenience.

Modern public utility corporations are being run upon modern lines and, instead of a policy of secrecy, one of absolute frankness generally prevails, because it is realized that the success of any large business enterprise to-day depends upon the good will

of the people. It is realized that in conducting the affairs of the company along the lines of straight forward business principles will win the good will of its patrons, the confidence of the public, and the faith of the investor. To quote Henry B. Joy, President of the Packard Motor Co.: "If we know and can prove that we are right, fair, equitable and sound in our principles, we will get the customers' good will ultimately and then it will belong to us. It will be ours by right of having won it fairly—by right of deserving it."

That being true with the customers of the company, it will be true of the investor, and he will find a large majority of the public utility corporations are being conducted along these broad modern lines. Facts and figures are easily available and any modern corporation will be pleased to send to anyone who may so request, full information as to their properties, earnings and prospects.

IT CAME FROM BASKET BALL!

The boys were twins, so nearly alike in looks, manners, dispositions and morals, that only their most intimate friends tried to tell which was which. Eager for fun or work, strictly free from bad habits, the pair were among a joyous group at a recent basket ball game. It was so easy to become enthused to the perspiration stage; so easy to get chilled in the cooling off process. And the one supposed to have really the stronger constitution of the pair became the victim.

Two days longer he went to school, battling with what was supposed to be the prevailing cold. On the next day pneumonia developed in a form so violent as to baffle all medical skill; and in less than a week after the night of the fateful game came the final release from intense suffering.

Classmates silently dropped into the open grave the rose—the class flower—which he had expected to wear but a few weeks hence on the glad commencement day. The grief-stricken brother with the remainder of the class stand paralyzed, now feeling entirely inadequate to the work before them. Teachers and pupils strive to keep back the burning tears and to help the one who is left alone to accomplish the work the two had planned to do here. An entire community has been saddened by the untimely death.

Back of all the sorrow comes the painful thought: it was that basket ball game that did it! Sports that are clean and wholesome are too valuable to be allowed to exact such sacrifices. Be temperate in all things, your amusements as well as tastes. This is a critical season. Sudden changes in temperature, the first warm days, the excitement of the game—each or all may easily prove a destroyer. Watchfulness cannot be too emphatically the rule. The game which is advocated by specialists for developing a splendid physique is, like many of our most efficient medical remedies, equally capable of meting out fatality.

THE SPECIAL WEEK SALE.

A prominent manufacturer of garden implements has announced a special week for pressing them in all parts of the country—a sort of "Old Home" feature in the trade world. The plan at once suggests several commendable features, and with the enterprising tradesman it can scarcely fail to be productive of good.

In the first place, there will be a general arousing at the most opportune time. There are always those who do not think of a thing unless some one jogs their memory. Once give them the tip that it is time to get busy with a certain article and they will carry out the scheme in a most forcible manner; but they hang to the thing in hand so persistently and to the exclusion of all else that the good effect is in a measure lost. The proposed plan is sure to work up enthusiasm, if such a thing is possible, and this at the proper time.

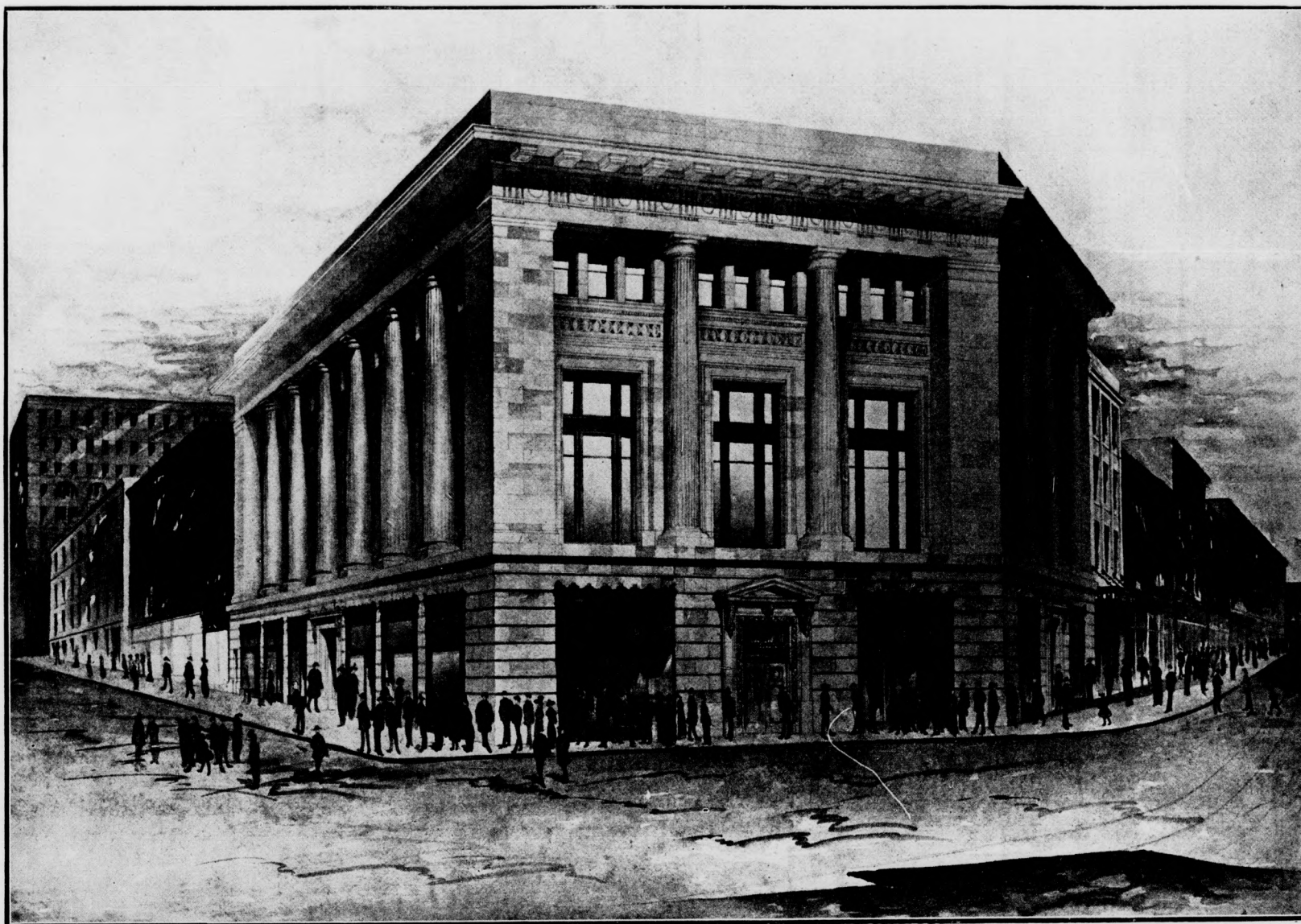
There is a gain through working together. The feeling that neighbor so-and-so is now specializing along a certain line will give you a double incentive. You know the impetus he has given has helped to arouse the public. You feel that it devolves upon you to do as well. Interest is contagious. The very fact that the subject in hand is a live one helps to keep up interest among all concerned.

There is the friendly rivalry, felt if not expressed. You know that the eyes of those at the center are watching along the lines. They will not fail to take note of what each of their sales men are doing and compare results. Some are bound to make good returns and everyone wants to be among those at the head of the list. There may be no prizes save that best of all—the feeling of self-satisfaction which comes of having done the best possible. That best is almost always better when we know that others are working along the same line. Not only may these special sales come one, but every year, like our local fairs— notable periods in our calendar of trade.

The Department of Agriculture is considering the advisability of abandoning trips to Washington as prizes for boy corn growers. Instead, the various states are to be urged to substitute a system of agricultural scholarships which will produce better results than are derived from sight-seeing tours. A year's course in an agricultural school is the recommendation as the chief prize for state winners, with a shorter course for the county winners. Probably these prizes would be more practical for the boys, but there is a great incentive to hard work in growing corn by the knowledge that the prize is a trip to Washington.

A cornet in a neighbor's flat may be as big a nuisance as a full fledged corn in one's own.

The bad habits of tailors are often found in misfit parlors.



New building of the Grand Rapids National City Bank, which will be erected this year and next on Campau Square. Eleven additional stories will be added later. Williamson & Crow are the architects and have planned a building of rare beauty and utility.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, March 9.—Learn one thing each week about Detroit: Detroit is one of the greatest fur handling cities in the country, one concern alone using the skins of 1,000,000 fur bearing animals yearly in the manufacture of scarfs and muffs.

The Shields Co., which conducts a men's furnishing goods store at 59 Grand River avenue, will open a new store in Highland Park on April 1. Besides carrying a stock of furnishing goods, they will also carry an up-to-date line of men's clothing. Mr. Shields will have one of the finest stores in Highland Park.

Statistics show that a man is killed at his work in this country every fifteen minutes but then this news would be of no interest to the I. W. W.

The only work that an I. W. W. ever was known to do was to work a worker.

The Henry Blackwell Co., which recently purchased the J. A. Burns stock of dry goods and the lease of the Burns store building, which it will occupy, has closed its store temporarily while the interior is being remodeled. It expects to move into the new quarters on or before May 1.

It is said that a hair from the tail of the horse is the strongest single thread known. But we know of a certain blonde hair that upset a whole household.

Lee Burnham, who has been traveling for the American Tobacco Co., Detroit district, has been transferred to the Upper Peninsula. The many friends of Mr. Burnham will regret to hear of the change, but he has many friends in the top part of the State who will be elated to hear the news.

The thousands of readers of the Tradesman will note with regret the announcement that A. F. Rockwell has given up his duties as the Grand Rapids correspondent. While the writer and Mr. Rockwell have taken tilts at each other, there always remained the friendliest of feelings. "Rocky" was one of the most polished writers for the United Commercial Travelers and other traveling men. We are in hopes that the Gabby Gleanings editor will reconsider and again chronicle the Grand Rapids doings. We will miss his writings and even though he does no more writing, he has at least, made a name for himself for the writing he has already done.

It is all right to have a girl who can make nice taffy, but after marriage the man likes to hand out the taffy.

Charles Reattoir, district manager of the American Tobacco Co., and Senior Counselor of Cadillac Council, was called to Jackson last Monday on account of the death of his father, Charles P. Reattoir. Although 75 years of age, Mr. Reattoir, until a week before his death, was hale and hearty. The sympathy of the traveling men and the Tradesman are extended to the bereaved family.

Chicago now has a church devoted to the deaf and dumb. This should appeal to those men who do not want their slumbers disturbed while attending church.

Ira M. Smith, owner of a Grand Rapids department store, accompanied by his wife, spent a few days in Detroit last week. Mr. Smith was on a pleasure trip and had spent a portion of the week with his parents in Richmond. He reports that the year of 1913 was the most successful since the organization of the I. M. Smith Co., about six years ago.

Next Saturday, March, 14, the annual election of officers of Cadillac Council takes place. The meeting will be held in the afternoon at St. Andrew's hall. The largest class of the year will be initiated. Chas. Reattoir, who has been Senior Counselor for the past year will leave the office

with the knowledge that his Council has made the greatest gain in membership in its history—largely due to the enthusiasm he had instilled into the members.

The fur house known to hundreds throughout the country as the "House of George" has changed its name and will be known as the Rollins Co. F. H. Rollins, for whom the firm was named, is what is known in the twentieth century as a "live wire." Mr. Rollins a few years ago conducted a dry goods store in Rochester with great success, but a man with the ability he possesses was destined for greater things and he sold out his business in that village, coming directly to Detroit, where he has made a success of everything he has undertaken. The Rollins Co. will specialize in misses' and ladies' suits, skirts and fine furs and fur storage facilities. Associated with Mr. Rollins in the company and one of the principal stockholders is Miss Josephine Cohen, well known throughout the city.

We do not believe in a person being stingy, but we do think everybody ought to keep their temper.

William O. Watson, former Detroit citizen and for the past five years representative for Marshall Field & Co., Chicago, has resigned his position and has purchased a hardware store in Bancroft the home of his youth. Will is very well known throughout the territory in Michigan he has been traveling and his many friends wish him success in his new venture.

Jack Blitz—happy, smiling Jack—says his idea of wealth is to have two eggs for breakfast in his own home.

If you were to ask a native of Detroit if he knows Henry Komrofsky he might tell you he doesn't. On the other hand, ask him if he knows Henry the Hatter and—if he is a native of the city—he will promptly say, "Sure, I know Henry the Hatter." Henry has been in his present location at 49 Gratiot so long that he is ashamed to tell you and even if he had been there for 100 years, it would not make him look any older than a real young business man. We don't know exactly how old he is, but he looks twenty years younger anyhow and you have to doff your lid to Henry the Hatter. He's a wise merchant. He caters with much vim and energy for the traveling men's business. You know every traveling man wears a hat and most traveling men have lots of friends and again, most traveling men are real lavish with their (expense) money. A fine looking, likeable and honest fellow, it was no trouble whatever to convince hundreds of the boys that Henry the Hatter's was the place to buy their hats and if it wasn't for the fact that the Attorney General reads these columns, we might tip it off that Henry has a special little deal that he gives the knights of the cushioned seats. We are sorry we didn't get his picture to present to our readers because we know it would be a treat to gaze on his honest countenance—and then you would readily understand why Mrs. Henry the Hatter just dotes on Mr. Henry the Hatter.

H. R. Patterson & Son, 1542 Beaubien street, who have been carrying a line of ladies' and men's furnishing goods, have decided to carry a line of men's furnishing goods exclusively and have sold out the stock of ladies goods.

Worry time for saloon keepers. License time May 1. Twelve months of careful law obedience would, undoubtedly, remove the worry.

The fellow who is continually throwing mud cannot expect to keep his own person very clean.

John Brasch, of Brasch Bros., accompanied by his wife, is spending a few weeks in Florida. We know of no Detroit merchant who is more entitled to a good trip and good rest than is John Brasch.

Saturday, March 21, Council No. 9 will hold its annual election of offi-

cers and delegates to the Grand Council meeting to be held in Saginaw in June. Candidates will be initiated and several grand officers will be in attendance. The installation of officers will be done by Supreme Conductor Frank Ganiard, of Jackson.

No hotel keeper will be arrested for the prices they charge for skimmed milk.

William Canfield, for a number of years Southern Michigan representative for Burnham, Stoepel & Co., has resigned and has accepted a position as Michigan representative for Strowbridge & Clothier, of Philadelphia. Mr. Canfield will carry their line of linens and white goods. He was, up to a short time ago, a resident of Grand Rapids. Mr. Canfield, or "Bill," as he is more lovingly called, has hosts of friends who join in wishing him success, which they know will be his and which eventually comes to most men who have a pleasing personality, are honest and willing workers.

Despite the claims of some that business during February was not up to the usual standard, Guy Caverly, who sells Gee Jay and Dutch Master cigars for the G. J. Johnson Cigar Co. of Grand Rapids, tells us that February, 1914, was far ahead of February, 1913, for him. Guy is one of those uncommon salesmen who might be called color blind. Saturday doesn't look any different to him than to the rest of the week days.

Russia is this year constructing 6,688 miles of railroad to cost \$480,643,000. This ought to make it easier to get out of that country.

Many hotel proprietors who conduct their places on the American plan complain that many traveling men try to make their stomachs feel like a magician's hat—the kind that holds about a bushel of junk.

Armada, a town of a trifle over 1,000 inhabitants, besides boasting of being the home of several prominent traveling men, can lay claim to having one of the finest drug stores in Michigan. The store is conducted by Lathrop & Jeffry, but under the active management of Mr. Jeffry. No large city in the State can boast of a finer drug store and, naturally enough, the inference can be drawn that the owners must be up-to-date and alive to the needs of their patrons. Both of the owners are young men and are very popular among the residents of Armada.

Joe Hallman, an old-time traveling man, well known throughout Southern Michigan and at present manager of the J. Y. Marcero Co., Pontiac branch, had the misfortune to lose his mother last week. Our sympathy goes out to Mr. Hallman and the bereaved family.

The mother's heart is the child's school room—Henry Ward Beecher.

Harry Andrews, city salesman for A. Krolik & Co., is driving around the city in a new Ford car.

The traveling men who kick the hardest on the high rates of some hotels are generally the first to offer every attache of the hotel a tip.

Out-of-town merchants are coming into Detroit in great numbers, caused by the close proximity to spring. The following is a partial list of the dry goods merchants who were in quest of spring merchandise: General C. R. Hawley, representing Bay City and Alpena stores; I. M. Smith and John Putt, I. M. Smith Co., Grand Rapids; Murphy & Jackson, Pinckney; G. E. Starr, Grass Lake; F. P. Southworth, Crosswell; F. L. Cook & Co., Farmington; C. F. Wahler, Dryden; Mr. Neuhausel, Neuhausel Bros., Toledo; Seeman Bros., Hoover; G. M. Nacker, Clarenceville; Davis & Kishlar, Ypsilanti.

Another De'roit concern that has been coming to the front rapidly is A. Bates & Co., dealers in men's furnishing goods, 49 Monroe avenue. Last week they purchased the stock of the Globe Furnishing Co., 1507 Woodward avenue, a short time ago adjudicated in bankruptcy proceedings. The Bates Co. will conduct an up-to-date men's furnishing goods store in the Woodward avenue location. Besides the two stores mentioned, A. Bates & Co. own another up-to-date store on Gratiot avenue.

The fellow who is working to get higher is seldom in the market for hire.

We cannot believe that any misfortune has befallen Ura Donald Laird and Curley Bill Pohlman.

When Ura Donald Laird does not send in his contribution it is the reader's misfortune.

When we do send ours in, it is the reader's misfortune.

Not satisfied with finding fault with our present high taxes, some would increase them by having war with Mexico. The saddest blow of all is that the first war tax levied by our Government is always on beer and whisky.

Harry Nichols, representative for the Vernor Ginger Ale Co., and member of U. C. T. Council, No. 9, underwent a serious operation at one of the local hospitals a few days ago. At this writing Mr. Nichols was resting easy and is expected to make a complete and permanent recovery. By calling Secretary Harry Marks, Cad. 842 J, the name of the hospital where Mr. Nichols is being treated can be ascertained.

J. L. Marcero, of the J. L. Marcero Co., has been spending the past two weeks in Tampa, Florida.

Clare Adams of Ludington, and A. H. Seeley, of Grand Rapids, have purchased the general store of Sam Burns, at Fountain. Mr. Seeley is a former Detroit citizen and is proud of it, having conducted a dry goods and furnishing goods store here a number of years ago. Clare Adams is a young man and if he can show only a portion of the business acumen his father has in the past, the suc-

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Detroit, Mich.

WEEKLY QUOTATIONS FURNISHED UPON REQUEST

cess of Adams & Seeley is assured. Mr. Seeley's faculty for making friends and his clean methods of doing business are sure to prove another big asset in the business. Mr. Burns has made a decided success of the business during the past nine years that he has been located in Fountain.

Next week Jackson will put on a Made in Jackson exhibit. The majority of the merchants have donated their window space for the exhibition.

A great many cities are having a Go to Church Day. Every city has its usual quota going to the other place every day.

Photograph this on your brain: U. C. T. Council, No. 9, holds its annual election Saturday, March 21.

Cadillac Council will do likewise next Saturday, March 14.

Gabby Gleanings gone, but not forgotten.

They all like to read it, but few care to assist in gathering the news.

Move to Grand Rapids and repent at leisure.

Not meaning to discourage the sage of East Lake.

James M. Goldstein.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 9.—Another mile stone is passed for Grand Rapids Council, No. 131. Because of the large amount of business to be transacted, the annual meeting Saturday, March 7, began at 10 a. m. in the Association's lodge rooms and, with a short intermission for lunch, which was served by the lodge at noon, continued until 5:30, barely giving the officers and members time to go home and dress for the twelfth annual banquet which was held in the Chamber of Commerce building. At the annual meeting twelve brave men and true marched over the burning sands and joined the grand commercial army. They are, Robert Brenner, Harry Bowney, W. D. Brown, P. B. Ford, J. J. Dooley, Dan Lewis, L. R. Philp, J. A. Sandbrink, A. C. Young, D. W. Smith, H. A. Wilkinson, Robt. C. Phelan.

The last named was initiated for Flower City Council, Rochester, N. Y.

Two members were re-instated—B. H. Hydorn and E. E. Parker—making a total membership of 465.

The election of officers resulted as follows:

Senior Counselor—F. E. Beardslee.
Junior Counselor—C. C. Herrick.
Past Senior Counselor—O. W. Stark.

Secretary-Treasurer—Harry D. Hydorn.

Conductor—A. N. Borden.
Page—E. J. McMillan.
Sentinel—A. T. Driggs.

W. E. Sawyer was appointed official scribe.

For the sixth time Harry D. Hydorn has been elected Secretary-Treasurer of Council No. 131. This honor has been merited by his tireless efforts in behalf of his Council. During his incumbency in office 300 members have been added to our organization, of which over 150 of the application blanks bear the name of Harry D. Hydorn. His sunny disposition, ready sympathy, resourcefulness and indefatigable energy have won him a warm place in the heart of every U. C. T. man in the State. We predict for him a deserved honor in the Grand Council of our order.

Delegates to the Grand Council meeting at Saginaw were elected as follows: O. W. Stark, F. E. Beardslee, J. H. Mann, John Hondorp, Harry D. Hydorn, Walter Ryder, F. H. Buck.

Alternates—H. R. Bradfield, W. K. Wilson, S. J. Gray, S. E. Stark, N. H. Graham, W. R. Compton and W. B. Holden.

At the annual meeting we had as guests of honor Eugene A. Welch, of Kalamazoo, Grand Counselor of Michigan; James F. Hammell, of Lansing, District Deputy of the U. C.

T., and John A. Hoffman, of Kalamazoo, Past Grand Counselor.

Mr. Welch paid a glowing tribute to Grand Rapids with its many industries and to Council, No. 131, the largest and most progressive council in the State. He paid a merited tribute to the "best trade journal in the country," the Michigan Tradesman, and spoke feelingly of his deep friendship and respect for its editor, Mr. E. A. Stowe, the tried and true friend of the traveling men.

James F. Hammell, of Lansing had, with some inconvenience to himself, changed his official programme in order to accept the boys' invitation to be with them at the annual meeting and banquet, but said he felt amply repaid for the sacrifice. He praised the Council for its progressiveness and the enthusiasm of the membership.

John A. Hoffman presented the Council with a beautiful silk and gold embossed banner carrying the inscription "Grand Rapids Council, No. 131," surmounting the crescent and grip, which is the fraternity's emblem.

Neil De Young, District Passenger Agent for the P. M. Railway, appeared before the lodge at recess and made such a favorable impression on the members by his strong arguments in favor of the railway he represents, presenting it in the light of a home industry with several hundred employees living in Grand Rapids and consuming Grand Rapids made products that, together with the cordial co-operation he has always given the traveling men, won for him the transportation contract for the trip to Saginaw, June 12.

The Executive Committee for the ensuing year were named as follows: W. D. Bosman, John Schumacher, H. C. McCall, H. B. Wilcox.

The crowning feature of the day was the banquet in the Association of Commerce dining hall. Wilbur S. Burns acted as toastmaster and was in an especially happy frame of mind. In introducing the principal speaker of the evening, Governor Woodbridge N. Ferris, he spoke of him as one on whom the presidential mantle might fall and voiced the opinion of all who listened to that scholarly man that should that distinction come to him, he would fill the highest office in the gift of the Nation with honor and credit to his State. Governor Ferris, in his address, paid the commercial traveler the greatest compliment ever listened to in our banquet hall. Governor Ferris said in part:

"I take off my hat to the traveling man as I know him and meet him for his broad knowledge of human nature—and other qualifications," he said. "Line up 1,000 of him and you'll find him the equal of any 1,000 preachers or professors or any other class of men you may choose."

"The traveling man of to-day, if he is a success in his calling, is a man of broad mind and knowledge, a mentor and guide to his patrons and a protector to the consumer; a man of keen discernment, ready wit and talent, highly educated, although not necessarily in schools or seminaries, clean in character and habits, of good manners and good taste, tactful and resourceful, and the greatest master of the direct and definite application of plain English language."

"He imparts his message in a manner which leaves no doubt and he quits when he gets through—if he is a success."

Eugene A. Welch, of Kalamazoo, responded to the toast "The Ladies." His talk was a series of compliments to those who most closely share our joys and sorrows. He said the wife is the traveler's inspiration and his guiding star. The subject was one of the best on the programme and was well handled by Mr. Welch.

As we glanced over the banquet table we decided that members of Grand Rapids Council, No. 131, had been as successful in getting the land's fairest and best sweethearts as in get-

ting orders for their firms, which proves at times that two things can be accomplished at the same time and both be done successfully.

Harry D. Hydorn was very happy over his re-election to the important office of Secretary and said, when introduced by the toastmaster, that he would rather be Secretary of Grand Rapids Council than Governor of the great State of Michigan.

Retiring Senior Counselor O. W. Stark was presented with a Senior Counselor's jewel and Past Senior Counselor J. Harvey Mann received the cap significant of that office.

Rev. A. W. Wishart gave a very excellent address, in which he took occasion to pay the commercial traveler a very high tribute.

Mrs. E. A. Ewing favored the banqueters with one of her delightful readings.

During the evening Tuller's orchestra dispensed sweet music with occasional U. C. T. songs, led by William Hazel Reily. Mr. and Mrs. Reily also gave several enjoyable numbers.

Chas. F. Kennedy spoke on the Big Show and gave a booster talk for the Greater Grand Rapids Exposition which will be in charge of Grand Rapids Council.

Altogether the evening was one which will be long remembered by those present as one full of rich food for thought, as well as the excellent menu prepared to tempt the inner man.

Will E. Sawyer.

Boonlets From Bay City.

Bay City, March 9.—David W. Harrison, a traveling salesman with headquarters in this city, died very suddenly at Prescott last Tuesday. He was a member of Toledo Council, No. 10. Death, the relentless foe of all mankind, has claimed another victim and one more home is deprived of its breadwinner.

Secretary Runyan, of the Chamber of Commerce, has resigned and James

C. McCabe, a local man, has been selected as his successor.

For several years C. B. Chatfield, of the Chatfield Milling Co., of this city, has shared the profits of his business with his employees and last Saturday checks were distributed for the year just closed. A number of the men in Mr. Chatfield's employ have served him from fifteen to thirty-two years. Mr. Chatfield's plan is commendable.

I note that the Secretary of the State Board of Health reports that Port Huron's typhoid fever cases were caused by impure water. Why do residents of Port Huron drink impure water when they can secure pure Canadian rye whisky by crossing St. Clair River? Pub. Com.

Smart Youth.

"Willie," said the mother sorrowfully, "every time you are naughty I get a gray hair."

"Gee," said Willie, "you must have been a terror. Look at Grandpa."

The average man gets a lot of unnecessary abuse while he is alive and a lot of unnecessary praise after he is dead.

AUCTION SALE OF MERCHANDISE Open Time Beginning March 20

If you want to work off those lines of winter goods NOW is your time.

We sell for 10% commission and can give results.

Write or phone

E. D. COLLAR, Auction Salesman
IONIA, MICH.

Good Goods

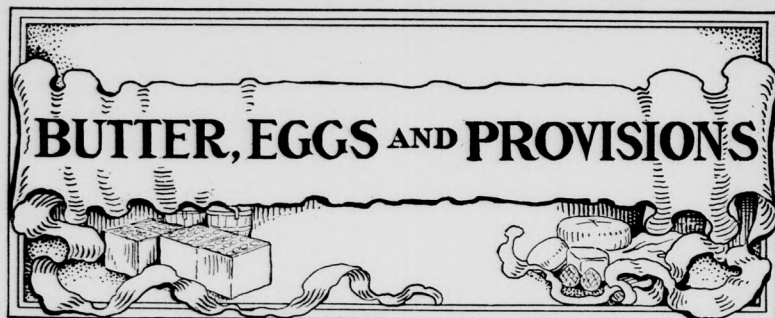
Good goods means to us the best article of its grade that the world's market affords, and full measure, and full count.

WE SELL
GOOD GOODS

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers



Michigan Poultry, Butter and Egg Association.

President—H. L. Williams, Howell.
Vice-President—J. W. Lyons, Jackson.
Secretary and Treasurer—D. A. Bentley, Saginaw.
Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williamson; C. J. Chandler, Detroit.

Annual Meeting of Poultry, Butter and Egg Men.

The eleventh annual convention of Michigan Poultry, Butter and Egg Association was held at Griswold Hotel, Detroit, Feb. 27. The meeting was not largely attended but awakened a lively interest, especially in the prospects of importations of butter and eggs from abroad as discussed by F. G. Urner of New York, and while no action was taken to express individual ideas of proper speculative basis there was a general sentiment that the situation demands conservative operations. Steps were taken to increase the usefulness of the Association and to extend its usefulness in encouraging the more general establishment of quality buying of eggs, a subject that occupied a large share of the discussions. And plans were laid looking toward more frequent meetings of the Association, to be held in various produce centers of Michigan.

The morning session was called to order by President B. T. Howes, of Detroit, who addressed the Association. He referred to the successful year in the egg business notwithstanding the usual agitations and boycotts, efforts at cold storage legislation, etc. The exertion hot weather last summer had, he said, emphasized the fact that there is only one way to buy eggs properly—on a basis of quality.

The boycotting ladies had learned that it was useless to attempt to buck the market unduly under the conditions of supply prevailing, but such movements indicate also that prices must be kept as low as possible to insure a sufficient consumption. Mr. Howes thought the public is becoming better educated as to the necessity of cold storage. He spoke of the need during the coming season of considering carefully the effect of reduction or removal of the duty on butter and eggs, and from nearly all other farm products also, which is likely to lead to a lower level of prices for all.

Mr. Howes spoke of the activities which should be engaged in by the Association and for its need of more money to make its work effective. The officers had been hampered by a lack of sufficient funds and he urged the members to do their full part besides endeavoring to increase the membership. It is necessary to be

constantly on guard against unfavorable legislation, harmful to the members and producers and consumers also. Also educational efforts are necessary to correct mistaken views of the business by the general public. He urged the members to talk of the benefits of cold storage preservative at every opportunity.

Secretary J. E. Waggoner, of Mason, read a report of the proceedings at the last annual meeting, describing the more important matters discussed at that time, the resolutions adopted, etc., and made a financial report showing that only a part of the members had paid their dues.

The election of officers resulted as follows:

President—H. L. Williams, Howell.
Vice-President—J. W. Lyons, Jackson.

Secretary-Treasurer—D. A. Bentley, Saginaw.

Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williamson; C. J. Chandler, Detroit.

A general discussion followed as to the purposes and usefulness of the Association and the need of providing sufficient funds; also as to the need of a publicity bureau to work for popular education through the newspapers.

Mr. Chandler said that the educational committee had done some work during the past year issuing circulars, etc., largely bearing upon the question of quality payments for eggs. He spoke of the resolutions adopted a year ago favoring the system of quality payments and urged the members to tell what results had been secured.

Mr. Howes said that his company had been buying on that basis, and that last season they had done so from June up to the present year on all purchases made in Michigan. Prices had been varied as much as 5@6c a dozen and after last summer's experience he did not see how anyone could do a successful business on any other basis. He had held the trade of the suppliers of the better qualities but had lost some whose goods had to be cut.

Mr. Williams said he had bought on a different basis when he could but had, at some points, met the competition of others on the case count basis.

Mr. Bentley said his company had bought according to quality all goods at Saginaw but had not succeeded in making the practice general.

Another member declared that he had paid a uniform price but had refused to buy when he could



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

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

When in the market to buy or sell

FIELD SEEDS

Call or write

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

POTATO BAGS

New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

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.

not obtain frequent (at least weekly) deliveries.

Mr. Chandler did not see how weekly deliveries were any assurance of quality. He believed it best to buy only from farmers directly where educational methods and differential payments must be applied to make them effective.

Asked whether he thought any uniform plan could be adopted under varying conditions, Mr. Chandler replied in the affirmative, stating that the principle was always the same but that the amount of difference paid for various qualities must be varied according to changes in actual values. He had been most successful in quality payments in the hottest weather and most unfavorable conditions, for in cool weather the case count competition gets a pretty good average quality anyway and is more to be feared; but a certain amount of discrimination is always justified and always possible. Mr. Chandler said later that eggs brought in by hucksters were candled, graded and returned for on the next trip. They had established some town buying stations under a system favored by the local storekeepers who were found, in some cases, very ready to give up the receipt of eggs in trade under the conditions provided.

Other members expressed their views and experiences and it seemed evident that the method of paying for eggs according to quality is being pretty generally tried out and gradually extended.

Afternoon Session.

At the afternoon session F. J. Schaffer, of Detroit, discussed the work of the Association. He referred to the slogan adopted several years ago—"Better Prices for Better Eggs"—and declared that much good had been done by the educational campaign then started. He spoke also of the assistance given by the United States Department of Agriculture and suggested the possibility of putting in the field a lecturer to demonstrate the advantage of producing better eggs through better handling and quicker distribution. But Mr. Schaffer thought that many members had put the slogan on the shelf and gone back to the old rut of buying "just eggs." He said the Association represented the majority of egg handlers in Michigan but that the resolutions adopted were likely to be broken or forgotten. He declared that consumers are demanding higher quality and that quality eggs were worthy of the merchants' attention and time. The Association had accomplished some good but there is much work ahead. Insane laws regarding cold storage will keep the members fighting and the importation of foreign eggs may make a great change in shipping channels. Mr. Schaffer referred to the uncertainty caused by these conditions and to the necessity of keeping posted on all developments.

The one great question that the members can take hold of collectively is to secure "quality eggs"—a fight that should be constant. He suggested that the Secretary have postal cards printed to remind the mem-

bers frequently of the necessity of working for quality, and hoped that at the next meeting it would be found that something had been accomplished for the good of all.

J. O. Linton of the Michigan College of Agriculture who was to address the Association on the accomplishment of buying eggs according to quality was unable to be present but his address was read.

About eighty letters had been sent out to members of the Association asking for the individual experience in the attempt to buy eggs at varying prices according to quality. Twenty-five responded of whom two had gone out of business and of the remaining twenty-three only two had found it not possible to stick to quality payments. Most of the members were agreed that the quality buying, at least during the summer months was by all means the best. A majority noted improvements in quality and most of them spoke of a marked improvement. All, except the two mentioned, feel justified in continuing the method and nearly all expressed benefit derived for producers, consumers and themselves.

Mr. Linton made many quotations from the letters received, bearing out the above summary of opinions.

Mr. Linton closed with a regret that all the members addressed had not sent in replies as he felt the entire co-operation of the membership to be important. He wished it might be possible for the organization to send some members or other competent men on educational campaigns in the late spring or summer; he believed there were districts where such campaigns could be conducted with a degree of satisfaction. He hoped the enthusiasm of the Association for this reform in buying methods might grow stronger during the coming season.

The movement of eggs and butter from foreign exporting to foreign importing countries was discussed by F. G. Urner of New York, and the prospects of importations into this country were considered in the light of the values recently prevailing abroad.

The subject was of much interest to the members present and its discussion evidently created a greater appreciation of the necessity for taking foreign supplies into account when carrying on the storage of surplus eggs and butter during the coming season.

The convention closed with a discussion of various means of enlarging its usefulness and of a proposition to hold more frequent meetings which was finally left to the action of the executive committee.

A resident of Stroudsburg, Pennsylvania, says that in 1840 eggs were 9c a dozen and butter 10c a pound. But he can't make us envious. If we had been able to enjoy the low prices of 1840, where would we be now?

While trusts, tariff and currency have been the problems for the country at large, cheaper fuel, good roads and more eggs are the special problems of the countryside.

Eggs Highest Prices for Eggs

Country Collections—Returns day of arrival.

Zenith Butter & Egg Co.

Distributors to Retail Trade

Harrison and Greenwich Sts.
NEW YORK

Eggs Refer to your bank or Michigan Tradesman Eggs

Dear Grocer:

Isn't it about time to cut your waste in two? I have told you repeatedly that more than 50% of your leaks occurred because of your out of date scales.

You should worry about this and investigate the claims I make for the 20th Century Standard Computing Scale.

WRITE FOR INFORMATION

W. J. KLING, Sales Agent

50 Ionia Ave., S. W. GRAND RAPIDS, MICH.
Demonstration without cost or obligation

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.

All Standard Varieties Northern Michigan Seed Potatoes

Send us your inquiries for small lots or car lots. Our own grown Late Petoskey—a Rural Russett variety—most prolific late potato grown.

Ask us about these potatoes for this spring's trade. We are in the market to buy a few cars of choice White Eating Potatoes. Quote us if you have any.

LOVELAND & HINYAN CO.

Grand Rapids, Mich.

If you would like to see the
Handsomest Coffee you ever
looked at, one that

Sells on Sight

and drinks just as good as it
looks, ask our travelers to
show you our new one---

"Wedding Breakfast"

JUDSON GROCER CO.

The Pure Foods House

GRAND RAPIDS, MICHIGAN

Use Tradesman Coupons



Largest Clothier, Who Started in Grand Rapids.

Henry C. Lytton, founder and President of the Hub, Chicago, was to have been the speaker at the tenth annual banquet of the Iowa Retail Clothiers' Association, at Mason City, February 11. On account of being called East on important business, Mr. Lytton was unable to attend the convention, but sent an interesting letter to the members of the Association, and this was read at the banquet by C. E. Wry, Secretary of the organization. As Mr. Lytton made his first break into the business world as a member of the firm of Levi Bros.—his name was Henry C. Levi then—proprietors of the Star Clothing House, his letter will be of much interest to Michigan clothiers. It is as follows:

I feel somewhat flattered at being asked to speak before your Association, because your Secretary said he wanted an address from the best authority in the country in the retail clothing trade, and my modesty naturally makes me hesitate to talk, as I am not sure that I can fill all the requirements of the high pedestal that your Secretary has placed me upon.

I cannot deny, however, that I believe I am the head of the largest retail clothing business in the United States, as I do not know of any single store in America that is doing a business equal to what we are doing; there have been many surmises made as to the business we are doing, so I shall take you into my confidence by stating that I believe our business this year will go nearer \$5,000,000 than \$4,500,000, because our sales were \$4,250,000 last year; I do not say this boastfully, but I make the statement because I doubt if any of the oldtimers, who, if they sold from \$300,000 to \$400,000 a year were considered big bugs in the profession, could conceive of a business—(that is, a retail clothing business) growing to any such height as the amount I have stated.

The late C. R. Mabley of Detroit, who died, I believe, twelve or fourteen years ago, was my ideal of the new era in the clothing business, and I say frankly that I tried to copy his ideas in the main when I started twenty-seven years ago in Chicago, because his name was synonymous with enterprise, ability, energy, and all that goes to make a great big business. I have often regretted that Mr. Mabley did not live to the present time, because he could have seen how a man who copied his ideas has succeeded in building up a business

nearly five times as large as he had done.

As I have been asked to speak here presumably for the purpose of imparting to you my experience as a successful merchant, I must apologize if too much ego is used in my remarks. I believe, however, you are all anxious to hear of my personal experiences since I have embarked in the retail clothing business, and that you want to be guided by my career to a certain extent. I believe my success in business is due almost entirely to using honorable methods and good common sense in conducting our business, and especially in the advertising; one must make the public feel that they are being treated fairly and squarely. I have always believed that a man's business success depended on the old saying that honesty is the best policy. I have demonstrated again and again, with the competition I had in Chicago, what a man can do who goes on in an honest way, never exaggerating when advertising goods, and never deceiving the public, never giving poor goods at any price; all these things must be adhered to in order to achieve success. The public knows values and patronizes those in whom they have confidence, even if for a time the alluring advertisements of others may take some little trade away, but that trade surely returns to the houses who have always treated their patrons in the most satisfactory manner.

I do not think it wise in the retail clothing business to have so-called sensational sales too often. In my judgment, this is a serious mistake. I think in the season when new, seasonable goods are wanted it is well to advertise about values, service, etc. and such things that attract the public. Out of season it is undoubtedly essential, particularly if one wants to do a large business, to make these special sales, but even then not too many of them.

In the selection of goods depends in a large measure the success of a retail clothing business. Our head buyer and general merchandise manager for the past twenty-seven years, Mr. Wolf, one of the shrewdest buyers of merchandise in this country, will not take on unattractive patterns at any price. He selects the best possible patterns only. (I am alluding now particularly to closing out lines at end of season.) This you should do, and then make your terms as to price with the wholesalers. I remember a short time ago Mr. Wolf told me when he was buying some good from a large concern

in New York, who had sold some lines of overcoats at that time at \$8 and \$9 which were advertised at \$12.75 by the retailer, Mr. Wolf was offered the balance of these same lines to close at \$6. He said he made them an offer of \$4 for them, and after he had done so trembled for fear they would accept his offer, for the patterns were way off, and he thought them dear at any price. I cannot impress upon your minds too strongly this very essential requisite in the selection of goods. If you want patronage that will last you must have the right kind of goods, good patterns and good quality.

It is very important in a large retail business that great care and caution be used in trying to eliminate that which causes great loss in every business—that is, the dishonesty of employees. I am sure you would be surprised if I were to tell you of the losses we have met with in our big business by dishonest employees. They start by taking a few dollars, and in some instances it has run up into hundreds if not thousands of dollars. Only recently one of our trusted employees, who had been with us over thirteen years, and who had charge of the floor and attended to C. O. D.'s, etc., was detected, and frankly admitted taking \$25. A few days later one of the men higher up, who was in absolute charge of parts of our business—a man in whom one of my sons had placed implicit confidence—was caught making out orders for parcel post stamps one week in such large quantities that our superintendent

and our assistant book-keeper became suspicious and began an investigation. We were profoundly shocked to learn that this man had been stealing from us for months, and the amount he has taken from us runs up almost into the thousands of dollars. It is most essential, gentlemen, that you keep an eye on such leakages in your business. We have in our business an accountant who goes over our books twice every year; my head book-keeper has been with me for twenty years, and I trust him with everything I have, but nevertheless I have the accountant look over his books and the records of every department now and then.

I regret that I have been obliged to write you instead of speaking to you face to face, as I should have liked to do, but I have been called East on important business, and will not be back for at least two weeks, hence this letter. I had hoped to send one of my sons to address you in my place, but we are so very busy here finishing up matters in connection with our new building that neither of my sons can spare the time. In conclusion, allow me to extend to you, one and all, my best wishes for a very prosperous year, and if you are in Chicago at any time, myself and sons will be very happy to have you call and see us at our fine new store, where you will be made welcome, and it will be our pleasure to show you through our magnificent establishment, and, if you so desire, give you a few further ideas as to the retail clothing business.

The TRU VAL SEMI-LINED

Here's a shirt that does not wrinkle at the vest opening. It doesn't bulge. It's a SEMI-STIFF bosom—stiff within the V line stitching. To all intent it serves the purpose of a stiff bosom and yet it is a laundered negligee. Only part of the bosom is lined—only that part that shows at the vest opening.

To Retail At
\$1.00



ASK your jobber to show you the semi-lined TruVal with all the good points of a stiff bosom and the comfort of a soft shirt.

The TruVal is made to be sold by manufacturers direct to retailer and 108 branch stocks are carried by jobbers in various parts of the country to facilitate quick delivery to retailers—to allow retailers to buy a few at a time to fill in and freshen their stocks.

For the names of jobbers who carry branch stocks, write to

M. KOBLENZER & SON

Makers of the TruVal Shirt

82 Franklin St., New York City

THE MEAT MARKET

An Old-Time Butcher to His Son.

Dear Ed—Because business is not running along the way you think it ought to is no reason for you to become discouraged and join that bunch of bad business men who go around declaring that there is no money in the butcher business. That class belongs to the failures of the human race, who either have not the ability to get along, or else are too lazy to use the ability which they do have. The man who is lazy never does get along; hard work is the thing that lines the road to success.

But, in all seriousness, there is no reason on earth why a butcher should be pessimistic over the present conditions in the trade. They are as good to-day as they ever were, even though the high prices have made a good many butchers afraid of their own shadows. And a man who gets in that frame of mind is not much good for any business under the sun. Eternal optimism is a tonic that is a necessity for every one of us.

What strikes me funny in the butcher business is that you meet so many of them who complain in loud tones that they are not making money, while at the same time they are smoking good cigars and wearing diamonds. Where the deuce did they get the money to do this? If business isn't good, they ought to be curtailing their expenses, instead of wasting their money in smoke. I think these fellows have an ingrowing grudge and wouldn't be satisfied if they were all getting to be millionaires as fast as Andrew Carnegie did himself.

You write me that you are not doing as much business as you ought to be doing in your shop. Don't blame the butcher business for that. Try to find out where you are making your mistake. The location you have is a good one, the meat you are selling is good stuff, your prices, while they are not low, still are based on good, honest value, and your competition is nothing to worry about. Let's see if we can find out what the trouble is, then.

The first question to ask when things get like this is, whether your volume is bad, or whether you are not making enough net profit. From your letter I should judge that you are not making enough net profit on the gross business that you are doing. That means that you are at fault and nothing else. It looks to me as if there is a leak somewhere in your shop, that more is going into waste than there should be. And waste is the thing that eats profit up as fast as you can make it.

I want to tell you an experience that I once had when I was in business. I don't say that the same thing is happening in your shop, but there is something wrong on pretty much the same basis.

I had in those days what we called a 10-cent poultry counter. I don't say that it was a good idea, but it was mighty popular among the butchers in those days. We put a whole lot of fowl out on a counter and sold them at 10 cents a pound. Things were cheaper then than they are now. I had a man on this counter who was a mighty good salesman. He sold a lot of stuff by sheer salesmanship, not through the low price that I received alone. In fact he was so good that when I decided to open a second store I thought that I would put him in charge and give him a chance to get ahead.

The store never did pay. And my good salesman was the only reason that it didn't, as I can see now. I couldn't understand it then. The reason for his failure was simple, and not his fault. He could figure all right when all the figuring was done in tens, but the minute he got something like 6¼ pounds at 12½ cents a pound he didn't have an idea of how to go about it. The result was that he charged what he thought was correct, and in nine cases out of ten I didn't get all that was coming to me. That killed all the net profit that there was in that store.

It is the little things like that that count in business, and which should make the butcher eternally vigilant. A realization of this fact goes far toward making the successful merchant. Watch your clerks closely. They may be doing the best they can, but that may be losing money for you, simply because they have never taken the time to think what they are doing. Encourage them to come to you with suggestions for the betterment of your market. They have brains as well as you, so why not try to get the benefit of them? Sometimes a clerk sees something that you have passed by time and time again, just because you have failed to notice it. Pay a clerk for his suggestion when it saves you money, or leads to an increased trade. Let him share in the benefits as well as you. You need the co-operation of your men if you are going to get ahead.

Another thing. Watch your trimming closely. Many a shop has been a failure simply because the butcher has failed to do this. Meat thrown into the bone barrel doesn't bring you as much as meat that goes over

the block. Every bit of it is a loss to you. A good many dollars a year can be saved in the average shop just by watching this thing alone.

See that you and your clerks are uniformly courteous to all your customers, whether they are porterhouse steak trade or chuck steak trade. Courtesy is an asset to any butcher; in fact it is an asset to every man, no matter what he does for a living. But where a business is based on personal service to some extent, as the butcher business is, it is a vital necessity. It is much easier to hold your old customers than it is to go out and get new ones away from another butcher shop. And, therefore, it is more profitable.

I don't know whether I have hit the nail on the head or not, but you can't go wrong if you watch these things. It can only help you to do more and better business; so, therefore, it is up to you to do it.—Dad, in Butchers' Advocate.

Art of Being a Butcher.

Germany has long provided for the ordinary boy who is unable to go to secondary schools a training for his trade. The full significance of this fact was first borne in upon me in a certain wayside village in Missouri. A stalwart young German-American butcher, noted for the skill of his cutting and his pride in his meat, was putting up a roast. He vouchsafed the information that he was going to night school at the University.

"What course?" I enquired idly, watching him deftly trim, roll and decorate two ribs of beef.

"Commercial drawing," he replied.

"Do you like that better than

butchering? You are making a mighty good job of that roast."

"Butchering is a gift with me, just like art," he astonished me by replying, and added, seriously: "They are something alike—one helps the other. I've been working at this trade since I was a kid, but I can cut meat a lot better since I began to draw. If I lived in the old country, you know, I would have been trained to draw so I could be a better butcher. Every boy going into any trade gets that sort of training."

John L. Matthews.

Mayer **HONORBILT SHOES**
THE LINE THAT SATISFIES

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

THE QUALITY 5c CIGAR
AMERICANO
Order from your jobber or
A. SALOMON & SON MFRS.
KALAMAZOO, MICH.

Henry Smith
FLORIST
139-141 Main St.
Roth Phone
GRAND RAPIDS, MICH.



HARNESS

"The Sun-beam Brand"

The Sun-beam line of harness is one which is well worth your careful consideration. Cut from A1 stock, made up in the best styles, and fully guaranteed to give perfect satisfaction.

Send today for Catalog No. 8, showing the full line
It is the correct guide to right buying.

Prompt attention given to all mail orders.

BROWN-SEHLER CO., Grand Rapids, Mich.

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

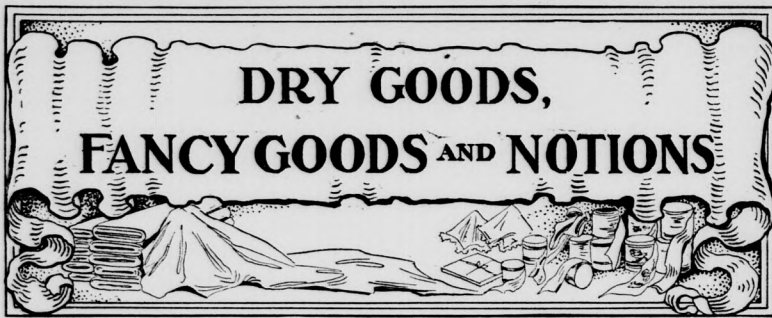
Investment Securities
Citizens 4445 and 1122 MICH. TRUST BLDG. Bell Main 229



Tanglefoot

THE SANITARY FLY DESTROYER—NON-POISONOUS

Gets 50,000,000,000 flies a year—vastly more than all other means combined
POISONS ARE DANGEROUS



Typographical Errors—What to Do About Them.

Written for the Tradesman.

If it is an error making the price larger, the case is bad enough. For instance, the copy regarding the line of French of zephyr ginghams of especially fine fabric, beautiful finish, and attractive patterns, which you are supposedly offering at 25 cents the yard, is in some unaccountable manner metamorphosed in the hands of the printer and your ginghams are set forth as something which shoppers should hasten to take hold of at \$2.50 the yard.

That advertising is about the same as wasted. True, it may create astonishment, arouse comment and curiosity and cause enquiries, and so make some sales. But it puts your store in an unfavorable attitude. While some readers quickly will surmise there has been a mistake, there are always others, and those whom you might think would know better, who are bound to take seriously everything they see in print, and seem to have no sense of absurdities and even of impossibilities. With such a great amount of explanation either in the store or over the phone will be needed to get the matter straightened out. The thing may be passed off good-humoredly as a joke, but the merchant and all his more responsible helpers know that it is a sorry kind of pleasantry, and one which occasions much annoyance and tends to queer a store with the public, even though it causes little or no direct money loss.

But it is the error of making a price lower than was intended that causes the merchant's hair to stand on end, and, if he is a plain, common sinner of a man, is likely to evoke a volume of cuss words. The too-big-price error is as nothing compared with the too-small-price blunder. You are offering, we will say, a very special value in fleeced blankets, large, thick, with handsome borders, at \$1.25 the pair. And that consarned typesetter makes it 25 cents the pair, and the proofreader fails to see the mistake. Or 79 cents, which is your price on a 36-inch tub silk for Saturday only, comes out as 39 cents; or 35 cents, a truly wonderful bargain in wide embroidery, is made to read 15 cents.

What is to be done? Wrath directed toward the printer, although perfectly natural under the circumstances, will not help matters. What is the best way to handle the situation, which certainly is most exasperating, so as to lose least in prestige and money?

If the mistake, unlike the instances cited above, is small relatively, say only 10 to 5 per cent. less, it may be best just to stand for it, particularly if you have on hand only a small amount of the goods, or if the sale advertised is for just a brief time. Sell at 45 cents instead of 49 cents, or at \$1.40 in place of \$1.50, and say nothing.

A mistake may sometimes occur, when no very specific description has been given, where a substitution can be made with no dishonor on the part of the merchant. You may have intended to advertise a line of hosiery at 29 cents or 19 cents and be dismayed to find it offered at 9 cents. You possibly have on hand another line, far inferior of course in value but good of its kind, that in a pinch you can let go for 9 cents. When such a turn as this can be made without laying a store open to any charge of deception or misleading statement, it obviously is the best thing to do; but only in rare cases will it be found feasible.

Speaking of errors, there have been instances where very successful merchants of Nation-wide reputation have fulfilled a mistaken offer to the letter, even though the blunder was a big one and the price obtained was only a fraction of the actual cost of the goods. And they have counted that what they lost in cash on that particular line of transactions was more than made up by the valuable advertising secured.

But the small merchant can hardly afford to pursue this policy in the case of a mistake that would involve a large direct loss. And since at any time errors may occur that if he made good on would practically swamp him, it can readily be seen that he is morally under no obligation to fulfill all the vagaries of the printing office.

If letting the goods go at the price named would involve too heavy loss, the only thing to do is to retract and explain. Explanation should be made as tactfully as possible and in a manner to show the public that the merchant has acted in perfect good faith.

But it is a hard thing to do. There is no way to repair perfectly the ill effects of a bad typographical error. Do the best you will, it has a tendency to destroy confidence and to depreciate the value of one of the merchant's most precious intangible assets—the feeling with his customers and with the public generally that his is a store that does just as it says it will do.

The only way to annul the results

Trade



Mark

When you see the name "Lincoln" your first thoughts are of the illustrious Lincoln, who stood for everything Honest and Good.

"Lincoln Mills" stands for everything Honest and Good in the Underwear and Hosiery kingdom.

Let your next order be for this famous line; it will be a trade builder for you.



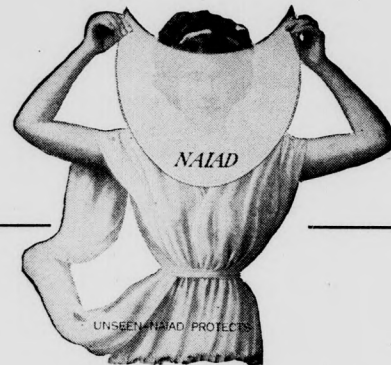
Sold Exclusively by the

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

"The Crowning Attribute of Lovely Women is Cleanliness"



The well-dressed woman blesses and benefits herself—and the world—for she adds to its joys.

NAIAD DRESS SHIELDS

add the final assurance of cleanliness and sweetness. They are a necessity to the woman of delicacy, refinement and good judgment. NAIAD DRESS SHIELDS are hygienic and scientific. They are ABSOLUTELY FREE FROM RUBBER with its unpleasant odor. They can be quickly STERILIZED by immersing in boiling water for a few seconds only. At stores or sample pair on receipt of 25c. Every pair guaranteed.

The only shield as good the day it is bought as the day it is made.

The C. E. CONOVER COMPANY

Manufacturers

Factory, Red Bank, New Jersey 101 Franklin St., New York
Wenich McLaren & Company, Toronto—Sole Agents for Canada

of the typographical error is to prevent the error. The laws of the land and instincts of humanity interdict the killing off of the blundering typesetter and his accomplice the careless proofreader, but they may be restrained in their deeds of iniquity.

In the first place, the copy that is placed in their hands should be not only absolutely correct, but plain and unmistakable. Many fairly good writers are careless in the matter of figures and it is most difficult to tell their 3's from 5's and their 9's from their 7's. Their 1's and 0's may be placed so as not to be noticed readily. Where copy is illegible or defective the blame does not all lie with the printer.

It should also be remembered in this connection that printers and proofreaders are neither merchants, nor to any great extent, shoppers. A blunder that would be apparent to a dealer or to a woman well posted as to prices and kinds of goods, will pass unnoticed through the printing office. Then too the work has to be done mechanically; they can not stop to reason whether you would be likely to sell the article described at the price as they read it, even if they were qualified to judge as to the price. Remember these things and make copy unmistakable.

There are still other precautions that may be taken with little trouble and which will make for accuracy. If you are in a small town and the weekly newspaper is your chief means of advertising, if there is any carelessness at the printing office, you can require that the proofs be sent to you for your inspection and correction. In a city and with a daily paper, seeing the proofs may not be practicable, but one may easily establish a reputation with the newspaper people for being very strenuous as to the exact reproduction of copy. Give them plainly to understand that no blunder will be lightly condoned. Fabrix.

For Standard Apple Box.

Senator Jones has introduced a bill to establish a standard box for apples, which he had referred to the Senate Committee on Standards, Weights and Measures. The bill provides that such a box shall have the following dimensions:

Depth of end, 10½ inches; width of end, 11½ inches; length of box, 18 inches; all inside measurements and representing, as nearly as possible, 2,173.5 cubic inches.

Boxes of apples of less dimensions shall be marked "short box," or with words or figures showing the actual dimensions or capacity. The standard box shall be marked "standard." The apples, it is stipulated, shall be "well-grown specimens, of one variety, reasonably uniform in size, properly matured, practically free from dirt, insect pests, disease, bruise and other defects, except as are necessarily caused in packing."

Boxes not conforming to the law in marking shall be deemed misbranded and punishable by a fine of \$100 per box, provided the fine shall not exceed \$100 on any one shipment.

TOO MANY HOLIDAYS.

California Merchants Hampered by Frequent Stoppages.

Oakland, Calif., March 4.—On account of the many legal holidays authorized and enforced under the statutes of California and the practice of people in observing the same, the merchants, the bankers and the public officials, including the courts, scarcely have the time at hand necessary to transact private and public business. In our own beloved State of Michigan our people have more time to work and plenty of work to occupy their time, which is a more desirable condition than has been established in the Golden State. In the course of the year the Californians in all branches of trade and manufacture observe the following holidays: January 1, February 12, (Lincoln's birthday); February 22 (Washington's birthday); Presidential primary (once in four years) and Memorial day (both in the month of May); Independence Day (July 4); Labor day (Sept. 1); Primary election day (first Monday in September); Admission day (the day on which California was admitted to the Federal union), Sept. 19; Discovery day by Columbus, Oct. 12; Municipal election day; Thanksgiving day, Christmas day and such other days as may be designated as legal holidays by the Governor of the State or the President of the United States. Besides every Saturday afternoon is a legal holiday for public employes. Under the constitution of California the Governor has the authority necessary to proclaim a legal holiday or holidays extending over days or weeks for the purpose of assisting banks when in distress. A run on a bank may be suspended for a season, at least, by the issuance of a proclamation for one or more legal holidays to be observed in the communities in which banks in financial distress may be located. A year or more ago a certain bank, suffering under a run, was saved from wreckage by the issuance of a proclamation (good for two days only) by the Governor. During the panic of 1907 the Governor proclaimed a holiday of six weeks' duration for the benefit of banks in distress. During the pending of the holiday season the banks prepared and issued certificates representing many millions of dollars, and these were redeemed as fast as the same were presented. Quite a large number of such certificates are yet outstanding and the banks have reaped a rich harvest from these issues. A great many certificates were lost or destroyed and a considerable number are still in the hands of the owners, who cherish them as souvenirs of the six week holiday season.

I have spent considerable time in the stores of Oakland and adjoining cities and noted the difference in the methods pursued in the transac-

tion of business, which are quite different from the practices of our merchants at home. The grocers and meat dealers refuse to deliver at the homes of customers goods that represent in value sums less than 50 cents. In many of the stores vegetables and fruits are sold in the condition in which they are gathered in the field or the orchard. Potatoes, carrots, celery, etc., are encumbered with dirt and often the housewife turns to canned goods and purchases the same because they look at least clean. Display windows, as a rule, are not so attractive as those of the merchants of Grand Rapids. There are notable exceptions, of course, but after looking at the efforts of the best window dressers in San Francisco and this city, (which, by the way, contains 240,000 people), the sojourner finds justification for mentioning, with feelings of pride, the window dressers of Grand Rapids.

These people of the coast do not care much for the choice sea fish that are so abundant, but like oysters and prefer those of the Chesapeake Bay and the Gulf of Mexico. These are brought here in carlots, solidly frozen, and eaten in enormous quantities. The oyster of the Pacific Ocean is very inferior in quality. Attempts have been made to propagate the Chesapeake Bay species in the waters near San Francisco, but failure resulted. Arthur S. White.

To Raise Tea in Texas.

Mercedes, Tex., March 7.—Local interests have been carefully investigating the cultivation of tea and an option has already been secured on one of three tracts that a syndicate may plant in tea before May 1.

The promoters of this project desire to plant at least 600 acres as a starter. The first 200-acre garden is likely to be planted on a tract of sandy loam which has been secured south of town and they are negotiating for a similar tract in the vicinity

of South Palm Gardens and another some two or three miles east of town, which seem especially adapted to this product.

Even when failure seems to be staring you in the face if you can keep up your courage you have yet a good chance of turning failure into success.

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.

Fireworks

Our Fireworks catalogue is ready.

We would be pleased to mail you one.

Sample line on display—come in and see it.

WILL P. CANAAN CO.

5 and 7 Ionia Ave., N. W.
GRAND RAPIDS

Have you received our book catalogue



A Good, Strong,
Medium-Priced Line

Buffalo Trunk Mfg. Co.

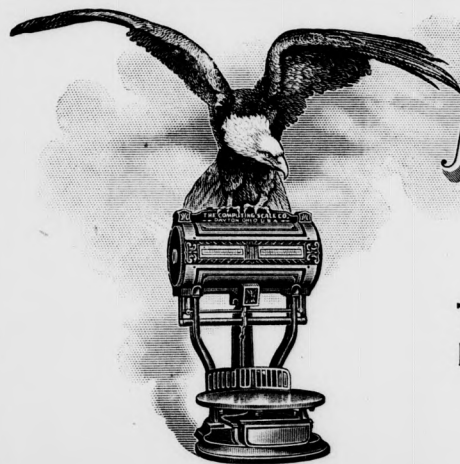
MANUFACTURERS OF

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



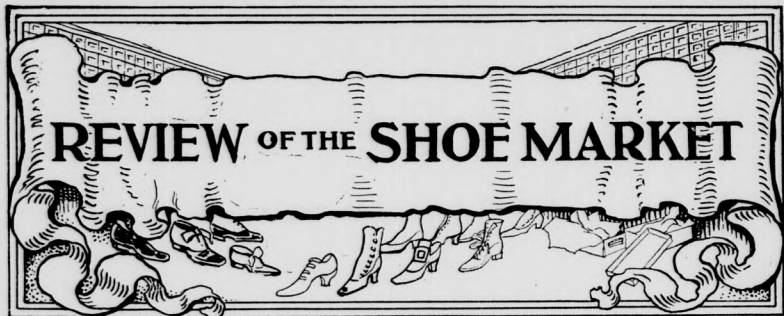
MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.

THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Legislating Against Best Methods of Shoe Manufacturing.

The insole of a welt shoe is the foundation of the shoe, and consequently the stronger the insole is to meet all possible strains, the better it is for the shoe. This brings up the question as to what really is the strongest insole, a question which a great many shoe experts consider easy to answer by simply saying, "the gem insole."

There are two kinds of strain that the welt insole must withstand. First, there is the strain upon the insole, or the "between substance" through which the insole is sewed. This "between substance" must be about one-eighth of an inch thick. This thickness is arbitrarily limited by the fact that the arc of the curved needle that sews the welt does not permit of a "between substance" materially over one-eighth of an inch in thickness. If the insole is of solid leather there is one-eighth of an inch of leather fiber that the insole is sewed through. This fiber will vary in quality as all leather varies. Some of it may be tough and some brittle, as all leather is tough or brittle; and these varied qualities may be present in the same insole. It is practically impossible to buy any leather that is uniform in quality; there may be a general high excellence, but there must be some portions better and some poorer in quality.

Therefore, when a solid welt insole is used, the one-eighth inch thickness of "between substance" must vary with the quality of the leather, and there is that much danger of the insole ripping sooner or later in the life of the shoe.

With the gem insole, however, the "between substance" is formed in part of leather and in part of a tough strong canvass, the stronger the better, and thus the insole is sewn through leather and canvass. The toughness of fiber of the canvass being uniform, the strength of the gem insole is more uniform than that of the solid leather insole, and it is believed by shoe experts that shoes with properly made gem insoles average to have a longer life of the insole.

Another strain that welt insoles have to withstand is the tendency of shoes to stretch out of shape crosswise. This is due, in part, to the varying qualities of leather, both insole and sole leather, and, in part, to the frequent wetting that shoes receive, which renders the leather soft and more easily stretched. It may be said that shoes made only of firm, solid leather in the insoles

and outsoles would have a less tendency to stretch, and that is true, but still, no matter how high-priced the leather may be, there will be soles and insoles that are somewhat inclined to stretch.

In the case of the gem insole, however, the strong canvass will prevent the insole from stretching crosswise, and thus assists in holding the shoe in shape.

We see, therefore, that the gem insole excels in two respects: First, the uniform strength of the insole; and second, the reinforcement of the shoe against stretching crosswise, for if the insole will not stretch crosswise, there is no opportunity for the outsole to stretch crosswise.

There has been some prejudice against the use of gem insoles, and on some of the finer lines of shoes it is expected that only solid leather shall be used. The solid leather insoles cost more than the gems, and the use of solids uses up certain light portions of sole leather that are unsuitable for outsoles; but there can hardly be said to be any basis for the prejudice that has existed against the gem insole. Such a position is untenable from the fact that too many experts, qualified to give an opinion as authorities, consider the gem insole best.

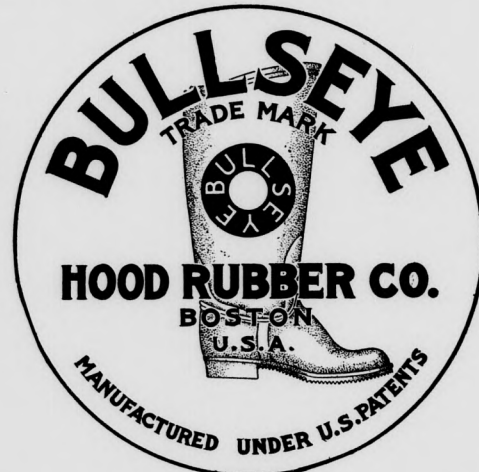
Here there is a peculiar situation of what many consider to be the best welt insole condemned because it is not made of all leather. The very canvass, whose strength of fiber gives the insole its uniform superiority of strength, is the thing that condemns it where prejudice is allowed to prevail, and so the "pure shoe" laws, in the case of the gem insole, would require the best insole to be branded as a substitute, while inferior solid leather insoles, costing less than a good gem, and of rotten and brittle fiber that will not wear at all, will, so far as the insole is concerned, permit the shoes to be branded as solid leather.

A further peculiarity about this matter is that many concerns making what are considered strictly all leather shoes are extensive users of gem insoles, apparently not being aware that such shoes would come under the ban of a "pure shoe" law. If the "pure shoe" laws should be enforced, they would offer a premium for the discontinuance of the use of the strongest insole and for the substitution of the cheapest, poorest, and least serviceable insoles cut from the lowest grade of leather.—Shoe Retailer.

A story always has a sad ending when it lands in the waste basket.

If you want to end your Rubber Boot troubles, YOU can
Do it by SELLING the "BULLSEYE"

The Boot with a
Conscience



Bullseye Boots have the gray-white soles, with the armor-clad gray-white foxing along the side.

Iron would have to "go some" to wear with the special pressure cured Bullseye Rubber.

Price \$3.20 net.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



"We know of no better work shoes than those made by Hirth-Krause Co."

So writes a progressive shoe dealer in a Western Michigan city to his trade.

Experience has taught him this.

You may profit by his experience if you will stock our *Rouge Rex Shoes* to which he refers.

They are made for service. They measure up to the demands made upon them. They are trade builders and profit producers.

Write for our salesman, or a case of samples.

Hirth-Krause Company

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

SUCCESSFUL SALESMEN.**John Maurits, Representing Shoe & Rubber Co.**

G. John Maurits was born in Grand Rapids, Dec. 23, 1878. His antecedents were Dutch, his grandparents having emigrated from Appledorn, Holland in the early '40s. His father, who was a carpenter by trade, was killed when he was five years old and his mother died two years later. He was placed in charge of his maternal grandparents, who resided at Vriesland. He attended the country school there until the eighth grade, when he took a three year course at Hope College. His first clerical position was with Joseph Pennell, Grand Rapids, who then conducted a shoe store on Monroe avenue. While here he joined Company B, 32nd Michigan Infantry, and on the breaking out of the Spanish-American war he

offered the management of the local branch of the Waldorf Shoe Co., which was then located on South Division avenue. He moved the store to Monroe avenue and continued the business two years. He then entered the employ of the Western Shoe Co., of Toledo, as Western Michigan salesman. He remained with this house three and one-half years, making Grand Rapids his headquarters in the meantime. Four years ago he accepted a position with the Grand Rapids Shoe & Rubber Co. to cover the trade of Northern Michigan. He still retains this position, seeing his trade every ninety days.

Mr. Maurits was married January 31, 1901 to Miss Alma E. O'Brien, of Detroit. They reside in their own home at 436 Norwood avenue and have two children—a girl of 11 and a boy of 9.

Mr. Maurits is a member of the

with earth to ascertain which holes were inhabited, for the inhabited holes were found re-opened on the following day. Half a teaspoonful of carbon disulphide was poured in each of these holes, and, after waiting a few seconds to allow the liquid to evaporate, the mixture of vapor and air was ignited. The resulting small explosion filled the hole with poison-

ous gases and killed all the rats almost instantly.

Good Luck.

When the agent paid Mrs. Stone the amount of insurance her husband had carried, he asked her to take out a policy on her own life.

"I believe I will," she said, "as my husband had such good luck."



JOHN MAURITS.

went to Tampa with his company, being absent about eight months. On his return to Michigan he located in Detroit, taking the position of shipping clerk for the Michigan Shoe Co. He remained with this house two and one-half years. He then took charge of the wholesale department of the Puritan Shoe Co., which he continued one year. He then accepted the position of Detroit city salesman for the Rogers Shoe Co., of Toledo. He continued in this capacity two and one-half years, when he returned to Grand Rapids and engaged in the shoe and clothing business on East Fulton street. Six months later he sold his stock and went on the road for the Rogers Shoe Co. of Toledo, covering the retail trade of Southern Illinois for one season. He was then

East Congregational church, the Masonic fraternity, the U. C. T. and the Spanish War Veterans. He enjoys going fishing, but seldom has very much luck. He is also a baseball fan and is an advocate of most of the manly sports. He attributes his success to hard work and honest dealing with his customers.

Exterminating Rats.

A report from M. de Kruffy, of the Dutch Agricultural Bureau at Buitenzorg, Java, points the way to real success in rat killing. He tried the modern method of giving a contagious disease to one rat in the hope that all would die. This proved useless. Finally, de Kruffy hit upon a novel use of carbon disulphide. All visible rat holes were first stopped

Stock the Profit Makers Now**"H. B. Hard Pan" and "Elkskin" Shoes**

You cannot possibly make a mistake by adding the above lines to your stock.

They represent the tanners' and shoemakers' best efforts, and are by far the best wear resisting shoes offered to-day.

Your trade will soon be asking for this class of shoes. Stock up now so you can supply the demand when it comes.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICH.

You Should Worry!

About the Weather. *Not* if you have been supplied with our

ALL WEATHER - WEAR SHOES

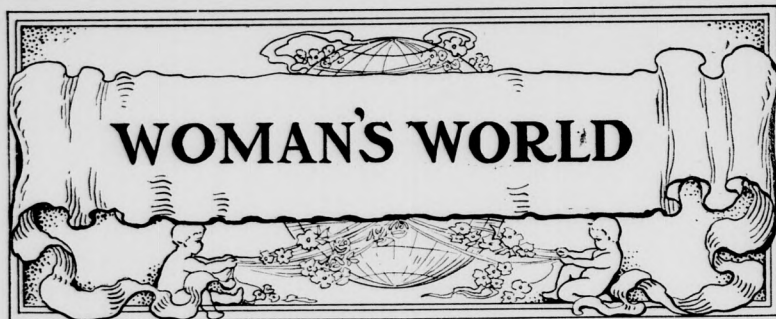
They have gained their name honestly. An all-around good, reliable shoe, particularly adapted to all *Barnyard Work*. Made with tip or plain toe.

Brown and Black Blucher.

RINDGE, KALMBACH, LOGIE COMPANY

"Shoemakers for the World"

GRAND RAPIDS, MICH.



Simple Justice Regarding the Use of Tobacco.

It is no longer good form to so much as whisper a word against tobacco. Everyone except a few relentless and indefatigable reformers has "laid down," and smiling tolerance is regarded as the only correct attitude toward a habit which in its less serious aspects can only be considered expensive, filthy and offensive.

Current literature, the popular best selling novels of the day, the books which reflect and at the same time to some extent mould public opinion, fairly reek with the smoke of pipes and cigars and cigarettes. Magazines and newspapers are replete with cleverly devised and seductive advertising setting forth the merits of particular brands. Billboards, fences, and the sides of buildings are called into requisition for even more conspicuous and glaring publicity. And from one end of the country to the other, the use of tobacco anywhere, in any manner, and to any extent is regarded as an inalienable right and privilege of every adult male, a right which the adolescent male is ever ready to seize upon prematurely, often greatly to his detriment.

Every street car is practically a smoking car. True, the smoker usually may sit only on certain designated seats outside, but the fumes from his pipe or cigar spread through all the open portions of the car, and with the frequent opening of doors, are wafted inside. Smoking in elevators, offices, in many stores, in private homes, in walking, driving and motoring, and this when women and children are present, is too common to excite comment or criticism. Mere boys will puff away fairly in the faces of elderly women, with an aplomb which would not be pardonable in an aged smoker.

Occasionally, very rarely it must be admitted, as a perfunctory show of courtesy, a man will ask the ladies in his company whether his smoking will be unpleasant or objectionable to them. This is merely a matter of form and everyone understands it as such. It never prevents the striking of a single match. What kind of a situation would it make if some woman should have the temerity to reply that tobacco or cigar smoke really is obnoxious to her, and that she considers the use of tobacco in the presence of ladies a breach of good manners. A woman who would do this would be dubbed an extremist and a crank and considered too finical to be an agreeable member of society. A young lady

who would object to her escort's smoking while riding or walking with her would not be likely to have many beaux.

We have gotten to the place where the non-smoker, man, woman or child, seems to have no rights which the smoker feels bound to respect. Cleanliness, the comfort of others, decency even—are disregarded and no one must lift a hand in protest.

Who is to blame for this state of affairs? Men, for the most part, since men are in the main the active offenders. The common effect of tobacco upon the user is to make him obtuse to the feelings of those about him and careless of their comfort. He considers his own pleasure first, the happiness and welfare of those about him are secondary. This is not intended as a sweeping and unjustly severe arraignment of every individual user. It is simply a dispassionate statement of a fact of all too common observance.

Let it be said in passing that nothing said here is intended as a general aspersion on tobacco users. Men of the very highest character and the finest intelligence are numbered among the victims of nicotine, many of whom are fair-minded enough to admit and to deprecate the tendency just spoken of—the selfish lack of consideration for others.

Men are not wholly to blame for the present lamentable laxity. Women have a share in the responsibility, although their part is passive and indirect. Women, and particularly women of influence, society leaders and the like, have been too dead easy, too sweetly tolerant of genuine rudeness in the matter spoken of, too desirous to be agreeable and to win the favor of men, to put a ban upon an undue extension of the smoker's privileges.

As might be expected, those women who are most influential, those whose attitude has had most to do with bringing about the present state of affairs, are not those who suffer the greatest inconvenience. In the home of wealth there is a smoking room; or, if not a room specifically devoted to that purpose, there are many rooms, large, airy, well warmed and ventilated, so indulgence on the part of smokers need not greatly infringe on the comfort of others. Besides, the more expensive grades of cigars and tobacco are less rank and offensive than the cheap kinds. It is the women and children in the homes of workingmen, where one small living room must answer as the evening gathering place for the whole family, who bear the brunt of the society woman's edict that the smoker shall

everywhere be allowed carte blanche. At one extreme is the mansion with an elegantly appointed smoking room—at the other the family sitting room made blue with the fumes of the cheapest tobacco or blemished with a foul cuspidor—or both. And to some extent the woman in the one home is responsible for the sorry condition in the other.

The good-natured, unheeding laxity of women in regard to tobacco not only reacts unfavorably upon themselves—it is bad for men as well.

More men use the weed than would were the habit frowned upon by the famine half of creation, and far more use it to excess and with disgusting filthiness. Under the regime of easy-going tolerance, bright, intelligent young men become addicted to constant and most offensive chewing, without being made to know that they render themselves unfit to be in the presence of persons of refinement.

The vast majority of women have no possible desire to use tobacco in any form. The fad of smoking cigarettes may for a time increase as a fad among the more frivolous and ultrafashionable portion, but it will never take hold of the great body of the sex. The majority of men would be as much averse to women becoming addicted to the tobacco habit as are the generality of women themselves. Occasionally a husband from a spirit of playful camaraderie may encourage his wife's indulging now and then in a cigarette or sometimes taking a whiff at his pipe. But most men, even including those who stoutly maintain their own right to the enjoyment of pipe and cigar, feel that women can not properly claim any such privilege, that they would be sadly compromising their dignity and womanliness to ape the sterner sex in this so widely prevalent vice, and that the race would lose immeasurably by their so doing. So long as this opinion is practically unanimous among right-minded men and women, only one conclusion can be drawn—which is that since women may not themselves indulge, they should not be annoyed and distressed by such unrestricted smoking and chewing as now prevails.

This is not hysterics, it is not a preaching of asceticism. It is a plea for simple justice. The principle that a right or a liberty shall be enjoyed only when it does not infringe on the rights and liberties of others, obtains here as elsewhere. Do women have the firmness and good sense to demand what is their just due? Quillo.

The growth of the Greenville State Bank has compelled it to seek new quarters and it has purchased a three-story brick building known as the Porter block. Contracts have been let for the remodeling of the building. Local parties received the contract for the two upper stories, while Holland and Grand Rapids parties received the contract for fitting the first story which is to be occupied by the bank.

It's easier to boast than make good.

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.

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IMPORTANT

Retail Grocers



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

**Baker's
Cocoa and
Chocolate**

Registered U.S. Pat. Off.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.

Established 1780



**A Wonderful
Flavor
Mapleine**

Sold and advertised from Portland, Me., to Portland, Ore.

Order from

Louis Hilfer Co.
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.



BETWEEN THE GREAT LAKES
THE WHEAT IS RAISED
FROM WHICH

Lily White

"The flour the best cooks use"
IS MADE

Lying under the snow all winter, fanned by the warm breezes from the southland in the summer, and tempered by the waters of the Great Lakes, Michigan wheat has a flavor unequalled anywhere else in the world.



Lily White Flour

Has been a great seller in Michigan for thirty years and continues to be a favorite.

This is because of its unusual quality in the first place, its wonderful PURITY and FLAVOR, and the fact that it never varies, but is always uniform and dependable.

IT IS NOT BLEACHED and is always packed in sanitary, sewed sacks.

Lily White Flour

Is made in the section covered by the picture of the flour sack, which is known as the Grand River valley, one of the richest and most fertile valleys in America. Here, also, most of the wheat from which it is made is raised.

It makes beautiful white, good tasting bread, rolls and biscuits, fine grained cake and delicious pastry. We know you will like it. We believe you will find it worth while to ask for LILY WHITE, "the flour the best cooks use."

Made and guaranteed by

Valley City Milling Co.

Grand Rapids, Michigan.



Michigan Retail Hardware Association.
 President—C. E. Dickinson, St. Joseph.
 Vice-President—Frank Strong, Battle Creek.
 Secretary—A. J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

The Little Giant of the House Furnishings.

When he first busted in and busted loose, he earned in a jiffy the sobriquet which has clung to him throughout his career—the Little Giant of the house furnishings.

The house furnishings, in the estimation of the Old Man, desperately need him. It desperately needed him in the opinion of the Little Giant also. Being of the same mind, they rejoiced in having him go as far as he liked, which was some distance and at top speed.

Before hiring him the Old Man was painfully aware that the house furnishings certainly needed something. What it might be, he wasn't sure of. There was only one guess coming that it did need ginger.

That being his personal view, it was a moral certainty, at 100 to 1, that sooner or later the households would acquire ginger. At the psychological moment—when the Old Man was gloomily deciding to bounce the bunch—James J. Mooney arrived.

"Me!" he remarked, "I'm the little fellow who's tired of a good job because it's too easy. They won't let me spread, and they won't pay me any more unless I do spread. I am, accordingly open to an offer."

"You're also open to a good, stiff kick in a hurry, young man," was the stern rejoinder. "I've seen these industrious young men before. What are you in now?"

"Dinky households, over at Wade's. Nothing doing. They say it's only an accommodation line anyway, and if ever you come out of your trance, with your big store, there won't be a bucket for anyone else to sell. So, as I've been waking up myself, I thought I'd drop in and call you."

"Look here, Buddy, if you're simply raving to get a job here and aim to attract my attention, you can reach the conclusion right now that you've succeeded. There's just one reason why I'm not going to throw you out, as I would if a kid of your impudence had turned up at any other time. That reason is that I can use in my house furnishing department almost anybody who isn't a dead one. If you've got the ginger your sublime nerve promises, you're the little giant this waxworks needs to make it go. Want to try it?"

"I'll be tickled to death," exclaimed the impetuous Mr. Mooney, with

just the shade of abatement in his assurance which proved that he did have sense back of his effrontery.

It was a curious commentary on the Old Man's shrewdness in sizing up his force that, no sooner did Mr. Mooney take his place on the floor of the house furnishings, than both Haas and Bacon, in their turn, dubbed him the Little Giant, but more in derision than had their boss.

He went at the women customers with the brusqueness of a huckster who hears four front doors yelling for apples at once. He would make a short circuit, seize the startled woman, drag out of her the secret of her visit, and sell it to her before she got her breath.

A couple of times, after both Haas and Bacon had spoken with deep feeling of the little Giant's rudeness and a couple of women had enquired, in passing out, who the "wild man" was, the Old Man thought of telling Mr. Mooney that he was in the wrong place for his talents; he belonged somewhere in the Stone Age, selling flint axes to cave men. But, recollecting how extremely dead the households had been prior to the Little Giant's debut, he forebore.

"I'll let him fight it out with himself," the Old Man decided. "He can't make the department any worse than it was, and I feel better with somebody around me who emits any kind of a noise."

The exact date of the Little Giant's remarkable change of heart has not come down in history, but it occurred at some time shortly after the visit to the store of a very quiet but self-possessed young woman whom Mr. Mooney, with no small pride, introduced to the Old Man as his fiancée. It happened that several women customers came in while she was there, and little doubt exists that she took copious mental notes of the strong arm methods which adorned the Little Giant's salesmanship. He may have asked her to drop in just to show her what a hustler in housefurnishings he was.

Ike Bacon told Billy Haas that the Little Giant seemed to be suddenly regarding a customer as a hot potato; he must be losing his nerve.

But gradually, out of that slough of despond, a new Little Giant was born. The Old Man became interested in the transformation almost from the beginning, for so marked a change in so conspicuous a character could not fail to attract attention.

The Little Giant refrained from insisting that a customer must positively have the article he had shown in response to her request. He di-

rected his energies into the other channel, of ransacking, first his wits and then the stock, to find for her the ideal she had in mind. And then, if she was "only looking," he made her feel that she had conferred a personal favor on him in letting him exhibit to her the resources of the department.

The Old Man happened to be near while one such fruitless dialogue reached its conclusion, and he heard the Little Giant say, with his familiar earnestness underlying the suave words:

"Well, it's been a real pleasure to show you this assortment. It will be a great favor if, before you go, you let me explain to you the most up-to-date perculator on the market. It's our very newest thing, and it is interesting to every woman who likes to have good coffee."

He found that, exercising a studious care not to try their patience, Mr. Mooney was letting no customer escape without a hint that the department held something well worth seeing. He found him diligently delving into the tastes and circumstances of buyers, leading them on to talk of themselves until he was in position to suggest the very articles they would like to have even though they had no intention of purchasing more than they were paying for.

"Well, it's this way," Mr. Mooney explained. "When I first came here, I thought my work was done when I had sold the goods. But lately I've been building up a line of trade with people who seem to trust me to

take care of them, and it's mighty easy for a bread box to get scratched, or a fine piece of enamel ware to be knocked, or for something in aluminum to be dented."

The Old Man wore a more reflective air every time he looked at Mr. Mooney.

Finally, when he discovered that the re-born Little Giant was making it his rule to keep every item of stock in view clean, bright and altogether attractive, he called him into the office and remarked:

"Mooney it strikes me that you've about learned the whole duty of a house furnishings salesman. How do you think you'd do in charge of them?"

"I might make good," answered the Little Giant, with becoming modesty. Then, in a genuine humility: "When I look back on what I was and think how raw I must have been, I can't believe I've grown up to be fit to head a department."

"Why, I saw it was in your from the first," declared the Old Man, who likes to imagine himself infallible. —Camillus Phillips in Philadelphia-Made Hardware.

A house of mirth is one in which the wife laughs at all her husband's stale jokes.

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Standard Tire Repair Co.
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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.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, March 9.—The weather conditions last week probably had something to do with the markets generally, and coffee, in common with some other things, had a tough time. Business amounted to very little, and if the sale of a lot depended on some concession being made, it was granted. Some interest has been shown in the outlook of the coming crop and in this connection a large house says, "The belief is growing that next season's supplies will be large enough to meet the requirements of the world. We believe yet lower prices will be seen." In an invoice way Rio No. 7s are quoted at 9c and Santos 4s at 11 3/4 @ 12c. In store and afloat there are 2,083,144 bags of Brazilian coffee, against 2,098,007 bags at the same time last year. Milds are selling slowly. The demand is for small lots. Good Cut-a is held at 13 7/8c.

Sugar refiners are now caught up and making prompt deliveries. Considerable complaint is made about delays in shipping, but the streets are now pretty well cleared of snow and ice. Orders have been rather light and the trade, as a rule, say business is dull. Standard granulated, 4c on 30 day contracts.

The tea market is rather quiet, but prices are steady and holders are confident as to the future. Especially firm are Indias and Ceylons. Fine Japans are not in liberal supply.

Rice is moving in a small way. Indications are that supplies are light in the country and, with the advance of spring holders look for decided improvement. Prime to choice domestic, 5 1/2 @ 5 7/8c.

Spices are firm and every week sees a hardening tendency. Cloves and cassias attract most attention and the buyer looking for bargains will not be apt to find them.

Grocery grades of molasses are steady. With impassable streets almost all the week deliveries were almost out of the question. Rates are absolutely unchanged in any particular—good to prime, 35 @ 40c.

In canned goods we have reports of liberal sales of Maryland pack of corn, Maine style, at 62 1/2c. This has strengthened the market and there is now no great amount left at that figure, and 65c is the usual rate named. Peas are quiet and steady. Standard tomatoes are not plenty at 70c, although 72 1/2c might bring out fair supplies. Other lines are moving in the usual midwinter manner.

Butter has been in pretty fair supply, notwithstanding the big storm, and quotations remain at 30 1/2 @ 31c for extra creameries; firsts, 27 1/2 @ 30c; held extras, 29 @ 29 1/2c; imitation creamery, 21 1/4 @ 22 1/2c.

Eggs are in fair supply, with best Western held at 32 @ 34c.

Should Have Explicit Understanding.

Lansing, March 9.—In handling a line of farm implements, I am occasioned a great deal of trouble by the lack of co-operation between the selling and the manufacturing ends of the business. To explain: Our literature, issued by the sales department, represents that all the implements we carry are perfect in every particular, and I sell the goods on this representation. Later, it develops that an implement is weak in some one point, and gives dissatisfaction. At settlement time, the only way to get more business from the dealer, if at all, is by adjusting the loss as seems best in one's judgment, and promising a higher grade of output in the future. When I get the second order on this promise I take the matter up with the salesman, who admits the fault in the implement, and assures me that necessary improvements will be made in

next season's goods, urging me to go ahead and get business on this understanding. But because the factory is pushed with orders, no improvement is made. The company decides that it is less expensive to make a few repairs, gratis, than to make a change in construction. In this, I think the company overlooks the effect of such a policy on its reputation and on that of its goods. Has a company any right under these conditions, after having disappointed the dealer twice as to the quality of its goods, to expect a salesman to hold his trade?

If you are convinced that the company is deliberately misrepresenting its goods, quit the company. It is easier to get a new place than to get back one's self-esteem and reputation, once they have been forfeited through a crooked deal.

It may be, however, that your house is not intentionally practicing a fraud and that by staying in the firm's employ and insisting on its supplying goods as represented, you can bring about a better condition of affairs. Two ways are open to you, if you stay with the firm: either represent the goods to the dealer exactly as they are, emphasizing what good points they really have and making up for the possible deficiencies by promising gratis repairs or else boom the goods according to the promises of improvement which your firm has given and take your dealer's order conditionally—the condition being that they give satisfaction. You should have an explicit understanding with your manager to the effect that you will practice either or both of these methods in keeping your trade.

STATE OF MICHIGAN.

The Circuit Court for the County of Ionia, In Chancery.

In the matter of the Portland Manufacturing Company—

William F. Selleck, Receiver.

To the creditors, stockholders and other persons interested in the Portland Manufacturing Company and to all whom it may concern:

Notice is hereby given that pursuant to an order and decree of the Circuit Court for the County of Ionia, in Chancery, in the above entitled matter, made on the third day of February, 1914, and filed and entered in said matter on February fourth, 1914, I will sell at public auction or vendue to the highest bidder on Thursday, the 2d day of April, 1914, at One O'clock in the afternoon, at the front door of the Place of business of the Portland Manufacturing Company, on Bridge Street in the Village of Portland, all of the property and effects, both personal and real of the Portland Manufacturing Company.

You will further take notice that it is further provided by the said order of the said court that if any person desires to bid for said property at any time before the day of sale they shall make a sealed bid or offer accompanied by ten per cent. certified check and if such sealed bid should exceed the amount of the highest bid offered at public sale then and in such case such sealed bid might be considered at such public sale and be then and there publicly announced.

In pursuance of the last above named provision of such decree I further give notice that I will accept bids for all of the property of the said Portland Manufacturing Company in sealed bids which said bids must be accompanied by a certified check for at least ten per cent. of the amount of such bid as a guarantee that the bidder will pay the amount of the bid as soon as the sale is confirmed by the court.

I further give notice so that all parties may have an equal show that any person bidding at the public sale will in like manner by the receiver be required to deliver a certified check or an amount of money equal to ten per cent. of the bid under the understanding that such money or check is received as a guarantee that the amount of the bid will be paid if such sale is approved by the court.

Should any person or firm present sealed bids as herein provided and their bid should not prove to be the highest bid for such property then and in such case such certified check will be re-

turned forthwith to the bidder, or to the party to whom he directs the check to be sent, and in case any sale made is not affirmed by the Court any check or money deposited as a guarantee will be forthwith returned to the bidder.

The REAL ESTATE to be sold at said sale is described as follows, to-wit: all those certain pieces or parcels of property situated in the village of Portland, County of Ionia and State of Michigan and described as follows: The south fifty (50) feet of Lot seven (7) of the original plat of the Village of Portland; also a piece or parcel of land described as beginning at the southwest corner of said lot seven (7) running thence westerly along Water Street to the intersection of Broad Street; thence easterly along Broad Street to Grand River; thence down Grand River to the south line of lot seven (7) aforesaid; thence westerly to the place of beginning together with the buildings thereon situated and all boilers, engines, machines therein used, and shafting, piping and all other machinery thereto attached.

Said real estate will be sold subject to a mortgage thereon of Three Thousand (\$3,000) Dollars and six per cent. interest since May 17th, 1913.

The PERSONAL PROPERTY is herein briefly described as all the goods, wares, merchandise, bills receivable, accounts

receivable, manufactured goods, lumber and material for the manufacture of washing machines and motors, the manufactured goods being washing machines and motors, all of which property is itemized in the inventory taken January first, 1914, with the exception of the bills receivable and the accounts receivable and those items appear by the books of the Portland Manufacturing Company and may be seen by all prospective buyers at the office of the Portland Manufacturing Company, Portland, Michigan, and the copy of said inventory is also on exhibition at the office of Portland Manufacturing Company, Portland, Michigan, and can also be seen at the office of the Register of this Court at the Court House in the City of Ionia, Michigan, intending hereby to include every article of every name and nature including office fixtures and furniture and supplies of every description.

Bidders will take notice that inasmuch as the Portland Manufacturing Company represents an established business and fully believing that a very much larger sum can be realized by selling the entire plant and property on one bid than the bid solicited by this notice is for the entire real and personal property.

Dated, February 7th, 1914.

WILLIAM F. SELLECK,
Receiver of the Portland Mfg. Co.

Modern Factory For Sale

Michigan Buggy Company Real Estate, Buildings and Power Equipment Offered For Sale

We offer for sale the modern plant of the Michigan Buggy Company, Kalamazoo, Mich. It embraces nine buildings, principally concrete construction, with over 300,000 square feet of floor space; modern power plant of 700 H. P. capacity, sprinkler system, line shafting electric wiring, steam heating system, seven elevators, two large dry kilns, ample freight platforms, three six-inch deep-water wells with pumps. Buildings have not long been idle and are not run down. Land comprises 19 acres and contains several workmen's residences, also good barns and stable accommodations. Two street car lines reach the property. Paved streets nearly all the way. Cement walks, sewer, water, gas, electric light and power right to the factory.

Property is situated less than two miles from the center of the city of Kalamazoo, Mich., a large manufacturing center on main line of the Michigan Central and Grand Rapids & Indiana railroads and on branch lines of the Lake Shore, Grand Trunk and Chicago, Kalamazoo and Saginaw railroads, besides several interurban electric lines. The railway spur tracks to the plant are owned by the company. The location is particularly favorable as a residence section for working people and has ample housing facilities for any number who might be employed on the property. Kalamazoo has an abundance of skilled and unskilled labor, both male and female.

Immediate possession can be given. The sprinkler system in this plant cost \$40,000 alone, and the entire property can be bought at a figure not greatly exceeding that amount. The Commercial club of Kalamazoo has promised to lend all possible assistance to any company desiring to occupy this plant.

For further detailed information and terms of sale (which can be arranged to suit the purchaser) address

DETROIT TRUST COMPANY

Trustee Michigan Buggy Company

Detroit, Mich.



Grand Council of Michigan U. C. T.
 Grand Counselor—E. A. Welch, Kalamazoo.
 Past Grand Counselor—John Q. Adams, Battle Creek.
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 Grand Chaplain—T. J. Hanlon, Jackson.
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.
 Next Grand Council Meeting—Saginaw, June 12 and 13.

Michigan Division T. P. A.
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Pluck That Endures.

Keep eternally "at it." The purest water and the richest ore lie at the greatest depth—the coveted order is the one that seems just beyond our reach. Persistent digging will bring them, one and all, to the top.

"The many fail—the one succeeds"—and that one is the persistent fellow. Fight your way through barriers of your customers' objections, even when the bones of those who half-heartedly tried before you are enmeshed in their thorny branches.

When everything goes wrong, believe more steadfastly in your powers, and strive harder to apply them to practical use. Keep in view this fact; that so long as the law of supply and demand endures there will be a need of salesmen and plenty of business for those who equip them-

selves with care. Persist; the reward is worth the effort.

Look to the novelist, Stevenson, as a model of manly persistence. Editors refused his "copy;" publishers ignored him. Hungry, ill, and friendless he lay at night on the unsheltered hillside, "with the half of a broken hope for a pillow"—and busied his brain with ways for making his work so wonderfully perfect that it should command fame. Success did not come to him; he pursued it and brought it down.

Competition is not so much a matter of warfare between your house and another, as a trial of skill between yourself and the representatives of rival lines. In other words, the personal, rather than the commercial, element predominates in it. If you are to win against competitors, you must study the game untiringly, accept hard knocks with cheerfulness, and learn from hardship how to strengthen your selling method.

Salesmanship is the most comprehensive of all the arts, and the art which assures the biggest return. You do not require genius—you need just persistence—to get ahead in it.

R. R. Scotten.

Your umbrella will last longer if you don't roll it or lend it.

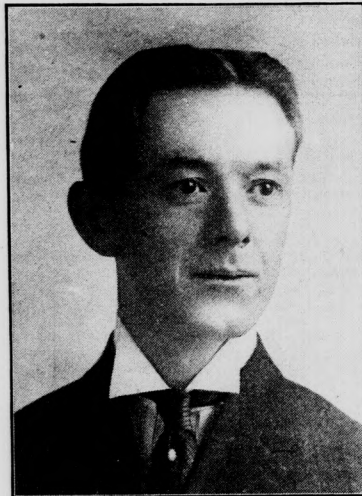
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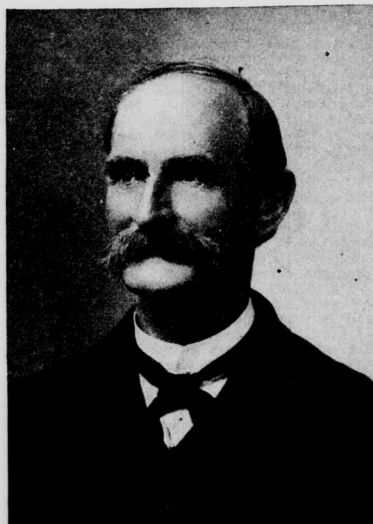
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A Book that will tell you at a glance what merchandise costing you from 1 cent to \$25.00 must sell to make 5, 10, 12, 15, 20, 25, 30, 33 1-3, 35, 40, 45 and 50 per cent. on selling price.

Invaluable to Retailers.

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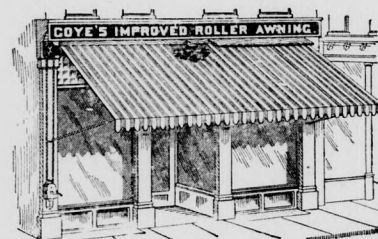
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Our specialty is AWNINGS FOR STORES AND RESIDENCES. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

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By Uniforming Your Band Boys

You can make no better investment

Buy Uniforms That Every Citizen will be Proud of

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Mention The Tradesman



THE HENDERSON-AMES CO.
 KALAMAZOO, MICH.

Chirpings From the Crickets.

Battle Creek, March 9.—Yes, I have apparently forgotten my good friend, Mr. Stowe, and my host of traveling companions. But you all know how business has been and it has had a tendency to get me out of the mood to write a clear and happy optimistic letter. Now, however, business is on the gain. Spring is in the air and to me, my family, my friends and the future look better than ever. Not but what my family and friends always look good to be, but the daily strife for business has been disappointing and results always lend their color to your personal and intimate views of life. I met good friends to-day who have helped me far more than they will ever know and I feel that Pfander and his business are better off since the meeting. Isn't it fierce when you are in the mood to sell a carload to find the buyer is out of town? Don't say you are always in the mood. If that is true, you would not be alive to-day. You would work yourself to death turning your ability into money. That would be natural. It is not human nature for a man, especially a man calling on all classes of people in all walks of life, to be at his best every minute of each day. If you knew yourself as well as you think you know the type of man you find it the easiest to sell, you could sell everybody as easy as your particular easy type of man. The fact that you can sell one type of men easier than others shows that you underestimate yourself and that fact becomes instantly and unconsciously known to your prospective patrons. How, then, is it easy for you to sell the other type of man? Simply a condition of the mind. When you go into his store, office or factory, your first impression of him and his first look at you solves the future. I want to write you, boys, that each and every one of us have a daily study with ourselves and your day's work and orders depend upon your mental poise and viewpoint far more than upon local conditions or your competition. Another little thought: The happy medium is the thing. Don't be too hasty, too windy or too greedy. Treat your trade courteously, confine your talk to business as much as possible to do so, sell all you can and if your patron holds up some of his wants for your competitor, admire both your patron and your rival, because if your patron does that for Bill, he will do it for you. Don't think you can sell it all, for better men than you have tried to do it and lost the volume they were getting. Right here I want to state that the boys wearing the U. C. T. button exemplify the friendship of brothers when their patron lets them know that Bill is going to get in the afternoon what you couldn't finish your morning order with. The spirit of fairness and equalizing displayed by the buyer has been seen by him to exist among the U. C. T. boys in their daily dealings. We are living in a big broad country, where there is room for us all. Square dealing, honest merchandise, service and sincere effort, coupled with an average personality and good habits, will get any man business anywhere, but maybe not the first few times. Did you ever stop to think that common sense is a virtue that is rarely overestimated? Don't you think we all look upon the acts of life in too serious a manner? God bless the cheerful salesman. He surely will succeed, if he is not too much of a cheerful 1—. That takes a good memory. Some of us have not got it.

I have been on some new territory. Not some undeveloped, unexplored forest. Just a piece of territory I (myself) have never covered before or behind anybody, to leave or pick up some business that I was writing about some minutes back. In this territory is a man who runs

a hotel who sure is an optimist, if ever one lived. That man is no less a personage than Charles Giddings, at Hartford. Charles is so strong for and with the boys that if he ran a hotel at Sonoma, a bunch of fellows would leave the Post Tavern and get the 5 p. m. for Sonoma just to be under his roof. His hotel is no different than thousands of hotels in thousands of towns the size of Hartford, but the big difference is that Charles runs it and is there with the goods. I enjoyed my short stay with you, Charles, and will be looking for you and your wheelbarrow the minute I get off the train. Charles has a product of a Lansing factory he covers a lot of ground with A Reo or an Oldsmobile? Neither. A good old Lansing wheelbarrow. The boys all know it who make Hartford.

A large number of copies of the Tradesman go into Van Buren county. A large number of cases of grape juice go out of Van Buren county. There are some towns in Van Buren county with two windmills and hardly enough wind for one of them.

Lawrence has a beautiful main street. All the street lacks is business houses and business to keep them going.

The reason they built the depot at Paw Paw so far from the town is they wanted it beside the tracks. A Grand Trunk habit.

Our friend Concannon (Jas S. Kirk & Co.) says Battle Creek grocers are small and frequent buyers. But then eighty grocers buy some "Flake White" in the course of a year.

Brother Ireland put on a successful demonstration for Loose-Wiles at Jackson, Saturday. Herb. is coming fine and Sunshine specialties are becoming staples throughout this section.

John Newton is now a Sentinel at Lansing also, as heretofore, a salesman.

A. N. Brown, of Jackson, booked up orders and expense for Putnam factory here to-day.

John H. Taylor, Calhoun street grocer, is booking lots of the boys who call on him for their favorite magazines. Next trip sign up. John has the time to take care of your subscription and he will give your orders his prompt and personal attention.

C. W. Post is better. All Battle Creek should be pleased to hear this. Would that we had more like him!

Wonder how business is at Mears? Rockwell and Goldstein, the old reliables. Regards to you both.

A. H. Harrison, of Athens, was a Battle Creek visitor to-day.

I know a man with money and credit who wants to buy a stock of general merchandise in a small country town. Just as soon be inland. A postal to me might bring you together and maybe make me a good customer.

Harvey Hill has increased his stock at Galesburg.

Harvey Hill has moved into larger quarters at Galesburg.

Hope to meet you regularly.

Glad business is better.

Makes writing a pleasure.

Future looks good.

Optimistic thoughts are business getters.

A successful salesman never has nervous dyspepsia.

Or nodding acquaintances.

They are all handshakers.

But there is a happy medium.

Don't ask about their family first time over.

They may be orphans and single.

The happy medium's the thing.

Don't forget their name and ask how long they have made their home in the town.

Maybe the town, principal street and opera house are all named after

them and they don't care to disclose their age.

Look at this bright snappy little city. C. W. Post is the big man here and we have a Post Tavern, Post Theater, Post building, Post-office and Post-al telegraph.

Good night.

Going to put out the milk bottle and wind up Big Ben—he with the honest, clean-cut face.

Don't look so clean-cut at 5 a. m.

Read the Tradesman.

Guy Pfander.

Honks From Auto City Council.

Lansing, March 10.—John Raymond is home again from Detroit, where he submitted to a surgical operation recently. Reports are to the effect that he is doing well and will soon be out again.

Lyman Hull, a prominent member of our Council and sales manager for the Robert Pott Oil Co., is rapidly improving since his operation a few days ago.

G. Clyde Kinney has purchased the interest of A. M. Robson in the firm of Robson & Talmage, men's furnishing goods, at 117 West Michigan avenue. The business will be continued in the same location under the firm name of James P. Talmage & Co. Brother Kinney will continue to sell interior finish, but expects that whenever he wants a new hat he will be able to get one at a discount from the regular price.

F. H. Hastings has purchased a job lot of tires for Ford wheels and is getting ready for a season's run. Just now he is having his rough rider treated with a fresh coat of paint.

Nearly \$75,000 has been spent on the Government building for improvements and the work is about finished. Lansing now has one of the finest postoffice buildings in the State.

J. J. Finkbinder is now a member of our Council, having transferred his membership from the Council at Freeport, Ill.

Another delightful Bohemian supper was served by our Ladies' Auxiliary last Saturday night at the Council parlors. As usual, there was a good attendance. This being our annual meeting, new officers were elected and installed. Three new applications for membership were received and the applicants were duly elected for initiation at our next meeting.

D. J. Mahoney passes to the Past Counselor's chair after a very successful year as Senior Counselor. All other officers were advanced in order, with the exception of Stewart Harrison, who was absent and who did not wish to continue as an officer of the Council. Fred R. Jury and John Newton were elected to the stations of Page and Sentinel. It is expected that rituals will not be needed in our Council after the first meeting of the new fiscal year. G. Clyde Kinney and A. G. Bauerle are the new members of the Executive Committee.

Improvement in the physical condition of C. C. Chamberlain is very noticeable in the past three weeks. Claude says that a friend advised him to eat a few small pieces of camphor gum daily and the results have been more than satisfactory.

H. D. Bullen.

Controversy Over Being a Good Fellow.

Kalamazoo, March 10.—The peculiar conditions under which I made a recent sale have put me at variance with my manager, and I should like your advice. The case is this: When I called on a large dealer in one of my best cities I found him just leaving his office on a two days' pleasure trip. It was impossible to interview him then. Half an hour later I surprised him by taking a seat opposite him in the smoking compartment of the train, and before our three hours' trip was ended I had accepted his invitation to make one of his pleasure party. I spent

a couple of days with the crowd, made a fast friend of this buyer, and spent \$200 of the firm's money in keeping up my end of the general hospitality. I closed him for a large order immediately upon our return, and have presumably made him a permanent customer of ours. My manager congratulated me on the sale until he learned of the two days' spent on the pleasure trip and saw the \$200 item in my expense account. He sent me a severe letter about attending to business and declines to stand for the \$200 expense. Is this treating me fairly? B. B. D.

The stand your manager takes is not without justice, if it is true that you could have gained an interview with that customer on his return from his two days' absence. It must be true, if he is at the head of a large concern, that he is approachable through an appeal to his business sagacity and common sense as well as through his love of convivial companionship. It is well to remember that the man who gives you an order solely because you have "shown yourself a good fellow" is very likely to switch about and give the next order to your competitor for a similar reason; whereas if he has purchased your line because you have proved to him its practicability, he is apt to regard it as essential in his business, and you will usually find him very loath to consider changing to a competing line. If you had spent the two days' of his absence in calling on other customers, and on his return had depended on your selling powers to get an entrance and close the sale, you would have taken less risk of losing the order, you would have conserved your firm's time and money, and shown yourself fully as enterprising—for there is nothing more enterprising than the work of the salesman in handling a hard case when he depends solely on the talking points of his line, and his own ability.

Three Items From One Man.

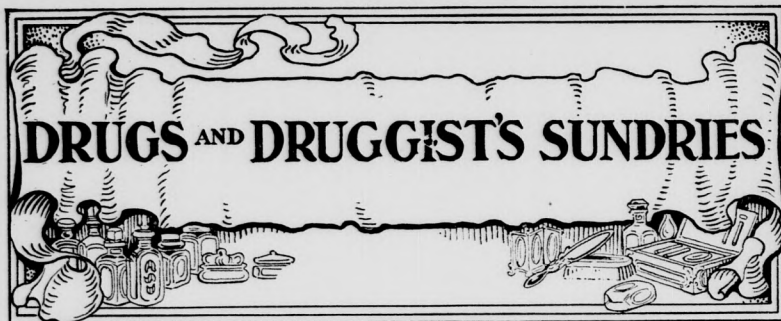
Grand Rapids, March 10.—J. W. Gaskill, sales manager of Jas. S. Kirk & Co., has just completed a tour of Michigan with Brother Coreamson, of Kalamazoo Council, and claims that he enjoys the companionship because of his original ways and passing the leisure after a hard day's work in wealth said to have reached a point where J. J. must now file income tax returns at Brother Coreamson's expense.

Gui-us W. Doak, of Kalamazoo Council, representing Calumet Baking Powder Co., had a strenuous time last week in Jackson introducing the genial J. W. Koehn, city father from Adrian Council, to the trade preparatory to his succeeding him in the territory. Gui-us evidently believes there is a great deal in a name and took the advantage of his friend, J. W. K., by introducing him as Koehn to the Dutch, Cain to the English, Cohen to the Hebrew, Kahn to the German and Kane to the Irish trade. This ought to give J. W. K. an advantage over all competitors.

Some unique methods to advertise the Made in Grand Rapids show are in vogue in outside cities. One enterprising brother has enlisted the services of the elevator and call boys to paste stickers on all grips in the check rooms and decorate each guest with a bangle pin. No bill of cost has been presented to date.

Observer.

Not one person in a hundred cares to hear the truth, the whole truth and nothing but the truth.



Michigan Board of Pharmacy.
 President—Will E. Collins, Owosso.
 Secretary—E. T. Boden, Bay City.
 Treasurer—E. E. Faulkner, Delton.
 Other Members—Chas. S. Koon, Muskegon; Leonard A. Seltzer, Detroit.
 Next Meeting—Grand Rapids, March 17, 18 and 19.

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.

Mr. Hutchins' Opinion of the Business Outlook.

Peace in business, good will toward those who exhibit correct intentions and good actions. Do we dream? Decidedly not! On the contrary we are very much awake. The year 1913 is now ancient history. On account of a change in political parties, at the seat of the Government of our country, with the agitation and accomplishment of legislation in reference to changes in tariff and our monetary system there were many dire predictions and prophecies relative to what would occur during 1913 as to the general affairs of business in this country. Like men's troubles and the hills and mountains that we are always coming to, the expected did not happen.

We can all admit that in financial circles and in the operations especially of manufacturers there was somewhat of a depression, but on the other hand the products of the soil in every market in the country brought high prices for cash. The manufacturers slowed down and retailers cleaned up stocks and in the money market borrowings for pure speculations were not only discouraged but refused. These things always bring what we call a depression but in the absence of actual panic work out for good.

The morning of January 1 found the atmosphere of business decidedly changed. Depression had given away to buoyancy and the pessimist had been replaced by the optimist. The Government had already signified that the antagonism between business and the Government was over and that this Nation was about to give expression to the best judgment of America and what we know to be the business conscience and honor of the land.

The merchants, the bankers, and the manufacturers have been given to understand that nothing radical will be done and that the Government will meet business at least half way in a common effort to produce the best results in the business world. We have not sprung into a big business in a few days but throughout our entire country the wheels of industry are moving. Large orders are being placed for present and future execution. The money markets are prepared for legitimate enterprises of all classes of business and gradually we are slipping out of the harbor of refuge and fear onto the broad ocean of large undertakings.

Especially in Michigan have conditions been much better than expected and all through the year 1913 the State of Michigan was about 10 per cent. better than the average of the other states. We are informed this week that 97 per cent. of the National banks of this country have signified their intention of joining the reserve banks. Interior banks throughout the State of Michigan are rapidly settling and adjusting loans that they have been carrying for the last twelve or fifteen months. A feeling of confidence prevails and the predictions are among those who make a study of trade conditions that the year 1914 will develop strong. The balance of trade as between our country and foreign nations is largely in our favor and especially with European countries. The changes following the new tariff and the new arrangements of the postal department are rapidly adjusting themselves to the expected averages and American trade, finance and industry can now in a new spirit and in thoughtful moderation proceed along legitimate lines with more than the average amount of confidence and success.

Lee M. Hutchins.

Depilatory Powder.

The following Depilatory Powder has proven very satisfactory and also safe.

Barium Sulphide 2 parts
 Starch 3 parts
 Zinc Oxide 3 parts

Mix well and dispense in bottles. For use, a little of this powder should be made into a paste with sufficient water and applied to the parts. After two or three moments scrape off with a blunt instrument, wash the parts and apply a little cold cream. No bad effects have ever been met with by the use of this powder. One great difficulty arises from the fact that the paste is applied too thickly or allowed to remain too long a time.

Question Not Found in State Board Examinations.

1. State the advantages of treating patrons politely.
2. What is the advantage of (a) order, (b) system, (c) appearance in a drug store?
3. How many cigars should the policeman on the beat permitted to smoke "on the boss" each day?
4. Which customers should have their postage stamp purchases wrapped?
5. Which ladies should have the stamps purchased by them affixed to the article to be mailed by the pharmacist?
6. How long should a "chicken" be permitted to use the telephone when speaking with her "Charlie boy?"
7. How many visitors should be permitted at one time (a) in the back room of the store, (b) at the soda counter, (c) in the front of the store?
8. How long should a customer be permitted to wait at the counter before asking. What is wanted?
9. Should proprietors and clerks be prompt in relieving each other?
10. How long should merchandise which is received from jobbers or manufacturers be permitted to "lay around" without being examined, checked or marked?
11. How many times should the same label be sent out on refills of prescriptions? When should a new clean label be used on refills?
12. What is the limit of "down weight" to be given to favored (lady) customers when selling them candy?
13. Should the want book have a specific place in the drug store?
14. Should the customer "be jumped on" when he makes an error in stating what he wants?
15. When should a lead pencil and when should a stirring rod be used for mixing?
16. How many times in five years should the prescription counter and contents be arranged and put in order?
17. Are there any reasons (a) why labels should be plainly written, (b) why the costs and selling prices should be on all merchandise, (c) why goods which are sold on credit should be charged before delivery?
18. Why should the store be opened promptly?
19. How much time should be spent daily in amusing (or joking with) the junior clerk or errand boy?
20. How many hours should be spent daily in discussion about elections, baseball, prize fights, North and South Pole explorations, religion and topics of the day with customers?
21. When should goods purchased by customers be passed to them without wrapping?

Cleanliness at the Fountain.

A druggist offered a prize of \$100 for a sanitary suggestion not already in use at his fountain and which he thought worthy enough to adopt. It created the impression in the minds of the public that this was a clean and well managed fountain where they might feel that their wants were carefully looked after. It was said that when a useable suggestion was made

it was promptly adopted, the prize paid and the winner's name posted with a specific account of the new feature. Sounds like a very liberal offer, but be that as it may the idea is a good one. The only trouble with it, as I see it, is that the public do not have opportunity to know much about the sanitary shortcomings of the average fountain. I am sorry to say that they are many, and there is a big chance for improvement. One feature which I have before recommended is the adoption of paper drinking cups and sundae cups. I believe that they will not only be a very attractive feature, but that they will save you money in the long run. To be the first to adopt them in your town or locality will be an excellent advertisement for you, especially if you have something to say about it when you adopt it. Look into this matter. I would like to hear from some druggist who has adopted the idea.

Souvenir Advertising for the Druggist

It is a fact that the average person dearly loves to get something for nothing, and in this fact lies the value of what is known as souvenir or personal appeal advertising. If you hand out occasionally a trifling gift of some sort, the recipient will not forget where it was obtained, even though your advertisement does not appear on it. Personally, I am a great believer in this form of advertising. One summer while conducting a small souvenir store at a shore resort I purchased a thousand celluloid buttons on which were the words "Cheer Up." I gave these away to every man, woman and child who would take one take one and wear it and they went off rapidly. That was all there was on the button, but you may be sure everybody knew where they came from. In a recent number of a journal devoted to souvenir and premium advertising I counted thirty items of druggists who had used advertising of this kind. There are a great many things in the way of samples and souvenirs that can be had quite inexpensively, and I believe that it will pay to provide them and see that they go out frequently in packages. Anybody will be pleased to find some trifle in their purchase when they reach home, that comes as a pleasant surprise.

Quotations on Local Stocks and Bonds. Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	358	362
Am. Light & Trac. Co., Pfd.	107	108½
Am. Public Utilities, Pfd.	74	75
Am. Public Utilities, Com.	50	51
Cities Service Co., Com.	94	97
Cities Service Co., Pfd.	74½	76
Citizens Telephone Co.	78	80
Comw'th Pr. Ry. & Lt., Com.	58½	59½
Comw'th Pr. Ry. & Lt., Pfd.	80	81
Comw'th 6% 5 year bond	97½	99
Pacific Gas & Elec. Co., Com.	41	42
Tennessee Ry. Lt. & Pr., Com.	14	16
Tennessee Ry. Lt. & Pr., Pfd.	68½	69½
United Light & Rys., Com.	81	83
United Light & Rys., 1st Pfd.	77½	78½
United Lt. & Ry. new 2nd Pfd.	74	76
United Light 1st and ref. 5%		
Bonds		89

Industrial and Bank Stocks.

Dennis Canadian Co.	99	102
Furniture City Brewing Co.	64	75
Globe Knitting Works, Com.	135	141
Globe Knitting Works, Pfd.	97	100
G. R. Brewing Co.	135	146
Commercial Savings Bank	200	225
Fourth National Bank	215	220
G. R. National City Bank	174	178
G. R. Savings Bank	255	
Kent State Bank	252	256
Old National Bank	202	206
Peoples Savings Bank	250	

March 11, 1914.

WHOLESALE DRUG PRICE CURRENT

Acids		Acids	
Acetic	6 @ 8	Cubebs	@ 4 50
Boric	10 @ 15	Erigeron	@ 2 50
Carbolic	16 @ 20	Bucalyptus	75 @ 85
Citric	60 @ 67	Hemlock, pure	@ 1 00
Muriatic	1 1/2 @ 5	Juniper Berries	@ 1 25
Nitric	5 1/2 @ 10	Juniper Wood	40 @ 50
Oxalic	13 @ 16	Lard, extra	85 @ 1 00
Sulphuric	1 1/2 @ 5	Lard, No. 1	75 @ 90
Tartaric	38 @ 45	Laven'r Flowers	50 @ 5 00
Ammonia		Lavender, Garden	85 @ 1 00
Water, 26 deg.	6 1/2 @ 10	Lemon	4 25 @ 4 50
Water, 18 deg.	4 1/2 @ 8	Linseed, boiled, bbl.	@ 54
Water 14 deg.	3 1/2 @ 6	Linseed, bld. less	58 @ 62
Carbonate	13 @ 16	Linseed, raw, bbls	@ 53
Chloride	12 @ 15	Linseed, raw, less	57 @ 61
Balsams		Mustard, true	50 @ 60
Copaiba	75 @ 1 00	Mustard, artif'l	2 75 @ 3 00
Fir (Canada)	1 75 @ 2 00	Neatsfoot	80 @ 85
Fir (Oregon)	40 @ 50	Olive, pure	2 50 @ 3 50
Peru	2 00 @ 2 25	Olive, Malaga,	
Tolu	1 00 @ 1 25	yellow	1 30 @ 1 50
Berries		Olive, Malaga,	
Cubeb	65 @ 75	green	1 30 @ 1 50
Fish	15 @ 20	Orange, sweet	4 75 @ 5 00
Juniper	7 @ 10	Organum, pure	1 25 @ 1 50
Prickly Ash	@ 50	Organum, com'l	50 @ 75
Barks		Pennyroyal	2 25 @ 2 50
Cassia (ordinary)	25	Peppermint	4 50 @ 4 75
Cassia (Saigon)	65 @ 75	Rose, pure	16 00 @ 18 00
Elm (powd. 25c)	25 @ 30	Rosemary Flowers	30 @ 1 00
Sassafras (pow. 30c)	@ 25	Sandalwood, E. I.	6 25 @ 6 50
Soap Cut (powd. 25c)	15 @ 20	Sassafras, true	45 @ 50
Extracts		Sassafras, artif'l	45 @ 50
Licorice	24 @ 28	Spearment	5 50 @ 6 00
Licorice powdered	25 @ 30	Sperm	30 @ 1 00
Flowers		Tansy	5 00 @ 5 50
Arnica	18 @ 25	Tar, USP	30 @ 40
Chamomile (Ger.)	25 @ 35	Turpentine, bbls	@ 55
Chamomile (Rom.)	40 @ 50	Turpentine, less	60 @ 65
Gums		Wintergreen, true	@ 5 00
Acacia, 1st	40 @ 50	Wintergreen, sweet	
Acacia, 2nd	35 @ 40	birch	2 00 @ 2 25
Acacia, 3d	30 @ 35	Wintergreen, art'l	50 @ 60
Acacia, Sorts	@ 20	Wormseed	3 50 @ 4 00
Acacia Powdered	35 @ 40	Wormwood	6 00 @ 6 50
Aloes (Barb. Pow)	22 @ 25	Potassium	
Aloes (Cape Pow)	20 @ 25	Bicarbonate	15 @ 18
Aloes (Soc. Powd.)	40 @ 50	Bichromate	13 @ 16
Asafoetida	@ 50	Bromide	45 @ 55
Asafoetida, Powd.	@ 75	Carbonate	12 @ 15
Pure		Chlorate, xtal and	
U. S. P. Powd.	@ 1 00	powdered	12 @ 16
Camphor	55 @ 60	Chlorate, granular	16 @ 20
Guaiaac	35 @ 40	Cyanide	30 @ 40
Guaiaac, Powdered	50 @ 60	Iodide	20 @ 3 40
Kino	@ 40	Permanganate	15 @ 30
Kino, Powdered	@ 45	Prussiate yellow	30 @ 35
Myrrh	@ 40	Prussiate, red	50 @ 60
Myrrh, Powdered	@ 50	Sulphate	15 @ 20
Opium	7 25 @ 7 50	Roots	
Opium, Powd.	8 75 @ 8 95	Alkanet	15 @ 20
Opium, Gran.	8 90 @ 9 10	Blood, powdered	20 @ 25
Shellac	28 @ 35	Calamus	35 @ 40
Shellac, Bleached	30 @ 35	Elecampane, pwd.	15 @ 20
Tragacanth No. 1	40 @ 1 50	Gentian, powd.	12 @ 16
Tragacanth, Pow	75 @ 85	Ginger, African,	
Turpentine	10 @ 15	powdered	15 @ 20
Leaves		Ginger, Jamaica	22 @ 25
Buchu	1 85 @ 2 00	Ginger, Jamaica,	
Buchu, Powd.	2 00 @ 2 25	powdered	22 @ 28
Sage, bulk	18 @ 25	Goldenseal pow.	7 00 @ 7 50
Sage, 1/2 Loose	20 @ 25	Ipecac, powd.	2 75 @ 3 00
Sage, Powdered	25 @ 30	Licorice	14 @ 16
Senna, Alex	45 @ 50	Licorice, powd.	12 @ 15
Senna, Tinn.	15 @ 20	Orris, powdered	25 @ 30
Senna, Tinn, Pow.	20 @ 25	Poke, powdered	20 @ 25
Uva Ursi	10 @ 15	Rhubarb	75 @ 1 00
Oils		Rhubarb, powd.	75 @ 1 25
Almonds, Bitter,		Rosinweed, powd.	25 @ 30
true	6 00 @ 6 50	Sarsaparilla, Hond.	
Almond, Bitter,		ground	@ 50
artificial	@ 1 00	Sarsaparilla Mexican,	
Almonds, Sweet,		ground	25 @ 30
true	90 @ 1 00	Squills	20 @ 35
Almond, Sweet,		Squills, powdered	40 @ 60
imitation	40 @ 50	Tumeric, powd.	12 @ 15
Amber, crude	25 @ 30	Valerian, powd.	25 @ 30
Amber, rectified	40 @ 50	Seeds	
Anise	2 25 @ 2 50	Anise	15 @ 20
Bergamont	7 50 @ 8 00	Anise, powdered	22 @ 25
Cajeput	75 @ 85	Bird, Is	8 @ 10
Cassia	1 50 @ 1 75	Canary	9 @ 12
Castor, bbls. and		Caraway	12 @ 18
cans	12 1/2 @ 15	Cardamon	1 75 @ 2 00
Cedar Leaf	@ 85	Celery	30 @ 35
Citronella	@ 75	Coriander	12 @ 18
Cloves	1 50 @ 1 75	Dill	25 @ 30
Cocanaut	20 @ 25	Fennell	@ 30
Cod Liver	1 25 @ 1 50	Flax	4 @ 8
Cotton Seed	80 @ 1 00	Flax, ground	4 @ 8
Croton	@ 1 60	Foenugreek, pow.	6 @ 10
		Hemp	5 @ 7
		Lobelia	@ 50
		Mustard, yellow	9 @ 12
		Mustard, black	9 @ 12
		Mustard, powd.	20 @ 25
		Poppy	15 @ 20
		Quince	75 @ 1 00
		Rape	6 @ 10
		Sabadilla	25 @ 30
		Sabadilla, powd.	35 @ 45
		Sunflower	6 @ 8
		Worm American	15 @ 20
		Worm Levant	50 @ 60
		Tinctures	
		Aconite	@ 75
		Aloes	@ 65
		Arnica	@ 60
		Asafoetida	@ 1 00
		Belladonna	@ 60
		Benzoin	@ 90
		Benzoin Compound	@ 90
		Buchu	@ 1 00
		Cantharides	@ 1 00
		Capsicum	@ 90
		Cardamon	@ 1 20
		Cardamon, Comp.	@ 80
		Catechu	@ 60
		Cinchona	@ 1 05
		Colchicum	@ 60
		Cubebs	@ 1 20
		Digitalis	@ 60
		Gentian	@ 60
		Ginger	@ 95
		Guaiaac Ammon.	@ 1 05
		Iodine	@ 1 25
		Iodine, Colorless	@ 1 25
		Ipecac	@ 75
		Iron, clo.	@ 60
		Kino	@ 80
		Myrrh	@ 1 05
		Nux Vomica	@ 70
		Opium	@ 2 00
		Opium Camph.	@ 65
		Opium, Deodorz'd	@ 2 25
		Rhubarb	@ 70
		Paints	
		Lead, red dry	7 @ 8
		Lead, white dry	7 @ 8
		Lead, white oil	7 @ 8
		Ochre, yellow bbl.	1 @ 1 1/4
		Ochre, yellow less	2 @ 5
		Putty	2 1/2 @ 5
		Red Venetian bbl.	1 @ 1 1/2
		Red Venet'n, less	2 @ 5
		Shaker, Prepared	1 40 @ 1 50
		Vermillion, Eng.	90 @ 1 00
		Vermillion, Amer.	15 @ 20
		Whiting, bbl.	1 @ 1 1/4
		Whiting	2 @ 5
		Insecticides	
		Arsenic	6 @ 10
		Blue Vitrol, bbl.	@ 6 1/4
		Blue Vitrol less	7 @ 10
		Bordeaux Mix Pst	8 @ 15
		Hellebore, White	
		powdered	15 @ 20
		Insect Powder	20 @ 35
		Lead Arsenate	8 @ 16
		Lime & Sulphur	
		Solution, gal.	15 @ 25
		Paris Green	15 1/4 @ 20
		Miscellaneous	
		Acetanilid	30 @ 35
		Alum	3 @ 5
		Alum, powdered and	
		ground	5 @ 7
		Bismuth, Subni-	
		trate	2 10 @ 2 25
		Borax xtal or	
		powdered	6 @ 12
		Cantnades po.	2 50 @ 2 75
		Calomel	1 20 @ 1 30
		Capsicum	20 @ 25
		Carmine	@ 3 50
		Cassia Buds	@ 40
		Cloves	30 @ 35
		Chalk Prepared	6 @ 3 1/2
		Chalk Precipitated	7 @ 10
		Chloroform	38 @ 48
		Chloral Hydrate	1 00 @ 1 15
		Cocaine	4 10 @ 4 40
		Cocoa Butter	50 @ 60
		Corks, list, less 70%	
		Copperas, bbls.	@ 20
		Copperas, less	2 @ 5
		Copperas, Powd.	4 @ 6
		Corrosive Sublim.	1 05 @ 1 10
		Cream Tartar	30 @ 35
		Cuttlebone	25 @ 30
		Dextrine	7 @ 10
		Dover's Powder	2 00 @ 2 25
		Emery, all Nos.	6 @ 10
		Emery, powdered	5 @ 8
		Epsom Salts, bbls	@ 1 1/2
		Ergot	1 50 @ 1 75
		Ergot, powdered	1 80 @ 2 00
		Flake White	12 @ 15
		Formaldehyde lb.	10 @ 15
		Gambler	7 @ 10
		Gelatine	35 @ 45
		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	2 1/4 @ 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	90 @ 1 00
		Menthol	4 75 @ 5 00
		Mercury	75 @ 85
		Morphine all brd	5 05 @ 5 30
		Nux Vomica	@ 10
		Nux Vomica pow	@ 15
		Pepper, black pow	20 @ 25
		Pepper, white	30 @ 35
		Pitch, Burgundy	10 @ 15
		Quassia	10 @ 15
		Quinine, all brds	25 @ 36 1/2
		Rochelle Salts	33 @ 30
		Saccharine	1 50 @ 1 75
		Salt Peter	7 1/2 @ 12
		Selditz Mixture	20 @ 25
		Soap, green	15 @ 20
		Soap, mott castile	10 @ 15
		Soap, white castile	@ 6 25
		Soap, white castile	@ 6 25
		less, per bar	@ 68
		Soda Ash	1 1/4 @ 5
		Soda Bicarbonate	1 1/4 @ 5
		Soda, Sal	1 @ 4
		Spirits Camphor	@ 75
		Sulphur roll	3 1/2 @ 5
		Sulphur Subl.	3 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

1914

Seasonable Goods

Linseed Oil Turpentine
White Lead Dry Colors

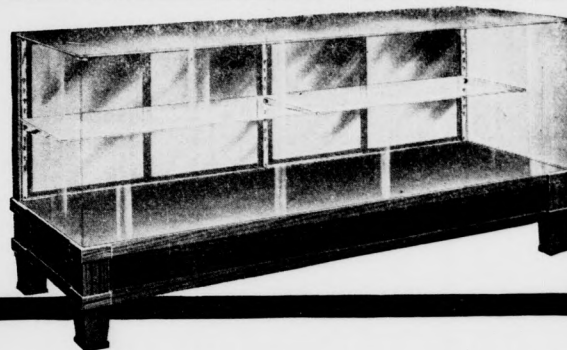
Sherwin-Williams Co.
Shelf Goods and Varnishes
Shaker House and Floor Paint
Kyanize Finishes and Boston
Varnishes

Japalac Fixall Paris Green
Blue Vitrol
Lime and Sulphur Solution

We solicit your orders for above and will ship promptly.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

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

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

ADVANCED		DECLINED	
Hay		Corn	

Index to Markets

By Columns

A		1		2	
Col.		AMMONIA		Beans	
Ammonia	1	12 oz. ovals 2 doz. box	75	Baked	85@1 30
Axle Grease	1	AXLE GREASE		Bloomington	@18 1/2
		Frazier's		Carson City	@18 1/2
		11lb. wood boxes, 4 doz.		Wax	75@1 25
		11lb. tin boxes, 3 doz.			
		3 1/2 lb. tin boxes, 2 doz.		Blueberries	1 80
		10lb. pails, per doz.		Gallon	7 25
		15lb. pails, per doz.			
		25lb. pails, per doz.		Clams	@1 00
		BAKED BEANS		Little Neck, 1lb.	@1 00
		No. 1, per doz.		Little Neck, 2lb.	@1 50
		No. 2, per doz.		Clam Bouillon	2 25
		No. 3, per doz.		Burnham's 1/2 pt.	3 75
		BATH BRICK		Burnham's pts.	7 50
		English		Burnham's qts.	7 50
		95		Corn	65@ 70
		BLUING		Good	90@1 00
		Jennings'		Fancy	@1 30
		Condensed Pearl Bluing		French Peas	1 75
		Small C P Bluing, doz.		Monbadon (Natural)	per doz.
		Large C P Bluing, doz.		75	
		BREAKFAST FOODS		Gooseberries	1 50
		Apetizo, Biscuits		No. 2, Fancy	2 35
		Bear Food, Pettijohns			
		Cracked Wheat, 24-2		Hominy	85
		Cream of Wheat, 36-2		Standard	85
		Cream of Rye, 24-2		Lobster	1 85
		Posts Toasties, T.		1/2 lb.	3 15
		No. 2			
		Posts Toasties, T.		Mackerel	1 80
		No. 3		Mustard, 1lb.	2 80
		Farinose, 24-2		Soused, 1 1/2 lb.	1 60
		Grape Nuts		Soused, 2lb.	2 75
		Grape Sugar Flakes		Tomato, 1lb.	1 50
		Sugar Corn Flakes		Tomato, 2lb.	2 80
		Hardy Wheat Food			
		Postma's Dutch Cook		Mushrooms	@ 15
		Holland Rusk		Buttons, 1/2s	@ 14
		Kellogg's Toasted Rice		Buttons, 1s	@ 25
		Biscuit		Oysters	@ 95
		Kellogg's Toasted Rice		Cove, 1lb.	@ 1 75
		Flakes		Cove, 2lb.	@ 1 75
		Kellogg's Toasted Wheat		Plums	90@1 35
		Biscuit		Pears in Syrup	1 50
		Kellogg's Krumbles		No. 3 cans, per doz.	1 50
		Krinkle Corn Flake			
		Maple-Wheat Flakes,		Peas	90@1 00
		3 doz.		Marrowfat	1 10@1 25
		Maple-Corn Flakes		Early June	1 10@1 25
		Minn. Wheat Cereal		Early June sifted	1 45@1 55
		Algrain Food			
		Ralston Wheat Food		Peaches	1 00@1 25
		Ralston Wht Food 10c		No. 10 size can pie	@3 25
		Saxon Wheat Food			
		Shred Wheat Biscuit		Pineapple	1 75@2 10
		Triscuit, 18		Grated	95@2 60
		Pillsbury's Best Cerl			
		Post Tavern Special		Pumpkin	80
		Quaker Puffed Rice		Fair	90
		Quaker Puffed Wheat		Good	90
		Quaker Brkfst Biscuit		Fancy	1 00
		Quaker Corn Flakes		Gallon	2 40
		Victor Corn Flakes			
		Washington Crisps		Raspberries	@
		Wheat Hearts		Standard	@
		Wheatena		Salmon	2 30
		Evapor'd Sugar Corn		Warrens, 1 lb. Tall	2 30
		BROOMS		Warrens, 1 lb. Flat	2 40
		Fancy Parlor, 25 lb.		Red Alaska	1 55@1 60
		Parlor, 5 String, 25 lb.		Med Red Alaska	1 15@1 30
		Standard Parlor 23 lb.		Pink Alaska	@ 90
		Common, 23 lb.			
		Special, 23 lb.		Sardines	3 50
		Warehouse, 33 lb.		Domestic 1/4s	3 25
		Common Whisk		Domestic 1/2s	2 75
		Fancy Whisk		French, 1/4s	7@14
		BRUSHES		French 1/2s	13@23
		Scrub		Saur Kraut	90
		Solid Back, 8 in.		No. 3, cans	2 40
		Solid Back, 11 in.		No. 10, cans	2 40
		Pointed Ends			
		Stove		Dunbar, 1st doz.	1 35
		No. 3		Dunbar, 1 1/2 doz.	2 35
		No. 2		Fair	90
		No. 1		Good	90
		Shoe		Fancy	1 25@1 40
		No. 3			
		No. 7		Strawberries	95
		No. 4		Standard	2 25
		No. 3		Fancy	2 25
		BUTTER COLOR		Good	1 05
		Dandelion, 25c size		Fancy	1 35
		Paraffine, 6s		No. 10	3 25
		Paraffine, 12s			
		Wicking		Tomatoes	1 05
		CANNED GOODS		Fancy	1 35
		Apples		No. 10	3 25
		3 lb. Standards			
		Gallon		Carbon Oils	@10 1/2
		Blackberries		Perfection	@17
		2 lb.		D. S. Gasoline	@24
		Standard gallons		Gas Machine	@24
		1 50@1 90		Deodor'd Nap'a	@17
		@5 00		Cylinder	29 @34 1/2
				Engine	16 @22
				Black, winter	8 @10
				CATSUP	3 35
				Snider's pints	3 35
				Snider's 1/2 pints	3 35

3

CHEESE	
Acme	@19
Bloomington	@19
Carson City	@19
Hopkins	@19
Brick	@18
Leiden	@15
Limburger	@18
Pineapple	40 @60
Edam	@85
Sap Sago	@18
Swiss, domestic	@20

CHEWING GUM	
Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juicy Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs.)	\$2.20
Spearmin, Wrigleys	60
Spearmin, 5 box jars	3 00
Spearmin, 3 box jars	1 80
Trunk Spruce	55
Yucatan	55
Zeno	60

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

CHOCOLATE	
Walter Baker & Co.	22
German's Sweet	32
Premium	28
Caracas	28
Walter M. Lowney Co.	29
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE	
No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 55
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 00
No. 60 Sisal	90
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA	
Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowney, 1/4s	34
Lowney, 1/2s	34
Lowney, 5 lb. cans	33
Van Houten, 1/4s	32
Van Houten, 1/2s	38
Van Houten, 1s	65
Van-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22

COCOANUT	
Dunham's	per lb.
1/4s, 5lb. case	30
1/4s, 15lb. case	29
1/2s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	13
Bulk, barrels	12
Baker's Brazil Shredded	10 5c pkgs., per case 2 60
26 10c pkgs., per case 2 60	
16 10c and 33 5c pkgs.,	per case 2 60

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

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

Maracalbo	
Fair	24
Choice	25
Choice	25
Fancy	26

Guatemala	
Fair	25
Fancy	28
Private Growth	26@30
Mandling	31@35
Aukola	30@32

4

Mocha	
Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	1 15
Spot Market, Strong	9
Package	
New York Basis	
Arbuckle	20 50
Lion	21 50

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

Extracts	
Holland, 1/2 gro boxes	95
Felix, 1/4 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY	
Stick Candy	Pails
Horehound	8
Standard	8
Standard, small	8 1/2
Twist, small	9
Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

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

Mixed Candy	
Broken	8
Cameo	12
Cut Loaf	9
Fancy	10 1/2
French Cream	9

6

Graham Crackers Red Label, 10c size	1 00
Lemon Snaps	50
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 00
Social Tea Biscuit	1 00
Uneda Biscuit	50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	1 00
Zwieback	1 00

Other Package Goods

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

In Special Tin Packages

Festino	2 50
Nabisco 25c	2 50
Nabisco 10c	1 00
Nabisco in bulk, per tin	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR

Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41

DRIED FRUITS

Apples	
Evapor'd, Choice bulk	10
Evapor'd, Fancy pkg.	

Apricots

California	15@17
Corsican	16

Currants

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

Peaches

Mulrs-Choice, 25lb.	7 1/2
Mulrs-Fancy, 25lb.	8 1/2
Fancy, Peeled, 25lb.	15

Pears

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

Raisins

Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7 1/2
Loose Muscatels, 3 Cr.	7 1/2
L. M. Seeded, 1 lb.	8 1/2@9

California Prunes

90-100 25lb. boxes	@ 6 1/2
80-90 25lb. boxes	@ 7 1/2
70-80 25lb. boxes	@ 8 1/2
60-70 25lb. boxes	@ 9 1/2
50-60 25lb. boxes	@ 10 1/2
40-50 25lb. boxes	@ 11 1/2

FARINACEOUS GOODS

Beans	
California Lima	7
Michigan Lima	6
Med. Hand Picked	2 10
Brown Holland	1 65

Farina

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

Hominy

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

Pearl Barley

Chester	3 15
Empire	

Peas

Green, Wisconsin, bu.	1 45
Green, Scotch, bu.	1 45
Split, lb.	4 1/4

Sago

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

Tapioca

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

FISHING TACKLE

1/4 to 1 in.	6
1/4 to 2 in.	7
1/4 to 3 in.	9
1/4 to 4 in.	11
1/4 to 5 in.	15
1/4 to 6 in.	20

Cotton Lines

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

Linen Lines

Small	20
Medium	26
Large	34

Poles

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

7

FLAVORING EXTRACTS

Jennings D C Brand

Extract Lemon Terpeneless

Extract Vanilla Mexican

both at the same price

No. 1, F box 1/4 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 Meal

Wizard Buckwht cwt

Rye

Valley City Milling Co.

Lilly 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

Spring Columbian

Calla Lily

Watson-Higgins Milling Co.

Perfection Buckwheat

Flour

Perfection Flour

Tip Top Flour

Golden Sheaf Flour

Marshall's Best Flour

Worden Grocer Co.

Wizard Flour

Quaker, paper

Quaker, cloth

Quaker, Buckwht bbl

Kansas Hard Wheat

Voigt Milling Co.

Calla Lily

Worden Grocer Co.

American Eagle, 1/2s

American Eagle, 1/4s

American Eagle, 1/8s

Roy Baker

Spring Wheat

Golden Horn, family

Golden Horn, bakers

Wisconsin Rye

Judson Grocer Co.

Ceresota, 1/2s

Ceresota, 1/4s

Ceresota, 1/8s

Voigt Milling Co.

Columbian

Worden Grocer Co.

Wingold, 1/2s cloth

Wingold, 1/4s cloth

Wingold, 1/8s cloth

Wingold, 1/2s paper

Wingold, 1/4s paper

Wingold, 1/8s paper

Bakers' Patent

Wykes & Co.

Sleepy Eye, 1/2s cloth

Sleepy Eye, 1/4s cloth

Sleepy Eye, 1/8s cloth

Sleepy Eye, 1/2s paper

Sleepy Eye, 1/4s paper

Sleepy Eye, 1/8s paper

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, per gro.

GRAIN BAGS

Broad Gauge

Amoskeag

Herbs

Sage

Hops

Laurel Leaves

Senna Leaves

8

HIDES AND PELTS

Hides

Green, No. 1

Green, No. 2

Cured, No. 1

Calfskin, green, No. 1

Calfskin, green, No. 2

Calfskin, cured, No. 1

Calfskin, cured, No. 2

Pelts

Old Wool

Lambs

Shearings

Tallow

No. 1

No. 2

Wool

Unwashed, med.

Unwashed, fine

HORSE RADISH

Per doz.

Jelly

5lb. pails, per doz.

15lb. pails, per pail

30lb. 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, 5 oz.

Stuffed, 8 oz.

Stuffed, 14 oz.

Pitted (not stuffed)

14 oz.

Manzanilla, 8 oz.

Lunch, 10 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 tierces

Compound Lard

80 lb. tubs

50 lb. tubs

SPECIAL PRICE CURRENT

12

Smoking	
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 10c	11 52
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip'g. Johnson	30
Cigar Clip'g. Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 39
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 04
F. F. A. 4 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug.	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 70
Gall & Ax Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 96
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 15
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	96
Old Crop 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 92
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50

13

Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per dz.	4 35
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trout Line, 5c	5 90
Trout Line, 10c	11 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	5 10
Union Leader, 50c	5 10
Union Leader, 25c	2 60
Union Leader, 10c	11 52
Union Leader, 5c	6 00
Union Workman, 1 1/2	5 76
Uncle Sam, 8 oz.	2 25
U. S. Marine, 5c	5 76
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	48
Velvet, 10c tin	96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 75
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb., doz.	4 80

14

Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45
Palls	
2-hoop Standard	2 00
2-hoop Standard	2 25
3-wire Cable	2 30
Fibre	2 40
10 qt. Galvanized	1 70
12 qt. Galvanized	1 90
14 qt. Galvanized	2 10
Toothlocks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in. Standard, No. 1	8 00
18-in. Standard, No. 2	7 00
16-in. Standard, No. 3	6 00
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	5 50
Medium Galvanized	4 75
Small Galvanized	4 25
Washboards	
Banner Globe	2 50
Brass, Single	3 25
Glass, Single	3 25
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Enough	3 25
Universal	3 15
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't 10	
Wax Butter, full count 15	
Wax Butter, rolls	12
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	58
YOURS TRULY LINES.	
Pork and Beans 2 70@3 60	
Condensed Soup 3 25@3 60	
Salad Dressing 3 80@4 50	
Apple Butter	@3 80
Catsup	2 70@6 75
Macaroni	1 70@2 35
Spices	40@ 85
Herbs	@ 75
Extracts	@2 25
Chili Powder	85@2 12
Paprika	@ 85
Celery Salt	@ 85
Poultry Seasoning	85@1 25
Prepared Mustard	@1 80
Peanut Butter	1 80@2 80
Roller Oats	2 90@4 15
Doughnut Flour	4 05@4 50
AXLE GREASE	
Barrel, 5 gal., each	2 40
Barrel 10 gal., each	2 55
Clothes Pins	
Round Head	
4 1/2 inch, 5 gross	65
Carbons, 20 2 1/2 doz. bxs	70
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets	1 15
1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00

15

BAKING POWDER

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

CIGARS



S. C. W., 1,000 lots	32
El Portana	33
Evening Press	32
Exemplar	32
Canadian Club, 300 lots	10
Worden Grocer Co. Brands.	
Canadian Club.	
Londres, 50s, wood	35
Londres, 25s, tins	35
Londres, lots, 30s	10

COFFEE

Roasted
Dwinnell-Wright Co's B'ds



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

16

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

OLD MASTER COFFEE.

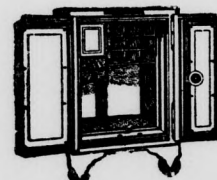


Old Master Coffee	31
San Marto Coffee	.....



Royal Garden Tea, pkgs 40
THE BOUR CO.,
TOLEDO, OHIO.

SAFES



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

17

The only
5c
Cleanser

Guaranteed to
equal the
best 16c kinds
80 - CANS - \$2.80



SOAP

Lautz Bros.' & Co.	
Acme, 30 bars	4 00
Acme, 25 bars, 75 lbs.	4 00
Acme, 25 bars, 70 lbs.	3 80
Acme, 100 cakes	3 20
Big Master, 100 blocks	4 00
Cream Borax, 100 cks	3 85
German Mottled	3 15
German Mottled, 5 bx.	3 15
German Mottled, 10 b.	3 10
German Mottled, 25 b	3 05
Lautz Naphtha 100 ck.	3 85
Marseilles, 100 cakes	6 00
Marseilles, 100 cks 5c	4 00
Marseilles, 100 ck toll	4 00
Marseilles, 1/2 box toll	2 10

Proctor & Gamble Co.	
Lenox	3 20
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 35

Tradesman Co's Brand	
Black Hawk, one box	2 50
Black Hawk, five bxs	2 40
Black Hawk, ten bxs	2 25

A. B. Wrisley	
Good Cheer	4 00
Old Country	2 40

Soap Powders

Armour's	3 70
Babbitt's 1776	3 75
Gold Dust, 24 large	4 30
Gold Dust, 100 small	3 85
Kirkoline, 24 4lb.	2 80
Lautz Naphtha 60s	2 40
Lautz Naphtha, 100s	3 75
Pearline	3 75
Roseline	3 50
Snow Boy, 24s family	size
Snow Boy, 60 5c	2 40
Snow Boy, 100 5c	3 75
Snow Boy, 20s	4 00
Wisdom	3 30

Soap Compounds

Johnson's Fine, 48 2	3 25
Johnson's XXXX 100 5c	4 00
Rub-No-More	3 85
Nine O'clock	3 50

Scouring

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

Conservative Investors Patronize
Tradesman AdvertisersPublic Seating for all Purposes
World's Largest Exclusive Manufacturers
Church Furniture of Character

Being the only exclusive designers and builders of
Church Furniture we are known as an authority on this
subject. Your building committee should have our
book Y-4.

American Steel Sanitary Desks

Built of steel to withstand strain. All parts are electric welded into one
indestructible unit. Your school board should have our illustrated book B-C.

Motion Picture Theatre Seating

Highest in quality, lowest in price. World's largest manufacturers of exclusive designs in
opera chairs. Send floor sketch for FREE SEATING PLAN and book B-C-1.

Lodge Furniture

We specialize Lodge, Hall and
Assembly seating. Our long
experience has given us a
knowledge of requirements and how to meet them. Many styles in
stock and built to order, including the more inexpensive portable chairs,
vener assembly chairs, and luxurious upholstered opera chairs. Write
for book B-C-2.



American Seating Company

218 S. Wabash Ave., Chicago

Grand Rapids New York Boston Philadelphia

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Small commercial hotel; temperance; a chance to come to California. Box 63, Lower Lake, Calif. 985

For Sale—One of the best harness stores in a city of 40,000 inhabitants. Can be bought cheap. Address Finout Sales Agency, Battle Creek, Mich. 984

Merchants Desiring Special Sales on merchandise stocks, engage our services and get results. Stock-reducing, closing-out, money-raising sales. The Greene Sales Co., Jackson, or Rudyard, Mich. 983

For Sale—Clean bazaar stock in best city, Central Michigan, low rent and long lease. Address Bazaar, Station C, Detroit, Mich. 982

Manufacturers line for Middle West. Must be very reliable concern. Salary or commission. Eight years retail experience, 27 years of age. Single. Best of references from past and present employers. Address C. L. L., 1068 Brown St., Dayton, Ohio. 980

For Sale—Clean stock men's clothing, furnishings, shoes, in best little town (I mean it) of 1,800 in Michigan. Strictly up-to-date stock. New fixtures, clothing cases, etc. Will inventory about \$15,000. Investigate if you mean business. Address Opportunity, care Tradesman. 981

Drug store in hotel building, new, modern, low rent. Not a large stock. Thickly populated part of city tributary. Will give young man good proposition. Owner has two stores. Write for particulars. Drugs, 143 Fitzhugh Ave., Grand Rapids, Mich. 979

For Sale—Six drawer National cash register, good as new, three round skirt racks, 100 spool lace rack, Edison rotary mimeograph, outside display case, 6 ft. high by 20 inch square. Coffee grinder, cheese case. For prices and particulars write The Belding Britsch Co., Fayette, Ohio. 978

For Sale—A new No. 5 Oliver typewriter (latest model), been used a few weeks. Cost \$100, will sell for \$65. Albert E. Smith, Box 92 Cadillac, Mich. 976

Pawn Shop—Established pawn shop, doing good business, only one in town; stock and fixtures about \$1,000; have other business; this is absolutely worth 200 per cent. on dollar. J. Benjamin, Excelsior Springs, Mo. 975

For Sale—Inland store and buildings, Central Minnesota, located in thickly settled German settlement near creamery, 7 miles from railroad station. Fred Kaercher, Hutchinson, Minn. 974

Pocket billiard room cheap. Fine business. Gas and electric lights, steam heat. Sell for cash or on contract. Going West. Write C. R. Jameson, Elkton, Mich. 973

For Sale—On account of the death of my husband, my stock of general merchandise, consisting of dry goods, notions, gent's furnishings and shoes, located in Detroit, Michigan. Stock inventories about \$10,000. Stock in strictly first-class condition. Reasonable rent, fine brick store, 30 x 80, with full basement department. Address E. A. Riley, 1503 Jefferson Ave., E., Detroit, Mich. 972

R. E. Hicks, merchandise auctioneer, Scranton, Iowa. Sales made anywhere in the United States and Canada. 971

Two H. P. gasoline lighting machines of fifteen light capacity each, equipped with twelve lights each and in complete and perfect condition. \$100 buys both plants. Address No. 970, care Tradesman. 970

Groceries Wholesale—Business last year, \$170,000; good profit; rapidly increasing; health President compels sale of 75 per cent. of outstanding stock for \$17,000; closest investigation solicited; present assets, \$33,000. A. A. Campbell, 105 W. Monroe St., Chicago, Ill. 968

Manufacturing want manager established staple; profitable manufacturing business; experience unnecessary. Required \$4,000. Secured. Investigation solicited. A. A. Campbell, 105 Monroe St., Chicago, Ill. 969

Instructions—How to make salt rising bread; how to make your own yeast; how to make your own baking powder at 12c per pound. Seven different recipes included—only 50c. Each recipe is guaranteed, or your 50c back as cheerfully as taken. R. Franking Andrews, Box 64, Mansfield, Ill. Dept. X. 967

For Sale—First-class retail grocery business in growing Montana town of 5,000 people. Invoices about \$12,000. Annual business \$65,000. Net profits good. Owner going into wholesale business. J. A. Lovelace & Co., Livingston, Mont. 965

Bazaar stock for sale, business long established. Price \$2,500 cash. Large trading territory. Address Lock Box 255, Fenton, Mich. 966

For Sale—22 room hotel, with livery in connection, country town; buildings, ground, full equipment; donig good business. Stand strict inspection; price \$8,500; \$5,000 down. Investigate. Address No. 964, care Tradesman. 964

For Sale—Suburban grocery and market, good business, cheap rent, living rooms above store. Good fixtures. A gold mine for a moneymaker. Quick sale, \$1,500. Address 121 Oak Ridge Ave., Goshen, Ind. 963

For Sale—Two-seated surrey, two-seated trap, two-seated cutter sleigh, all first-class condition. Spring Lake, Iron Co., Fruitport, Mich. 961

For Sale—Hoisting engine, elevator engine, five steam pumps, steam unit electric generator, cham blocks; all good condition. Spring Lake, Iron Co., Fruitport, Mich. 962

For Sale—Up-to-date ladies' ready-to-wear store; complete stock; fine fixtures. About \$8,000, 50c on the dollar. Good location. Address John McMillan, Aurora, Ill. 960

In Cloverland, timbered agricultural land. Will sell for cash or exchange for merchandise that can be shipped and handled in general store, located in farming community. Reason for selling. Want to increase stock. Geo. A. Penley, Engadine, Mich. 956

For Exchange—Good Indiana farm, very best black soil, for good clean stock of hardware or general merchandise. E. C. McKibben, Arcola, Ill. 957

For Sale—162 acres in Lincoln township, near White Cloud, Newaygo Co., Mich. Cutover timber land, sand loam soil, young timber mostly maple and oak. Price \$15 per acre. W. A. Anderson, Abbyville, Kansas. 958

For Sale—Hardware stock, inventories \$6,500. Consists of general hardware, Gale tools, tinshop in connection. Plumbing goods, pipe and fittings, gasoline engines. A nice business. Address Box 63, Lawrence, Mich. 959

For Sale—Only hardware store, excellent condition, situated small live town, Southern Michigan, invoice \$4,000. Sales last year over \$12,000. Practically all cash. Fine farming community. Low rent. Will stand close investigation. Address C. care Tradesman. 986

Will sell for cash or exchange for desirable farm, my stock of general merchandise, invoicing about \$7,500, located twenty-three miles from Kalamazoo. Best little inland town in State. For particulars address X. Y. Z., care Tradesman. 949

For Rent—Dry goods store in a live hustling modern city of 8,000, Western Michigan. Only two others in town, of any size, both doing well, one doing a tremendous business. This location has been a dry goods store for twenty-five years. Business discontinued because of death of owner. Store 45 x 85, two floors, or can rent entire building, 66 x 85. Modern front, steam heat, rent reasonable. This is a great opportunity. Write C. Vanden Bosch, 335 Munroe street, Allegan, Mich. 948

For Sale—Half interest in grocery and meat market in a town of 6,000. Good location. Gust Wesner, 308 First St., St. Joseph, Mich. 945

For Sale—Stock of dry goods, notions, shoes, etc., about \$2,500 worth, in Grand Rapids. Stock is clean and will fit in fine with any stock of similar character. Address G. J. Wissink, corner Pearl and Campau streets, Grand Rapids. 944

General store in live railroad town, twenty-five miles from Grand Rapids. Cash trade, (no credit) \$18,000. Will take \$4,000 for \$4,600 or will inventory. Address Cash, care Tradesman. 943

For Sale—Woodworking plant at Grand Haven, Michigan; 17,000 square feet of floor space, well equipped with machinery and dry kiln in good condition. For particulars address A. J. Kolyn, Grand Haven, Michigan. 939

Bakery for sale cheap, with ice cream and candy store in connection. For particulars address Box 91, Bakery, Dimondale, Michigan. 938

For Sale—General merchandise stock and fixtures of Coutchure & Bick, at Richfield Center, Ohio. Must sell to settle an estate. Good farming community. Easy rent. For further particulars address F. J. Bick, R. F. D., Sylvania, Ohio. 935

Send ten cents for bulletin of hardware stock for sale or exchange, giving owner's name and address, amount of stock, business, fixtures and terms. Advise choice of State. V. D. Augsburg Co., St. Louis, Mo. 892

For Sale—200 bushel of Northern potatoes, in bulk, f. o. b. Falmouth, Mich. State offer. Carload if you want them, also gill-edge butter and fresh eggs. J. W. Aldrich, Falmouth, Mich. 947

For Sale—Dry goods and gents' furnishing store, doing good business. Trade established ten years. Best suburban location in Kalamazoo. Invoice about \$4,000. Sickness reason for selling. Address No. 934, rare Tradesman. 934

EXCEPTIONAL OPPORTUNITY. For Sale—High-grade cafe, candy and ice cream business, free from debt, for far less than cost, because of ill health. One of the finest in any city of 5,000 in Michigan. Great chance for someone, as this is a big bargain and good business. Price \$3,500, all or half cash, terms. H. Zander, Charlotte, Mich. 933

For Sale—A well established, up-to-date clothing, men's furnishing and shoe business. Best location in a growing city in Western Michigan, population 7,000. Stock about \$9,000. Will lease or sell store building. Address No. 930, care Tradesman. 930

Clothing stock for sale. Good live town. Enquire of Martig Bros., West Concord, Minn. 940

Notice—My boys wish to try the merchandise business. If you have something good and want to quit and want something good in return, I own three good fruit, hog and grain farms adjoining good railroad town, Benton county, 160 acres, 60 acre bearing apple orchard, 46 acres part orchard, running water. Will trade one or both for merchandise up to \$15,000. Get particulars, J. Oswalt, Gravette, Arkansas. 931

For Rent—At Leoni, eight miles east of Jackson, large store building with basement, Michigan Central sidetrack to dock and coal sheds. Practically no competition. See J. E. Martin, Leoni or address mail Grass Lake, R. F. D. No. 3, Michigan. 926

For Sale—General merchandise business, constituting of groceries, dry goods, shoes and rubbers, drug sundries, stationery, ice cream, etc., also postoffice in connection. Cash store, net cash gain last year, \$500. January inventory, \$3,200. \$3,000 cash will buy. Beautiful building with six large living rooms. No trades. No deals. Stock all paid for and bills discounted. Reasonable rent. Owner sick. Address No. 921, care Tradesman. 921

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

Merchandise stock for sale at invoice, about \$3,500. Forty miles from Denver, best dairy section of state. S. E. Decker, Owner, Elizabeth, Colo. 912

The only bakery and ice cream parlor in town of 1,100 population. Rent, \$30 per month. Good location. Price, \$3,500 or invoice. Address C. O. Landwehr, Chatsworth, Ill. 911

Great Chance—Sick men, women, unfortunate girls; work for board and treatment. Sanitarium, Smyrna, Mich. 910

For Sale—Chance of a lifetime, blacksmith shop continuously for thirty years. Big paying patronage. Owner retiring after 17 years with ample profit. Will continue business for one month. Buy now and enjoy established business. Shop would rent at profit of 15 per cent. net as investment. Buy quick and have flying start. M. H. Donahue, Brooklyn, Mich. 897

We are going to open fifty branch clothing stores in Michigan and want fifty managers in towns from 1,000 inhabitants up. You must have \$500 cash as security. A big money-maker for you. Preference given to merchants who are already in business who can divide their store space with us. Our big advertising system will bring thousands of customers to your store. Address Francis C. Lindquist Stores Co., Greenville, Mich. 719

For Sale—Clean stock grocer's hardware and queensware. \$1,000 cash. Balance on easy terms. Address M. J. Rider, Fairbury, Ill. 881

Free—The Mining News, devoted to an exceptional mining investment, and mining news, will be sent three months free, to get acquainted. The Mining News, 2510 W. 37th Ave., Denver, Colo. 895

For Sale—Excellent chance to buy stock dry goods, groceries and shoes, thriving town 1,500. Investment \$5,000. No agencies answer. Address No. 894, care Tradesman. 894

For Sale—A good, well-established grocery and meat market, stock and fixtures about \$3,000, in one of the best locations in Kalamazoo, Mich. Address E. R., care Tradesman. 889

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 952

Wanted—To exchange good farm for stock of merchandise. Describe stock and give price. Phillips, Manchester, Tenn. 908

For Sale—Drug store, one of the best opportunities in Michigan. County seat town of 6,000. Good trade and no cut prices. Address No. 904, care Tradesman. 904

For Sale—Splendid store property, St. Clair, Mich., suitable for light lunches, soda fountain, cigars, etc.; includes full line of fixtures; cheap for quick deal. John Breining, Marine City, Mich. 902

For Sale—In small town, store and stock with house and feed barn. Stock consists of groceries, hardware, shoes and notions. Terms to suit purchaser. I. K. Sheetz, Havelock, N. D. 900

For sale or exchange for a small stock of merchandise, in a good location, 200 acres of land in Cheboygan county. Some improvements. Address Geo. S. Ostrander, LeGrand, Mich. 920

Do you want to sell your business for cash? Send us a brief description and we will advise you if we can handle it. Our charges are less than 1 per cent. Our system of service means quick results. System Service Co., St. Louis, Mo. 893

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

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 826

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

Free for six months, my special offer to introduce my magazine "Investing for Profit." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

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

\$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

Drug Stock For Sale—Doing \$17,000 cash business, in best Lake Shore city in Western Michigan. Stock in first-class condition. Brand new \$2,000 soda fountain. Satisfactory reasons for selling. Terms, cash or negotiable paper. For particulars address No. 784, care Michigan Tradesman. 784

HELP WANTED.

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

How to secure the position you want. Write to-day to Smith's Supply House, Box 92, Cadillac, Mich. 977

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, March 4.—In the matter of Hans J. Fisher, bankrupt, Holland, the hearing on the petition of the trustee for an order setting aside certain mortgages and a land contract, alleged to be void as to the creditors of said estate, was held this day. The referee decided that the petition was not properly brought in this proceeding in bankruptcy and directed the trustee to institute suit in the court having jurisdiction of the parties and property. In the event that this is successfully done and the mortgages and land contract are set aside, considerable assets will be brought into the estate for creditors.

March 5.—In the matter of Nicholas Baker, bankrupt, Grand Rapids, formerly doing a grocery business at Madison Square, the first meeting of creditors was held. The schedules of the bankrupt were amended by adding the following creditors:

Peter London\$15.00
Grand Rapids-Muskegon Power Co. 11.64
The following assets were also added to the schedules:

Cash on hand\$ 5.28
Claims were allowed. Kirk E. Wicks, receiver, made a verbal report which was approved and the receiver discharged on turning over the assets to the trustee. Frank J. Cook, Thomas Carlyle and Abner Dilley were appointed appraisers. By majority vote of the creditors present and represented Henry F. Stanton was elected trustee and his bond fixed at \$1,000. The assets in this matter are small and covered by an unrecorded chattel mortgage, the validity of which has not yet been determined. In the event that it is sustained there will probably be no dividend for general creditors.

March 6.—A voluntary petition was this day filed by George L. Hickox, of Coopersville, doing a restaurant business, and the adjudication made and matter referred to Referee Wicks, for administration. The bankrupt's schedules show assets aggregating about \$900 and liabilities are listed at \$2,010. The following are listed as creditors:

Anna Douck, Coopersville	\$900.00
Coopersville State Bank	21.00
Walker Candy Co., Muskegon	57.44
Druggist Supply Co., Omaha, Neb.	20.00
Putnam Candy Co.	11.50
E. R. Godfrey & Sons, Milwaukee	13.70
G. H. Bottling Works, Grand Haven	21.00
Martin Stap, Grand Haven	1.60
G. J. Muller, Grand Haven	3.50
Adron & Co.	24.51
Durham Hardware Co., Coopersville	1.28
Claude G. Piffer	60.00
Lang Bros., Coopersville	22.27
Richards, Muskegon	12.35
Central Clothing Co.	15.25
Cuban Cigar Co., Elkhart	8.82
H. Leonard & Son	7.22
Musselman Grocer Co.	31.55
Hub Clothing Co., Grand Haven	8.00
G. H. Baking Co., Grand Haven	7.34
Evening Press	5.00
Imperial Tea Co.	6.80
Home Grocer Co., Muskegon	29.06
DeVos Mfg. Co., Chicago	27.88
B. C. Goodrich, Coopersville	9.29
Valley City Supply Co.	7.25
Peoples Mercantile Co.	27.41
Sam Falls, Spring Lake	7.75
Geo. W. Christman, Spring Lake	6.50
M. Piowaty & Sons	8.13
Literman & Lang, Coopersville	4.26
Hillman Hardware Co., Coopersville	9.05
Vyn Bros., Grand Haven	7.00
Chas. Bushnell	15.00
Wm. Dose, Chicago	4.00
Carl Sill, Chicago	90.00
B. F. Kinder, Chicago	125.00
L. W. Wetmer, Chicago	20.00
G. F. Meyer, Des Plaines	20.78
A. Johnson, Chicago	14.00
Spiegler Bros., Des Plaines	16.30
Dr. Cotton, Grand Haven	27.38
G. R. Oil Co.	46.76
Dr. Purvis, Coopersville	10.50
Morehead & Lanberger, Coopersville	100.00
Polkton Mercantile Co., Coopersville	80.00
M. Durham, Coopersville	3.50
T. Gotman House	20.59

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

March 6.—August H. Barnard, of Grand Rapids, filed a voluntary petition in bankruptcy. Adjudication was made and the matter referred to Referee Wicks for administration. The schedules of the bankrupt on file at this office show that the bankrupt has no assets and list his liabilities at \$50,879. The first meeting of creditors has not yet been called in the matter.

March 6.—In the matter of Interchangeable Fixtures Co., bankrupt, Grand Rapids, a special meeting of creditors was held. Claims were allowed. The trustee's first report and account showing balance on hand at the date of the filing of \$6,431.57 was considered and allowed. The final account of the receiver was considered and allowed and the receiver discharged. A 10 per cent. dividend was declared to general creditors whose claims have been proved to date.

March 6.—The final account and report of the trustee in the matter of Joseph B. Russo, bankrupt, Grand Rapids, was this day filed. The final meeting of

creditors has been called for March 19. The account shows the following: Cash receipts from all sources, \$529.21; disbursements for administration expenses, \$56.20; balance on hand, \$473.01. It is probable that a small dividend will be declared and ordered paid to general creditors in this matter.

March 7.—The trustee has filed his final report and account in the matter of J. J. Van Zoren and the final meeting of creditors will be called within a day or two. The final report shows the following: Total receipts from all sources, \$2,119.97; disbursements to date, \$256.12; balance on hand for distribution, of \$1,863.85. The estate will, no doubt, pay a small dividend ranging from 5 to 10 per cent. on general claims proved in this matter.

March 7.—In the matter of William Harrison, bankrupt, Grand Rapids, the trustee has filed his final report and account and the final meeting of creditors will be called within a few days. This estate has been in process of administration for the last six or eight years and has been delayed by reason of the inability of the trustee and board of trustees of the Harrison Land Company to sell sufficient land to pay the judgment due this estate. This has now been paid in to the estate and the final accounting shows the following: Amount of decrees paid into this estate, \$54,347.25; on hand for distribution at this time, \$65,024.25. The creditors of this estate will profit by the delay and it is likely that the estate will pay a dividend ranging from 50 to 100 per cent.

March 9.—The inventory and report of appraisal in the matter of Guy C. Longcor has been filed.

In the matter of the Grand Rapids Motor Truck Co., bankrupt, an order was to-day entered directing the trustee to institute suit against stockholders for alleged unpaid stock subscriptions. If this suit is successfully maintained it will result in a considerable increase in the assets of the estate. The suit involves numerous stockholders.

March 10.—In the matter of George H. Clair, bankrupt, Grand Rapids, the first meeting of creditors was held this day. Claims were allowed and Jay W. Linsey, of Grand Rapids, was appointed trustee. The receiver reported an offer for the sale of the assets, consisting of barber shop outfit at Grand Rapids, and it is probable that a sale will soon be made.

March 10.—In the matter of Herbert F. Caswell, bankrupt, Portland, the final meeting of creditors is being held to-day. A final dividend will be declared and ordered paid to creditors.

St. Joseph, March 3.—In the matter of Burt A. Hatch, bankrupt of Kalamazoo, the referee has delayed calling the first creditors' meeting until the bankrupt has deposited costs for the purpose of paying the actual expenses of administration.

March 4.—In the matter of the reclamation proceedings of the Michigan Buggy Co., bankrupt, of Kalamazoo, pending before Referee Banyon, the trustee has filed brief on the petition of the Kalamazoo Spring & Axle Co. for the reclamation of certain springs. The referee has reserved his decision in the matter until all briefs have been filed in the reclamation proceedings.

March 5.—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, the trustee has filed his third report and account showing cash on hand of \$6,672.39, with request for a third dividend of 5 per cent. The trustee also filed a petition for instruction to certain stocks and other property upon which there are certain liens requesting that an order be entered that he disclaim title to the property as the same is of no value to the estate.

March 6.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, J. A. Landry, of New Orleans, has filed a petition requesting that he be allowed priority in the payment of certain funds deposited with the bankrupt under certain contracts of sale. The matter will be heard by the referee with other like petitions.

March 7.—In the matter of the Mohn Wine Co., bankrupt, of Bertrand township, Berrien county, the inventory and report of appraisers were filed showing a total appraisement of \$12,431.94, of which amount the real estate was appraised at \$8,000 and the personal property at \$12,431.94.

March 9.—In the matter of Herbert L. Levey, Harry J. Lewis and Levey & Lewis, a copartnership, bankrupt, of Kalamazoo, the trustee has filed his first report and account showing total receipts of \$247.46, with all the assets reduced to cash. From the report of the trustee there will be just about enough funds to pay the actual administration expenses.

In the matter of the Mohn Wine Co., a hearing was had before the referee on the show cause order for the sale of the trustee's interest in the real estate to Secondo Guastl, of Chicago, for the sum of \$100. At the hearing Burkhardt Mohn bid the sum of \$150 and an order was made by the referee confirming the sale to him at such price.

A tightwad husband is one who expects his wife to save more out of her allowance than it amounts to.

Coming Conventions to Be Held in Michigan.

March.
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.
Eagles, Holland, 16-19.
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.
Michigan Association of the National Association of Stationary Engineers, Muskegon, 15-17.
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.
February.
Michigan State Association of County Drain Commissioners, Lansing.
Michigan Retail Hardware Dealers' Association, Saginaw.
Michigan State Rexall Club, Detroit.

Store Should Be Well Dressed.

The fault with anything new is its crudity of appearance, at least this is true of a country. During its pioneer existence America was occupied by a people so busy making themselves fairly comfortable, and providing for the necessities of life they had no time to think of the beautiful.

As time went on the artistic spirit crept in little by little, but it was hard to overcome the habits of years, and there was a slow movement to the music that accompanied decoration.

The making of dollars and the making of beautiful cities and towns do not go hand in hand. The latter comes when some one has leisure

from fortune building to spend in planning the picturesque. Once the taste for the artistic has been planted it grows with rapidity.

That which is pleasing to the eye is attractive. Business places which are made to appear, as far as possible, pleasant to look upon will always be most popular, even though the merchandise contained therein may be no better than is to be obtained at a less attractive establishment.

Nowadays the store that is careless as to its appearance is looked upon as a back number. Not only in the dressing of the windows, but in the care with which the store front and interior, as well as the outside surroundings are kept the modern merchant caters to the aesthetic. And it pays. No prosperous man goes about in seedy clothing if he expects to transact business with prosperous people. Neither can the store expect to receive the patronage of refined consumers if it is not dressed as well as its means will allow.

The Champion Optimist.

We award the championship diamond belt for optimism to a resident of an Ohio village which was flooded last March.

The old man was found on the roof of his house watching the waters flow past. A neighbor who possessed a boat, rowed across to rescue him. "All your chickens washed away this mornin', Bill?"

"Yes, but the ducks can swim."

"Apple trees gone, too eh?"

"Well, they said the crop would be a failure anyhow."

"I see the river's reached above your windows."

"That's all right, Sam. Them winders needed washin'!"

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

Buffalo, March 11.—Creamery butter, fresh, 25@30c; dairy, 20@25c; poor to good, all kinds, 15@18c.

Cheese—New fancy, 17c; choice, 16@16½c; poor to common, 6c; fancy old 18@18½c; choice, 17@17½c.

Eggs—Choice, fresh 28@29c.

Poultry (live)—Turkeys, 18@22c;

cox, 12@13c; fowls, 16@17c; springs,

16@17c; ducks, 18@20c; dressed chick

18@20c; turks, 22@25c; ducks, 18@

21c; fowls, 18@19; geese 15@16c.

Beans—Marrow, \$3@3.25; medium,

\$2.10@2.15; peas, \$2@2.05; white kidney,

\$3@3.25; red kidney, \$2.75@3.

Potatoes—70@75c per bu.

Rea & Witzig.

Bread is the staff of life and flat-
tery is the butter.

BUSINESS CHANCES.

For Sale—Stock of hardware, town of more than 5,000. A strictly high-class stock; invoices about \$4,000. Will sell with or without fixtures and real estate; rent real estate if desired. A splendid opening and a bargain. R. J. Cleland, Grand Rapids, Mich. 988

Wanted—To buy clean stock shoes in live Southern Michigan town 3,000 or more. Must be well located. A. McBride, Vicksburg, Mich. 987

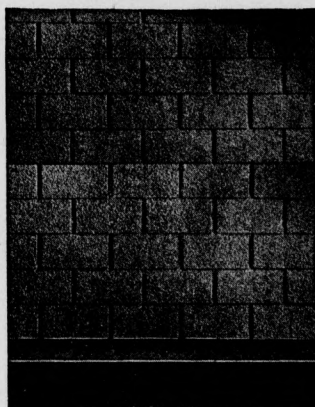
Trade deals and farms, we have large number. Write us what you have and want. Deals closed, total cost \$15. Ketchum & Morse, Edmore, Mich. 919

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—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

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As Pride Goeth Before a Fall So Goeth Poor Materials Into Safe Construction

ALL SINGERS DO NOT FURNISH GOOD MUSIC. ALL
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Some of the earliest safes made were mighty good ones and some
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We do not claim to have the only good, the only perfectly reliable
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PTIONS AND PRICES."

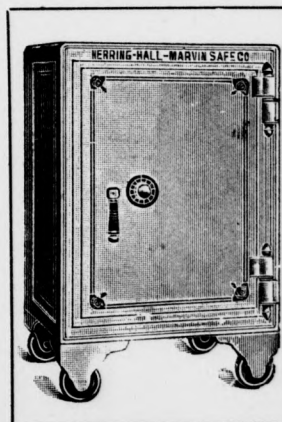


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Tradesman Building

:::

Grand Rapids, Mich.





Opportunity: "I want 10 gallons of gasoline."

Merchant: "Certainly! I'll run around to the back yard and bring you a can. It'll only take a few minutes."

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In One Year Ford Builds 300,000 Gasolene Cars

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There is a big reason for the present rapidly increasing demand for Karo—a reason every grocer might look into with profit to himself.

To find it, all you have to do is compare the *quality* and *quantity* of Karo with any other brand.

Just the suggestion of "griddle cakes and Karo" to any customer at this season means an immediate sale.

The live grocer takes advantage of every such opportunity and pushes it to the limit.



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Karo displays is one of the most profitable window displays the grocer can make.

Keep your stock up—you can't sell Karo unless you have it.

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