

MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, MARCH 18, 1914

Number 1591

THE LAST TOWN

Where is the town at the end of the line
With its lure for the great and the small?
How shall we fare when we come to the sign
That was painted and hung for us all?
Long is the track and we cannot go back
To wait for a faltering friend;
Through meadow and mart we are whirled from the start
To the wonderful town at the end.

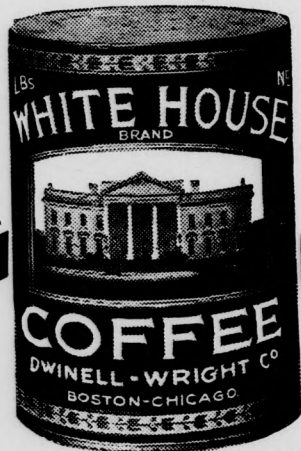
Some reach it in youth on the flying express
That passes the stations of strife,
And others grow gray while pursuing the way
On the laboring locals of life.
Some curse the conductor and pray for the end,
And some think that the pace is too fast.
Whatever the pace, we are nearing the place
Where we all leave the train at the last.

'Tis a mystical town that no mortal has seen
Until the end of his long earthly ride;
But after the trip there is knowledge to glean
About pomp and possessions and pride;
And perhaps we shall gain when we swing from the train
All the things we were forced to resign,
For the agent is there with each passenger's share
In the town at the end of the line.

Wm. F. Kirk.

Good Yeast
 Good Bread
 Good Health

Sell Your Customers
FLEISCHMANN'S
 YEAST



As a purely *business* proposition
 —all sentiment aside—there isn't
 another brand of coffee in sight
 so likely to reflect credit on its
 handler.

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

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, Cali-
 fornia Grapine. 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.



In Handy 1 Lb. Franklin Cartons
 With Inside Bag of Moisture Proof Paraffine Paper
 Packed 24 Lbs. to the Container

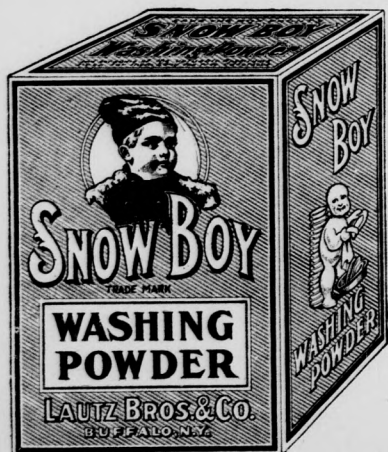
is one of our famous confectioner's grades, packed in handy
 form for household use. It will appeal to your customers
 because of its cleanliness, fineness and purity, and because
 the moisture proof carton keeps it "free." The 24 lb. con-
 tainers enable you to buy to suit your convenience.

Other **FRANKLIN CARTON SUGARS** are packed in **ORIGINAL**
CONTAINERS of 24, 48, 60 and 120 lbs.

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

THE FRANKLIN SUGAR REFINING CO.
 PHILADELPHIA

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



SNOW BOY FREE!

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

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

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

Yours very truly,

Lautz Bros. & Co.

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

MICHIGAN TRADESMAN

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OPPOSING FORECASTS.

The leading commodity markets showed little sign of expansion during the week, and, while business seems to be holding its own, with a little improvement here and there, developments have not been as satisfactory as the trade had hoped for, and there is still a feeling of conservatism which tends to check business. A fair routine business is going on all the time in most branches. The principal difficulty seems to be that few consumers are inclined to anticipate requirements very far ahead.

There is a fairly wide divergence of opinion as to what may be expected in the business situation, during the next few months. As a general principle, the arrival of spring should at any rate show how much basis there is for expectations of actual revival. Business men and bankers who base their judgment mostly on day-to-day developments are rather pessimistic.

The unfavorable earnings statements of many of the railroads, the poor showing recently indicated in the annual statements of such companies as American Sugar and American Woollen, so-called "tariff" corporations, the continuation of the policy of short-term note financing in the railroad field, the spread of socialistic sentiment, and the quiet persistence of the Government in its policy of disrupting certain large corporations, will preclude, they believe, any speedy return of confidence in business. And they hold that confidence, more than anything else, is necessary to a resumption of industrial and commercial activity.

On the other side are those who take their cue on the business situation from the observation of the ebb and flow of credit. They include the bankers. They feel that the improvement which set in in business some weeks ago is likely to continue. They believe that while that improvement is likely to be slow, yet with the coming of spring, with good crop prospects, with the present extremely low stocks of goods everywhere on hand throughout the commercial world,

with the demands of 100,000,000 people to be met, we are likely to have a considerable increase in activity.

The decision of the Circuit Court of Appeals against the Eastman Kodak Company, and sustaining the claim of the Goodwin Film and Camera Company to patent rights covering the enormous photographic-film business, offers impressive confirmation of the view recently expressed by Orville Wright as to the defectiveness of our patent-law system, and the gross injustice which it works upon meritorious inventors. That delays are inevitable in these matters, that questions of great difficulty and delicacy have to be settled before the conflicting claims of rival inventors, or owners of inventions, can be justly decided, is doubtless true. But such endless drawing out of the case, such intolerably piled-up obstacles and difficulties in its prosecution, as are actually experienced in instance after instance, cannot be necessitated by the nature of things. It must be within the power of law-making man to devise a method of procedure by which a reasonable claim can be brought to a decisive test in a reasonable time, and without exhausting the resources and wearing out the life of the claimant. This struggle on behalf of the Goodwin invention has been going on, in one phase or another, for twenty-seven years. Eleven of these years were consumed by the inventor in establishing his patent right, and the other sixteen years of effort have been devoted to the fight to obtain the fruits of the invention, as against those whom the Circuit Court of Appeals now declares to have been infringers of the patent. In the meanwhile, the inventor has died, and his widow has become an old woman. What is here exhibited on a grand scale—for the amount of profit involved is enormous—is exemplified in less prominent, but equally cruel, experiences every day. A reform is imperatively called for.

Sonneveldt Bros., proprietors of the Crescent Bakery, at 907 Alpine avenue, are erecting a new building on West Leonard street, west of Alpine avenue. The building is to be one story brick, with full basement, 26x94 feet in dimensions. The building will be completed May 15. The building will house a modern baking plant, one of the latest ovens being a feature. The oven will have a capacity of 5,000 loaves every ten hour day.

Leonard Lieffers has bought the grocery stock at 727 Butterworth avenue formerly owned by George Smalley. Mr. Lieffers comes from near Coopersville, where he has been engaged in farming.

Manufacturing Matters.

Lennon—The Lennon Creamery Co. has increased its capital stock from \$5,000 to \$5,800.

Detroit—The Detroit Auto Dash Co. has increased its capital stock from \$15,000 to \$30,000.

Grand Haven—Hilbrand Bol has engaged in business to manufacture and sell cigars at retail.

Albion—The Universal Machine Co. has increased its capital stock from \$1,000,000 to \$1,100,000.

Detroit—The Simplex Differential Clutch Co. has changed its name to the General Service Engineers Co.

Edgetts—The W. B. Miller shingle mill was destroyed by fire March 14. The plant was not insured and will not be rebuilt.

Detroit—The capital stock of the Moyer-Shaw Manufacturing Co., toy manufacturers, has been increased from \$33,000 to \$50,000.

Alpena—The Widner-Johnson Co. may establish a veneer plant at Portage Lake. The supply of bird's-eye maple in the locality is being investigated by the company.

Detroit—The National Concrete Stone Co. has engaged in business with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Sault Ste Marie—The International Cedar Co. has been incorporated with an authorized capitalization of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in property.

Saginaw—The Saginaw Creamery Co. has been organized with an authorized capital stock of \$40,000, of which \$21,500 has been subscribed, \$1,500 paid in in cash and \$7,850 in property.

Escanaba—The sawmill of the I. Stephenson Co. has been closed temporarily, for the first time in its history, owing to cold weather. This mill has been running night and day since its construction.

Detroit—The Detroit Emery Wheel Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

St. Louis—Thomas Ewing, connected with the Lansing Harrow Co., is organizing the St. Louis Cultivator Co. to manufacture cultivators for beans, beets, etc. The company expects to start about May 1.

Detroit—The Fibre Package Co. has been organized to manufacture and deal in paper, paper box board and packages and kindred articles, with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Franklin W. Murray Co. has engaged in business to manufacture and deal in stoves and kin-

dred articles, with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed, \$5,000 being paid in in cash and \$10,000 in property.

Detroit—The National Concrete Stone Co. has invested \$50,000 in a plant on a triangular site at Twelfth street, Brown avenue and the Terminal Railway here. Building will commence at once and a plant turning out 2,000 blocks a day will be in operation in thirty days.

Detroit—A new company has engaged in business to manufacture and deal in all kinds of hardware under the style of the Parson's Manufacturing Co., with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed, \$2,15 being paid in in cash and \$7,427.85 in property.

Lake City—Iverson & Peterson, glove manufacturers, have dissolved partnership. Manton Peterson has taken the old machines and removed them to Mt. Pleasant, where he will engage in a similar business. Anton Iverson will remain here, enlarging the old plant and increasing its capacity.

Midland—The Wm. Guillot Gasket Manufacturing Co. has engaged in business to manufacture and sell gaskets, metallic washers, copper ferules and asbestos cord, with an authorized capital stock of \$25,000, which has been subscribed, \$23,000 being paid in in cash and \$2,000 in property.

Boyerne City—A output more than double that of last year is the plan of the Michigan Limestone & Chemical Co. for the coming season. Expressed in figures it means that where 1,100,000 tons of rock were shipped in 1913, this summer will see nearly 2,500,000 tons loaded into the great steamers and carried to the blast furnaces.

Detroit—The United States Rubber Company for the nine months ended December 31, 1913, earned a surplus of \$1,811,268. Together with additional surplus from consolidation of the surpluses of subsidiaries and the capital gain from conversion of second preferred into first preferred stock, the total surplus for the year was \$2,393,767. Net sales were \$87,349,692. The total surplus of the company is \$19,129,504, with cash on hand approximately \$10,000,000.

Detroit—The directors of the Pingree Company, one of the oldest shoe manufacturing concern in the United States, announces the retirement of President J. B. Howarth, whose association with the company dates back to 1875. This is part of a plan involving radical changes in the operation of the concern. Mr. Howarth will make an extended tour of the country for a study of business conditions, requiring his absence from the city for about a year.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, March 16.—Learn one thing each week about Detroit: Ninety-five per cent of all the electric furnaces used in North and South America are made in Detroit.

Simultaneous with the visit to Detroit of Fred C. Ritcher, of Traverse City, and Charley Wheeler, of Marquette, the City Council decided to increase the size of its police force by adding 350 more men. Simply a coincidence! Both of these well-known traveling men are in Detroit having their catalogues priced. Mr. Wheeler (of blue goose fame) is Past Counselor and Secretary-Treasurer of Marquette Council, while everybody knows that Fred C. Richter is Grand Secretary of the U. C. T. of Michigan.

Home is where you can put your elbows on the table and eat pudding with a knife.

Clint Furtney, former manager of the Charles Chemical Co. drug store in Grand Rapids, is now safely ensconced in the drug store at the corner of Gratiot avenue and Brush street, which store he has taken the management of. Clint is a real hustler and the time is not far distant when he will own a place of his own—or several of them.

Safely first might be all right in its place, but cash first gets the call.

At this time we wish to thank George Gorman, for many years the Michigan representative for the Godman Shoe Co., of Rochester, for saving our life in Bay City a week ago Sunday—and the rescue was not a moment too soon, as we were going down for the third time. George maintains an office at 401 Hodges building.

Harry Nichols (Vernor Ginger Ale Co.), who underwent a serious operation last week, is doing well and is now on the road to recovery.

"Pigs is pigs and anyone who steals a pig is a pig," wails "Bill" Stafford, of Alpena, member of the firm of Martinson & Stafford, alias Martin & Bill, alias the Norwegian and the Irishman. Bill and his partner bought a pig a short time ago which, with the aid of saws, hatchets, knives, etc., they divided into two parts. Martin, realizing the value of a piece of pork as large as the west half (his share) of a pig represented, took it to his home and, after putting an extra bolt on the door of the room where he kept such treasures, he locked it up and has since been daily feeding on pig. But here is where the sad part of our story comes in. Bill, not displaying the wisdom of his astute partner, Martin, left his share (the east half) of the pig in the refrigerator room without taking the precaution to lock the door, with the result that Martin enjoyed his pork all right and some consarned hog enjoyed Bill's share of the pig.

Oscar Kreuse, seven feet tall, married Martha Duncan, four feet tall, in Fort Worth, Texas, the other day, according to newspaper reports. Can you imagine Oscar kissing Martha goodbye when he goes to work? You know he must reach over a yard to do it.

After sixteen years of continuous service as city salesman for A. Krolik & Co., Joe Kain has resigned and has accepted a position as traveling salesman for Burnham, Stoepel & Co. He will cover the larger towns in Southern Michigan tributary to Detroit. Mr. Kain has made many friends among the trade in Detroit who will miss him very much, but are unanimous in their predictions that he will make a success in his new work—the territory offering him greater advantages than could be had in his former field.

Sometimes when a man marries for money he finds that it was stage money.

Joseph H. Steele, who died suddenly in Ludington last week, was one of the patriarchs of the road and was very well known to the dry goods trade in Western Michigan and to the old guard of traveling men, nearly all of whom have retired or have passed beyond. If the writer remembers correctly, Mr. Steele traveled over the territory continuously for over thirty years. He was a gentleman of the old school and his passing will be felt by many who had become attached to him through many years of association.

Death is not an end. It is a new impulse.—Henry Ward Beecher.

Grover Tripp, who has taken over the management of his father's large department store in Allegan, is remodeling the store throughout. The ladies' ready-to-wear department is already finished, making one of the finest in that part of the State. Mr. Tripp is a former traveling man, having traveled through the West with a line of shoes. A young man full of energy and push, the addition of Grover to the firm should do much to increase an already large business.

Mrs. W. H. Collins, wife of W. H. Collins, dry goods merchant at Howard City, is in Detroit receiving treatment for a stubborn illness. It is understood that the treatments have proven very beneficial and that Mrs. Collins expects to return to Howard City soon.

A snob's idea of the height of affluence is to be able to call the head waiters by their first names.

How times have changed! Only a few years ago if a fellow saw other people with different colors of hair on their head, including pink and lavender, he was put in the detention room until it wore off.

It is with sorrow we announce the death last Thursday of Thomas B. McDonald, father of Mrs. Jack Blitz, at his home, 230 Hubbard avenue, at the age of 74 years. Mr. McDonald was one of Detroit's most respected citizens and, in point of membership, was one of the oldest members of the Masonic order in the city. He is survived by his daughter, Mrs. Blitz, a grandson and two brothers. The funeral took place at the residence on Saturday. Mrs. Blitz is the wife of one of Detroit's well-known traveling men, Jack Blitz. The sympathy of the Tradesman is extended to the bereaved family.

Death but supplies the oil for the inextinguishable lamp of life—Coleridge.

Paul Darth (Burnham, Stoepel & Co.) is acting as assistant to Ed Collins on the road, taking the place of Glen Begole, who was called in to take up a portion of the work in the notion department, a position left vacant by the death of John Oxnard. Adam Lind, former traveling representative for the house, has taken temporary active management of the department.

One of the most enthusiastic meetings ever held by a U. C. T. Council was held by Cadillac Council last Saturday afternoon and evening. At 6 o'clock a banquet was given to the members in the banquet hall. The work of putting on the banquet was turned over to the Ladies' Auxiliary and to sly they did themselves proud would indeed be putting it mildly. Traveling men, as a rule, prove successful in most anything they undertake and the style and smoothness in which the ladies carried out their work only goes to prove wherein much of the credit lies for the success achieved by the travelers. The candidates appeared in flocks and were taken care of with the utmost detail—the number initiated being twenty-six, bringing the total number up to 464 members or within one solitary member of reaching the number of members belonging to Michigan's largest—Grand Rapids Council. The list of names of the new members will be found elsewhere in these columns. Fully 250 members attended

the meeting and about 200 sat down to the banquet tables. The meeting was graced by the presence of a number of grand officers and distinguished visiting members (from Marquette Council). The grand officers present were Mark Brown, Grand Junior



JON P. SOLOMAN, Senior Counselor.

Counselor, Saginaw; Fred Moutier, Grand Page, Detroit; A. G. McEachron, Grand Executive Committee and F. C. Richter, Grand Secretary, Traverse City. The election of officers was carried out with much spirit and with the best of feeling—a spirit that is going to make No. 143 one of the largest councils in the country. Chas. Reattoir, who held the office of Senior Counselor during the term just closed, can look back with much pride at the achievements of Cadillac Council during his regime. During the year, 109 new members were added to the rolls. The meeting Saturday was also the fifteenth anniversary of the birth of the Council which started with a membership of eighteen. J. P. Soloman, the new Senior Counselor, has been given the number 600, meaning that when he relinquishes the chair the membership must be that number. Confidentially we have it that the new Senior Counselor is going to slip one over on the Council and make it 700. We could use columns and columns describing the scenes and enthusiasm of the Council, but suffice to say if all councils in the country showed only a portion of Cadillac's spirit, the membership would double in the U. S. Following is the list of officers who were elected for the ensuing term:

Senior Counselor—J. P. Soloman.



C. W. REATTOIR, Past Counselor.

Junior Counselor—James Hardy.
Past Counselor—C. W. Reattoir.
Secretary-Treasurer—J. W. Schram.
Conductor—Frank D. Ferris.
Page—J. E. Bullock.
Sentinel—O. E. Jennings.
Executive Committee, (two years)

—George H. Fletham and J. C. Nagel.
Executive Committee (one year)—
I. H. Sweeteld and Arthur W. Wood.
Delegates to the Grand Lodge convention to be held in Saginaw—C. W. Reattoir, E. B. T. Schumacher, J. P. Soloman, Fred H. Clark, C. C. Starkweather, M. G. Howarn, H. F. Dorweld.

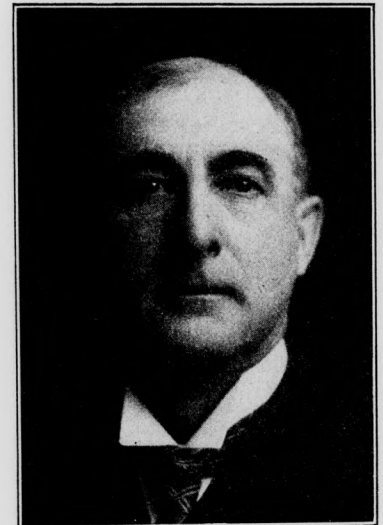
Alternates—Chester Peddie, Harvey Auger, J. G. Gervais, W. H. Morse, S. B. Rosenfield, W. H. Baier, John B. Kelly.

Another anniversary of much moment that occurred on this day was the sixty-sixth anniversary of the birth of grand old John Schram—and he looked on Saturday as if he were good for sixty-six more years.

Instead of shoveling it out in the road we'll soon be buying ice.

One of the regrets of the meeting last Saturday was the absence of J. D. Martin, member of the Grand Executive Committee. Many of the old boys looked forward to a visit and a sight of John's genial and smiling countenance.

Just the way you look at things, but what one traveling man does shouldn't be laid up against the gang in general. Then, again, maybe Otto Reinhardt didn't realize what it meant to become a politician—a politician salesman at that. Of course, Otto has all the requirements for a successful politician—pleasing personality, popularity and tact—all of which



JOHN W. SCHRAM, Secretary-Treasurer.

go to make a successful salesman. Besides he is—even if he is alderman of the Fourteenth ward—absolutely honest. On the other hand, we all know the U. S. Rubber Co. is a wise concern, else it wouldn't be the U. S. Rubber Co. and when it selected Otto—Alderman Otto Reinhardt—to take charge of the Hubmark Rubber goods Detroit branch, we are bound to admit that he is more than the average politician—he is a real business man and salesman. If anyone doubts this, just glance around at the stores that carry his goods—and living in Otto's ward we must admit, also that he makes a pretty good alderman. In all the different lines that Ald. Reinhardt is interested he stands well, but this being a traveling man's and business man's page, we will state that he is one of the best liked salesmen between Highland Park and the Detroit River.

Saturday night, March 21, will be the annual meeting and election of once of every member is earnestly re-officers of Detroit Council. The pres-

requested.

When a person is anxious to know all your business, that's a good way to keep them.

We received a letter from an anonymous writer, telling us in a jocular manner that "Pete" Wills, of the Garton, Fisher, Wills Co., wholesale millinery, has joined the benedicts. Of course, having had several years' ex-

perience, we can see no joke about a fellow becoming a benedict. However, we congratulate Mr. Wills on his bravery and wish him loads of joy. A correspondent tells us first what a fine fellow and aggressive salesman "Pete" is, how disappointed will be the milliners in nearly every hamlet in Michigan on hearing the news, as the ladies all thought he was "some feller." The happy and lucky bride, Miss Florence Broderick (lucky and happy corpulent Pete Wills also) has found a real husband (heaven forbid) and a real man—one who is deserving of a woman's love (only one woman). On behalf of the many friends of Mr. and Mrs. Wills, we extend hearty congratulations.

Pleased to hear from any of the boys with items of interest, either serious or frivolous. Address 211 Columbus avenue.

Glance over this array of names and if you should happen to know any one or more of the men whose names are represented, you can judge the rest accordingly—they're the boys who joined Cadillac Council at the annual meeting last Saturday and a finer lot of traveling men are not to be found:

Oscar O. Fair (Hilton, Hart & Koehn).

I. J. Simpson, Pyrene Mfg. Co., N. Y.).

Fred Finn (Murray W. Sales Co.).

H. W. Maxwell (Palmer Bee Co.).

F. W. Bussing (Dennison Manufacturing Co.).

G. A. Goslyn (Telfer Coffee Co.).

H. V. Smythe (Lee & Cady).

Arthur Daniels (Murray W. Sales Co.).

P. J. Hickey (Brown Rubber Shoe Co., Chicago).

M. J. Halfpenny and James M. Connor (Murray W. Sales Co.).

Dave Augustus Jenks (H. W. Watson & Co. Flint).

H. O. Richardson (American Tobacco Co.).

George J. Wittman (J. Marcerco Co.).

M. H. Spiro (H. L. Eltman Sponge Co., St. Louis, Mo.).

Thos A. Downs (Sidwell De Windt Shoe Co., Chicago).

Joseph E. Canto (J. E. Canto Cigar Co.).

George Farrand (Hilton, Hart & Koehn).

P. M. Fowle (Strong, Carseil & Hammond).

Bernard J. Tracy (American Tobacco Co.).

Joel G. Phipps, (Phipps-Grinnell Co.).

Emil F. Gottschalk (Lee & Cady).

Lester B. Pressel (Lloyd Pressel Co.).

W. P. Neal was re-instated.

Our idea of making much out of nothing is for someone to step on another's foot in a Detroit street car and letting the Evening News find it out.

Billy Sunday gathered in \$35,000 in a collection in Ohio recently—his share for conducting the revival meetings—which only shows that religion pays after all.

Lee Sears, of Rockford, has left for a three months' trip through Europe. Lee manages the general store under the name of C. F. Sears, his father.

Charlie Reattoir, district manager for the American Tobacco Co., was in Grand Rapids last week and while there called on the Tradesman office to pay his respects—also another year's subscription. The subscription was not yet due, but Charles, who is an ardent admirer of the Tradesman, did not care to risk the chance of missing a single copy. Not wishing to ball up this week's edition, we will refrain from mentioning the many pleasant remarks passed by Mr. Reattoir concerning the editor, whom he met for the first time.

Even if the U. S. Express Co. has gone out of business, people can still express their opinions.

Providing, of course, they haven't been married very long.

At least there is one hero among the hotel men of Michigan. We have learned that he is going to give us a thrashing—at 250 miles.

Not many can tell their troubles to 40,000 readers—and, come to think it over, we would let the hero hotel keeper take many wallops at us for much less than Wolgast received for the losers' end of the purse.

Mingled joy and sorrow for Frank P. Sheridan. Frank has been representing the American Tobacco Co., making his headquarters at Grand Rapids, where he has made many warm friends. He has been transferred to the territory tributary to Saginaw, which is his home town, hence the mingled emotion—regret at leaving his Grand Rapids friend and joy at being able to live at home again.

A good fellow is often a prince, but when he goes broke he loses his title.

We welcome back to our midst Guy Pfander.

Tom Griffith, veteran traveler and former department manager for Burnham, Stoepel & Co., and at present successful merchant at Mt. Clemens, was in Detroit last week glancing over the scenes of his former laboring (?) days. If Tom would only be as liberal with salesmen as he used to make his former customers be to him—but then, he isn't half bad.

E. J. Hoag, one of Ann Arbor's prominent merchants, was in Detroit on business last week.

Having bees in one's bonnet doesn't necessarily admit a person to membership in an apiarist society.

Calgary is to have a new Canadian Northern Railway station to cost \$400,000 which is \$399,999 more than the Detroit Grand Trunk station is worth.

Without warning, along comes the first robin which, at least, cheated John Hartner (Edson, Moore & Co.) out of his usual annual lie of seeing the "first" robin.

When a wife picks up the first rug and hangs it on a line we know it is then time

To beat it. James M. Goldstein.

The Ancient Mystic Order Bagmen of Bagdad.

Grand Rapids, March 16.—It is a secret social fraternity exclusively for members of the order of United Commercial Travelers and the creed is "help one another." The belief and teachings of the Bagmen of Bagdad is that no man lives unto himself. If the doing of a kind act for the benefit of another brings no pleasure, no consolation to the doer, then indeed is all creation a blunder and all civilization a crime. The Bagmen of Bagdad believe that purity and truth have their rewards and falsehood and depravity their punishments. They believe in that fraternity which cultivates good morals and good principles, which shows respect and regard for the rights of others.

For some time members of Grand Rapids Council have been working toward instituting a "guild" and at the beginning a large number signed the application for a charter. A large percentage have already sent in the necessary fee, regularly \$10, but which is cut in half until this charter closes April 1.

To any who placed their names on this application for a charter we ask that they immediately take this matter up and send remittance to either Walter S. Lawton, 1347 Sigsbee street or John D. Martin, 254 Henry avenue. Membership in this "guild" is open to all members of United Commercial Travelers in Michigan and their names will be enrolled on receipt of the membership fee.

Arrangements are now made for instituting on Saturday, April 4, announcement of time later. The charter, officers, robes and paraphernalia, also regulation "fez" for members, have been ordered for that date, and assurance has been given that a goodly

number of the Imperial officers will be here for the occasion.

Now, members of No. 131, if you placed your name on the application for charter that was passed around and have not as yet sent in your fee, do so at once. If your name was not placed on the list, if you were not approached on this, remember there was just one reason, the fellows doing this work were not able to reach you.

The members of all councils throughout the State are invited to join with the Grand Rapids boys in instituting this guild of Ancient Mystic Order Bagmen of Bagdad, which compares very favorably with the advanced degrees of all other well known fraternal organizations.

Twenty-two guilds have already been instituted throughout the various grand jurisdictions of the United Commercial Travelers, and those interested in this guild believe that the Grand jurisdiction of Michigan should take its place in the first rank of "Bagmen" with the same enthusiasm and high character of personnel, it already has in the Grand Commercial Committee of Twelve.

Cadillac Merchants Organize Along Modern Lines.

Cadillac merchants have organized the Merchants' Retail Association, which will include every merchant in Cadillac doing business and be conducted as an auxiliary to the Board of Trade.

The new organization is an outgrowth of the Merchants' Protective Association, and although the credit and protective features of the old organization will be retained for those who desire to make use of them, the new Association will have a broader purpose and a more extended membership.

At the first banquet held under the auspices of the


organization, addresses were made by Joseph Widgren, C. D. Burritt, Leonard Seager, Perry F. Powers and State Dairy and Food Commissioner Helm. The latter made some prophetic remarks as follows:

"The most important man to-day is the one who produces the food for the human race and the second most important individual is he who distributes this food. The retailer is a necessary factor in economy and I don't believe that the time will ever come when the retailer will be dispensed with and the distribution effected direct from producer to consumer. The meat business, in which there are eight or nine middlemen, is the only one in which some radical change must be made. The time has come when the dealer is bound to inform the public what his goods contain as to weight and purity. The State Department stands in with the consumer to see to it that his interests are protected and also is interested in seeing that the retailer is not held up by the manufacturer, producer or wholesaler."

Grand Rapids Canned Goods Seized.

The last bulletin from the U. S. Department of Agriculture announces the seizure of 396 cases of pork and beans alleged to have been shipped by the Thomas Canning Co., of Grand Rapids, to Kansas City. Adulteration is charged in that the examination shows the goods to consist in whole or in part of a filthy, decomposed, putrid, vegetable substance.

ROYAL



BAKING POWDER

Absolutely Pure

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



Movements of Merchants.

Martin—Boyd Sornburg has opened up a garage here.

Cadillac—E. & I. Small have opened a variety store.

Lowell—E. T. White has engaged in general trade here.

Greenville—Matie Hansen has opened a millinery store.

Freeland—Mrs. J. H. Branch has opened a millinery store here.

Manistee—L. C. Brown has opened a grocery store at 319 First street.

St. Johns—George A. Stoerck succeeds S. Scofield in the meat business.

Vermontville—Arthur Cronk has engaged in the grocery business here.

Greenville—David Filkins has opened a grocery store on South Clay street.

Ironwood—Joseph Dinoce paid \$5 and costs for selling cigarettes to minors.

Holland—Hub Boone succeeds William Wentworth as manager of Hotel Holland.

South Haven—Davis & Putnam succeed John Vording in the grocery business.

Hillsdale—John Jones will open a retail cigar store in connection with his factory.

Fowler—Mathew Stump succeeds Frank Ulrich in the cigar and restaurant business.

Lenox—M. E. Fitzgerald has engaged in the agricultural implement business here.

Marquette—William Trotochaud succeeds William Schunk in the harness business.

Beulah—Judd & Martin succeed Judd & Manuel in the billiard and cigar business.

Plainwell—Lyman W. Ehle, Jr., has sold his hardware stock to W. A. Humphrey & Son.

Bronson—L. P. Hansen succeeds E. Hurley in the ice cream and confectionery business.

Sparta—Andrus & Burke succeed Maynard & Andrus in the dry goods and clothing business.

Beulah—Mrs. W. H. Crandall succeeds her son in the restaurant business, who will assist her.

Elk Rapids—The Elk Rapids Savings Bank has changed its name to the Elk Rapids State Bank.

Detroit—The Lion Co., dealer in clothing, has increased its capital stock from \$10,000 to \$25,000.

Adrian—Wood, Crane & Wood, clothiers, have decreased their capital stock from \$39,000 to \$31,000.

Battle Creek—Herman Mittenhall has opened branch fruit and produce houses at Kalamazoo and Jackson. I. N. Grenenberg will have charge of the Jackson branch.

Belding—Mrs. Iva C. Hull is conducting the business of her deceased husband, jeweler and optician.

Fremont—Vredevelde & Co., grocery and shoe dealers, have remodeled the interior of their store building.

Detroit—The Hertz Bowerman Saw Supply Co. has changed its name to the C. F. Hertz Saw Supply Co.

Pentwater—M. D. Girard, who conducts a general store, is remodeling and enlarging his store building.

Port Huron—Meisel & Knox, dealers in dry goods, have changed their name to the Knox Dry Goods Co.

Pompeii—Peters & Wood, hardware dealers, have sold their stock to Earl Derry who has taken possession.

White Pigeon—Marvin Parker has sold his grocery stock to C. C. Hutchison who will continue the business.

Kalamazoo—Charles Skinner has closed out his grocery stock and will engage in a similar business in Florida.

Trufant—Oscar Peterson is closing out his stock of general merchandise and will retire from the retail business.

Ovid—Charles Cowan lost his bean elevator by fire March 14. Loss about \$10,000, partially covered by insurance.

Bancroft—The B. D. Love hardware store which has been closed for some weeks has been opened by William Watson.

East Saugatuck—John G. Lubbers lost his store building and stock of general merchandise by fire March 16. Loss, about \$3,000.

Marcellus—Gordon Nelson, who conducted a jewelry store at Otsego, has removed his stock here and will continue the business.

Holland—Van Huizen Bros. succeed Van Huizen & Kooyers, operating a garage, of which Henry Van Huizen was a partner.

Manistee—Peter Solsted, who was for many years a clerk for F. C. Larsen, has engaged in the grocery business on his own account.

Thompsonville—The Thompsonville Elevator Co. has sold its retail stock of flour, feed and hay to A. G. Gardner, who will continue the business.

Mulliken—A. E. Lawrence has sold his produce and grain elevator to William Barber and O. J. McNaughton, who will take possession April 1.

Mt. Forest—Arthur C. Bollert is erecting a store building which he will occupy with a stock of agricultural implements and hardware about May 1.

Detroit—The Outlet Clothing Co., which has operated a shoe department in its Gratiot avenue store for a long time, has sold its shoe stock and will

discontinue that feature of the business. The stock was purchased by Detroit parties.

Alpena—Judgment for \$804.60 was awarded Joseph Saro, fruit dealer, against the Detroit & Mackinac Railroad Co. for damages to a car of fruit.

Carson City—Mrs. W. A. Gardner has sold her stock of general merchandise to John Brice, who has taken possession and will continue the business.

Three Rivers—The Jackson Farm Produce Co. will open a branch cream station and produce house here under the management of Geo. H. Deuel, of Centerville.

Kalamazoo—William Hoeke and E. E. Johnson have formed a co-partnership and purchased the Sanitary Laundry. They will continue the business under the same style.

Falmouth—The store building and hardware stock of Willison & Buttermore was destroyed by fire March 11, entailing a loss of about \$10,000, which was partially covered by insurance.

Stanton—J. S. Holcomb has sold his stock of general merchandise to Clyde J. Archer and Harry W. Weidenhoeft, who will continue the business under the style of Archer & Wiedenhoeft.

McBrides—H. L. Godfrey, formerly in the hardware and implement business at Lowell, will, with his sons engage in the same line of business at this place under the style of H. L. Godfrey & Sons.

Sparta—C. A. Moore, dealer in sporting goods, cigar and confectionery, has sold a half interest in his stock to Norman Wright and the business will be continued under the style of Moore & Wright.

Bay City—The Chicory State Land & Lumber Co. has been incorporated with an authorized capital stock of \$25,000 common and \$15,000 preferred, of which \$25,000 has been subscribed and paid in in property.

St. Johns—L. D. Parr, who has conducted a grocery store here for the past fourteen years, has sold his stock to Timothy H. and Arthur E. Hotchkiss who will continue the business under the style of Hotchkiss Bros.

St. Johns—Steel & Field, who have conducted a clothing store here for the past nineteen years, have dissolved partnership, owing to the ill health of William H. Field, who has sold his interest in the stock to his partner, D. G. Steel.

Athens—Harry Shedd and Newton E. Hoffman have formed a copartnership and purchased the A. E. Underwood & Co. stock of undertaking goods and furniture and will continue the business under the style of Hoffman & Shedd.

Detroit—A new company has been organized under the style of Ratcliffe, Inc., to deal in furniture, household furnishings and utensils, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Dowagiac—Volney A. Osborn has purchased the interest of his partner, John F. Kane in the shoe stock of Osborn & Kane and will continue the

business under the style of V. A. Osborn & Son, having admitted his son Max to partnership.

Battle Creek—A. J. Kyes & Co., grocers, have merged their business into a stock company under the style of the A. J. Kyes Grocery Co., with an authorized capital stock of \$15,000, of which \$8,000 has been subscribed and paid in in property.

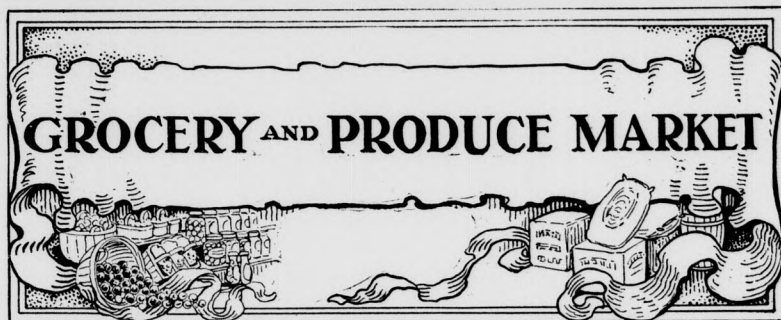
Owosso—Eric Reineke who purchased a cigar store known as "The Wallingford" a few weeks ago of Ray Reynolds, has left the city. His wife has received a letter from Lansing containing the keys to the place and in the communication Reineke indicated he had left town for good. There was a chattel mortgage of \$600 on the stock, which is held by Reineke's father-in-law, C. G. Bodamer. The stock will be sold to satisfy that claim.

Alba—Harold Fox, of Grand Rapids, who for the past few weeks has been an employe of F. M. Shepard, recently opened the safe in the hardware and implement store of his employer and got away with \$75 in money, a watch and a revolver. He succeeded in reaching Wetzell, where he was caught and returned, and is now lodged in jail at Bellaire. The fellow has confessed since being locked up that his name is not Fox and that he was out on probation for wrongdoing at Grand Rapids.

Detroit—J. W. Hill, the Oakland avenue shoe dealer, who recently put into effect a profit sharing plan whereby customers who purchased shoes on a certain day received their money back, has announced another plan. Customers who present coupons issued by him are given 20 per cent. discount on any pair of shoes they selected. Mr. Hill also announces that he has selected January 27 as the first profit sharing day. All persons who purchased shoes on that day will be refunded their money by presenting shoe receipts at the store.

Detroit—The J. L. Hudson Co. which operates a department store, will soon open an exclusive shoe store. The company has secured the building now occupied by the Sheehan Book Co. on Woodward avenue, near State street, and this building adjoins a new building which the Hudson company erected a couple of years ago. The Sheehan building has four stories and basement, and will provide five large floors for the retailing of shoes. The Hudson company heretofore has maintained its men's and boys' shoe departments in the annex built a couple of years ago, and the women's shoe department in the old store building. With the acquisition of the Sheehan building the Hudson Co. intends to house all its shoe departments in the one building and make it an exclusive shoe store. It is understood that the basement will be used for the men's department; the first floor for women's shoes, and that the second floor will be devoted to a handsome and spacious children's department.

Miss Anna Owen and Mrs. E. Jones have bought the children's toggery shop from Miss E. J. Emery, at 622 Ashton building.



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 consumptive demand for all grades of butter is only moderate and prices have declined 1c per pound during the week. The quality of the fresh receipts is fully up to the standard for the season. Factory creamery is now being offered at 27c in tubs and 27½@28c in prints. Local dealers pay 20c for No. 1 dairy and 14c 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 dozen.

Eggs—There has been a weakening of the egg market. Continued warm weather will mean a further reduction in prices. Hens have been laying well and farmers have been able to get eggs to market. The quality is very good and the demand holds up to good proportions. The warm weather, more than the imported Chinese, Holland and Canadian eggs has influenced prices. A year ago today local dealers were paying 16c for fresh eggs. To-day they are paying the same, but expect the influx of shipments will force the paying price down to 14@15c before the end of the week.

Grape Fruit—The market is steady at \$4.25 per box.

Grapes—Malaga, \$6 per keg.

Green Onions—50c 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 10c 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—The market has firmed up considerably during the week. Supplies are very short, and commission men say that they will not be able to replenish stocks at prices at which fruit is selling for at present. The

floods in California and the washouts have caused shipments to be delayed. The prices, however, will remain very firm, even after normal shipments for this time of year begin to reach destination. The market will probably be sustained until the season is over. Californias, \$2.75@3; Floridas are selling at \$2.25@2.50.

Peppers—Green, 65c per small basket.

Potatoes—There has been little activity in the market since the cessation of the extremely cold weather. Prices, however, have neither increased or decreased to any considerable extent. Wisconsin and other producing points have offered strong competition in the market, and thus prices have been held down. The bulk of the trade is for seed stock, although the same forces that govern that market have governed the prices in the eating stock market. Country buyers are paying 45@50c; local dealers get 65@70c.

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

Poultry—Local dealers now offer 14@14½c for fowls and springs; 10c 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 baskets crate of California.

Veal—Buyers pay 6@13c according to quality.

L. M. Wilson has taken over the meat market at 1923 Division avenue, south, formerly conducted by Barnes & Poole. Mr. Wilson was in the meat business at this location twenty years ago and was later located at 1101 Division avenue, south, in the meat and grocery business. For about two years past he has conducted the English Kitchen restaurant on North Ionia avenue.

Jos. Levandowski has re-engaged in the meat business at 1043 Dayton street, taking over the business from two brothers to whom he sold it about a year ago. He, for a time, conducted a shoe store on Fourth street, but this has been discontinued.

Robert Muller succeeds Albert Klunder in the shoe business at 1531 Grandville avenue. Mr. Muller has been employed as a cutter in a local shoe factory.

The Grocery Market.

Sugar—On Monday all of the New York refiners, except Howell and American, reduced their quotations on granulated to 3.80, Howell and American stopping at 3.85. Yesterday all of the refiners fixed their price at 3.85, except Arbuckle and Federal, who stopped at 3.80. This morning all of the refiners promulgated 3.85 price. The quotations on granulated Monday and Tuesday were the lowest in the history of the sugar business. The nearest to this price was reached during the war between Havemeyer and Spreckles, when granulated went as low as 3.82. At that time raw sugar was on the free list and there was duty of ½c on refined. Notwithstanding the present strife and demoralization, experts believe that sugar has touched bottom and that higher prices are ahead of us. A very strong position has now developed. Raw sugars are below the cost of production. There is but a fair margin between raw and refined, and the invisible supplies of refined sugar in the country are probably less than they have been at any time for many years—three very strong features. It is clear that with a little more confidence on the part of the trade, a big buying movement will set in. On the other hand, we are confronted with the situation that this year's crop is going to be the largest the world has ever seen. The Cuban crop last year was greatly in excess of the yield for 1912 and the 1914 crop is estimated to be 100,000 tons in excess of the crop of 1913. About the same proportion exists all over the world. Those who predict higher prices and look for a stronger market will have to take this situation into consideration.

Tea—The general market is better and teas of all kinds are in better demand, with prices very firm. The shortage in the stocks of first crop Japans is becoming very evident and more enquiries are being made for these teas at a premium. This situation seems to affect nearly all lines and the general market is very strong with a very sure prospect of increased prices.

Coffee—Prices in the coffee market declined ½c and were at the lowest point of the season, and, in fact, the lowest point for several years. The decline appeared to be the result of nervousness regarding financial conditions in Brazil, as well as on account of a general lack of confidence in the situation and the dull trade. Mild coffees are mostly steady, although on ordinary grades a small concession can probably be gotten. The general demand is moderate. Mocha is scarcer than ever, demand good at high prices. Java unchanged and quiet.

Canned Fruits—Trade in a jobbing way is better, but buyers are filling in only where stock is needed. With first hand stocks in close compass, the market is firm, with an upward tendency on all of the popular varieties. Gallon goods, especially apples are scarce and firm, and, with an increasing demand, the trend of prices is upward.

Canned Vegetables—While trade is showing improvement with the ad-

vent of the spring season there is no very important demand for anything on the list. Cheap peas would probably sell more freely if they were available, but at 70c, which is the inside price for anything in good seconds, buyers are shy. Even at this figure comparatively little stock is offered at present. Most buyers have already pretty well protected their requirements in futures of the various grades and packers seem to have contracted for about all they care to in advance of the pack. Consequently the market in future peas is quiet and uninteresting at present. A steady, quiet demand for spot tomatoes in small lots is being filled at the quoted prices. The market is firm on the basis of 70c f. o. b. for No. 3 and 55c for No. 2 standards. Gallons are still dull and somewhat nominal. Spot corn is moving slowly as wanted, but at full quoted prices, as stocks in the hands of most packers are limited. String beans are scarce and strong, although there seems to be no important demand. Pumpkin and squash are getting more attention in a small way and the market for these goods is firm, although prices vary as to seller. Spring packed spinach is coming in for more attention and the market has a better tone.

Canned Fish—Salmon day has come and gone without having had much if any influence on the local market. While the consuming demand is better, it is attributed to the natural effect of the season rather than to any results of the salmon day workers. However, the energies of the latter are not underrated, only according to some of the bigger handlers, the New York trade is not to be gotten out of its rut by new ideas and, therefore, sees no reason to bestir itself unusually because producers are making an extraordinary effort to bring salmon to the favorable attention of consumers. Sardines of all kinds being scarce are firmly held and in fair demand.

Dried Fruits—California prunes are ½c higher on the coast. In Eastern markets there is no general advance as yet, but probably will be. Peaches, which have been very cheap, are about ½c higher; demand better. Apricots are unchanged, firm and high. Raisins are in seasonable demand at unchanged prices. Other dried fruits are dull and unchanged.

Cheese—Stocks are reported very light and the market is firm at present quotations. All grades of skin cheese are more plenty and prices are about unchanged.

Provisions—Smoked meats are steady. Both pure and compound lard are steady and unchanged and in moderate demand. Barreled pork, canned meats and dried beef are unchanged and quiet.

Salt Fish—Mackeral, especially Norways, is very scarce and very firm. Prices are tending upward. Only a few houses in this country have any Norways to sell, and they are pretty firm in their ideas. The demand is fair. Cod, hake and had-dock are unchanged, steadily maintained, and fairly active.



Linman D. Burnett, proprietor of the Fourteenth avenue horse market, and Thomas J. Fitzpatrick, until recently manager of the Grand River avenue branch of the Central Savings Bank of Detroit, were taken into custody March 16 in connection with the alleged embezzlement of more than \$35,000 from the branch bank.

With President Scott in charge, the affairs of the Bellevue Bank are being straightened out rapidly. President Scott asserts that every cent of the liabilities will be paid in full. He expects a considerable sum will be left after the final settlement, as he avers the paper held by the institution is beyond question. A 10 per cent dividend will be declared about April 1.

One of the largest real estate transactions in Battle Creek in years was completed March 10, when the stockholders of the City Bank voted to purchase the Noble block and annex in the heart of the business district for \$100,000.

The Lowell State Bank has filed a bill of complaint against Newton T. Young, of Cornwallis, Ore., in action asking a foreclosure order on eighty acres of land in Lowell township, in satisfaction of a claim on a promissory note for \$1,600, dated April 18, 1907, and for alleged default in taxes. Notice is also filed of motion to be made March 30, asking the court to appoint Arthur J. Nash as receiver for the lands and premises in question during pendency of proceedings and prior to sale on foreclosure.

In the course of last Tuesday's conference between bankers and merchants of New York City, over what form of commercial paper should be made eligible for rediscount by the Federal reserve banks, it was urged that the New York banks would find it difficult to bring into use again the "two-name paper" that was practically abandoned in that market thirty years ago. The New York Clearing House Committee, on February 27 last, wrote the Federal reserve bank organization committee that "we deem it a matter of the utmost importance that there should be a restoration of former conditions" whereby the purchaser of a commodity gave his note to the seller in completing a mercantile transaction. Such paper, containing the signature of both buyer and seller, is still used generally abroad, but the H. B. Claffin Company is about the only prominent New York firm which adheres to that method of borrowing.

It has been estimated that fully 90 per cent. of all paper handled to-day by the banks of the United States is "single-name" paper, which merchants and manufacturers sell through brokers, backed by a sworn statement showing just what the maker is worth. When this paper was first introduced, soon after the Civil War period, it was criticized as a "kiting operation." That prejudice finally disappeared, however, and with the development of the present system of cash discounts, large merchants desiring to pay cash for what they bought and thus secure discounts ranging from 4 to 6 per cent., arranged with the banks to discount their single-name paper.

In the old days, when only two-name paper was available, the banks had to use a good deal of guesswork in picking out good names. O. M. Bogart, who was a prominent note broker of the Civil War period, used to expose large portfolios of paper for sale in his office on the site of the present Bankers' Trust Building. A banker who recalls clearly the interior of Bogart's office gave this description this week of how paper was bought by the Wall Street banks in the sixties:

Bogart used to display his paper in much the same way as the department stores of to-day display the goods, they have to sell. The broker was a clever salesman, and it was his custom to get the banks to send representatives to his office each morning to look over the paper that had come

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

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$400,000

Resources
8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank in Western Michigan

The Old National Bank
GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

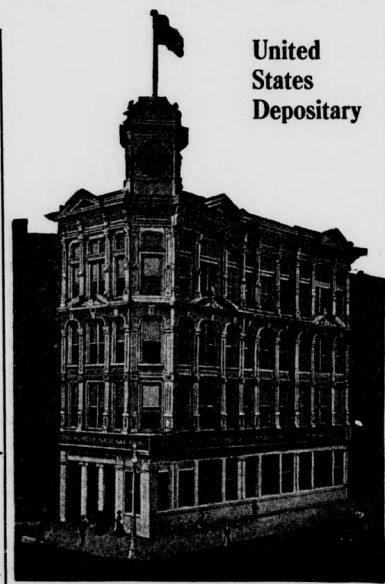
Savings Deposits

3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

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



United States Depository

Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus
\$580,000

in the day before. The bankers would pass leisurely like a group of Shylocks, from wallet to wallet, on Bogart's counter, taking out one note, turning down another, and commenting on the security offered by this name or that.

It was an interesting scene, and one to which we all became accustomed, as Bogart knew how to get rid of his stock with the least trouble. By the time that the bankers had inspected the paper contained in all the wallets, the notes usually were soiled and badly crumpled. But the process was gone through with as a matter of course, for Bogart's office was a busy place where the best paper in the market was offered for sale.

Note-brokers in those days did business on a commission basis with facilities which would be considered crude indeed by men in business today. There were mishaps in the days of the two-name paper just as there are to-day with single-name paper, and I guess that the ratio of loss was greater, since we had little to guide us in the selection of names. Men would put out fraudulent paper, and in one notorious case an unscrupulous broker nearly ruined some of his customers by forging their paper and skipping with the cash.

When Platt & Woodward began business in the seventies, they changed the custom by keeping the endorsed bills receivable in their safe and letting their patrons buy from long lists of names. That protected the paper from constant handling, and was in every way more sanitary.

Platt & Woodward were also an historic firm in the note-brokerage business. The partners had been for years prominent in the leather trade, where they handled long-term paper given in payment for hides and other material. Mr. Platt, head of the firm, used to start out each morning with great bunches of bills in his hand to peddle among the banks. He was successful, and in 1873 laid the foundation for the business later conducted by Charles S. Hathaway and his partners.

The prominent brokerage firms of to-day operate an elaborate organization with a staff of accountants, experts, and from four to ten partners in charge of half a dozen offices in the large cities. Of late years the custom has been for banks to buy paper on one week's option with the understanding that they can turn it back on the broker if they do not care to keep it. This option is sometimes exercised, although not often, as bankers are familiar with the market, and seldom buy paper that they are not sure of.

The note-broker of to-day keeps in constant touch with his clients and sees to it that the money they ask for is properly used and that their borrowings are not excessive. Sworn statements are required at the end of six months or a year from all firms that put out paper and every detail of their business is followed so that the note-brokers can give the banks necessary data concerning the standing and business policy of the firms whose paper they sell.

Such safeguards are essential in the case of single-name paper, and have proved so effective that one mercantile bank of New York City in the course of a thirty-year period during which it has purchased more than \$200,000,000 commercial paper, shows a net loss on such investments of about 1/2 of 1 per cent. Of the \$453,000,000 collateral accepted by the loan committee of the New York Clearing House, during the panic of 1907, as security for loan certificates taken out by the banks, \$330,000,000 or nearly 73 per cent., consisted of commercial paper, on which no loss whatever was sustained.

**AMERICAN PUBLIC UTILITIES COMPANY
DIVIDEND NOTICE**

The Board of Directors of the American Public Utilities Company met on March 14, 1914, and declared the usual quarterly dividend of 1 1/2% on the outstanding preferred stock and a dividend of three-quarters of 1% on the outstanding common stock of the company, payable to stockholders of record at the close of business March 16, 1914, said dividend to be paid on the first day of April, 1914.

Grand Rapids, Mich., March 16, 1914. **BLAINE GAVETT, Sec'y**

THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST
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E. A. STOWE, Editor.

March 18, 1914.

THE SUGAR SITUATION.

The retail grocer cannot resist the temptation to sell granulated sugar at nearly cost and thus advertise his other wares, tea and coffee sales being relied upon to offset the lost profits. There are exceptions to the rule, but the competition of chain stores and department stores with their sugar specials has, in the large cities at least, made refined sugar available to the wage earner at around 4½ cents a pound. Under the circumstances it is not surprising that consumption of the article makes steady strides in the United States.

Apart from the lower duties the consumer can thank the heavy production of raw sugar the world over for the low prices which he is enjoying today. The boom period of 1911, when refined sugar touched 7½¢, stimulated increased plantings of beets and cane in all producing countries, so that 1913 witnessed record-breaking crops. The output of domestic beet sugar in the United States was the heaviest known—640,000 tons—and Cuba is grinding cane at an unprecedented rate, with every prospect of surpassing the big yield of 1913—2,428,000 tons. The planter to-day is selling his sugar at or below the cost of production, 2c cost and freight. Heavy stocks on the island and the financial pressure force marketing, sugar, moreover, not standing storage well in the tropical climes.

But neither tariff reduction nor cheap raws would be so quickly effective in reducing the price to the consumer were the gentleman's agreement in force such as regulated the situation in the palmy days of the trust. Since the entrance of independents into the field and the activity of Washington in forcing a disintegration of the big combinations competition has been unrestrained and distributors soon learned that by waiting they obtained the benefit of any advantage accruing to the refiner. Perhaps the wholesale grocer and the manufacturer should not be given credit for too much acumen in their hand-to-mouth policy, however, for, as a matter of fact, the real cause was the elimination of the guarantee against decline formerly granted by refiners—a "heads I win, tails you lose" method.

The financial results of New York

refiners for the past year indicate how effective at times a waiting policy can be in forcing sellers to do an unprofitable business. The country would not buy ahead and yet the refiners were compelled to run their plants fairly full to keep down the overhead expense, even though accumulation of granulated resulted. Raw supplies had to be purchased in a declining market, for otherwise refiners might have been caught unprepared by an unexpected demand. With several dogs for every bone, to use the comparison, prices were slashed to secure the business offered and nobody made any money.

To the question, What is the matter with the sugar trade? brokers shrug their shoulders and refer to the \$3,000,000 loss in surplus of the American Sugar Refinery Co. for the year. Overproduction of refineries accentuated by ever-increasing competition of domestic beet sugar has given the whip-hand to the distributor and consumer. If the conditions continued another year like the last it is suggested that closing down of some plants would inevitably result. But the optimists in the trade point out that the reduction in the tariff will save the situation for the refiner by the alternative stimulating of the demand, particularly from the preserving industry, which in England was greatly fostered by cheap sugar.

As to the immediate future refiners feel that they have their troubles behind them, for the grocers and manufacturers are bound to come into the market soon, and once the spring movement makes its influence apparent there is likely to be enough business for all concerned, thus checking the demoralizing competition. The margin of profit is satisfactory, provided the price of granulated is not depressed much further, being 84 points, rather less, in fact, since present meltings represent a higher average of raws. Beet competition will be less keen under the present tariff, as some Michigan and Ohio plants are shutting down, but until free sugar becomes effective in two years this will continue a thorn in the side of the refiner.

GEORGE WESTINGHOUSE.

In George Westinghouse there passes from the world a mighty spirit. He was great in achievement, and greater in all the high and sturdy qualities that make manhood dauntless and respected. He is not measured by the word "success," for success means so many different things to many men. For him it meant that he did all, or nearly all, that he undertook to do; only more years could have increased the achievements; it meant that the wealth he won was nobly used, and that the name he made famous was never stained by meanness or dishonor. He was the kind of man who could not think meanly. He had his ideal of life, and he followed where it led—to the high places. Those paths are always rugged, but such a man is built to climb them.

He bore great burdens, many times, but he had great faith, and his en-

durance seemed phenomenal. He was not merely a leader, he was a creator of industry. The numerous manufactories which he established in the United States and in European countries and which employ 50,000 men, sprang from his brain and his energy. Whenever he brought forth a new invention—and he brought forth many and was the cause and encourager of invention in other men—a new field was opened up to labor. It was nearly fifty years ago that he produced his first air-brake. Before he was twenty-five his celebrity had traversed continents and seas. He was one of the pioneers in electrical development. His courageous and protracted efforts in introducing the alternating current system, which now lights cities and drives trains and trolley cars and manufactories, will be long remembered to his credit. His system for propelling steamships by geared turbines has received the approval of the United States navy; and his air-spring seems likely to become as important a factor in highway traffic as his air-brake is on the railways.

It is not easy to name his dominant trait or faculty. Some will say it was initiative, others that it was fearlessness, others persistence, and many will say that it was foresight. All these he possessed, and that indefinable power which is genius. He was radio-active, ceaselessly giving out energy, yet parting with none. He seemed tireless, although he worked incessantly. Big-bodied, big-brained, kind-hearted, sincere, he looked what he was—an incarnation of power. When he willed a course of action, the act was as good as done; when he spoke, his word was taken because it was his word. His integrity was superb. He was no speculator or gambler; he never juggled with stocks, never manipulated markets. In financial quarters it was sometimes said that he was no financier. But it is known now that the recent re-organization of the Electric Company, which he founded, was due to the adoption of a plan which he originated and which he carried through successfully with full protection to creditors and stockholders and without interruption to the work of the thousands of employes. His plan was carried in preference to those recommended by eminent financiers. Its success has caused it to be looked upon as a remarkable constructive achievement in finance.

He was a man of simple tastes and habits, not given to what are popularly supposed to be the inevitable indulgencies of the rich. He was averse to parade; he did not seek applause. Of the famous men of his time he was the least known to the crowd. For "Society" he cared nothing; but he was delightfully hospitable. For the companionship of men who had, by thought and deed, contributed to the general well-being, he cared a great deal. Thus, the intimacy between Lord Kelvin and himself was very close and long-lived. It lasted until death removed the greatest scientific mind of our time.

Now that George Westinghouse is

gone, the world he served so well cannot fail to express its consciousness that a great life has been withdrawn. Many countries had done him honor while he lived. And there must be something like an army in numbers that will remember him with genuine affection. So much for the personal relation. For his place in history he must be acknowledged one of the world's great engineers, one of its great manufacturers, one of its great inventors. As for his character—that was a mighty rock upon which all men could build their faith in the best qualities of human nature.

OUR MODEL GOVERNOR.

Governor Ferris occupies an anomalous position in Michigan politics. He is, in the opinion of the Tradesman, the only Democrat who can be elected Governor. In the event of his entering upon a second contest, no candidate the Republicans can nominate can be elected. While he cannot expect to receive the entire support of the "great unwashed"—the anarchistic, communistic and labor union elements in the Democratic party—he will receive more than enough votes cast by Republicans and independent working men to make up the disaffection of the fellows who owe him a grudge because of the sane and patriotic stand he promptly took and sturdily maintained in the copper country strike matter. Governor Ferris has given the people a sensible and capable administration, utterly devoid of clap trap and grand stand tactics. His appointments, as a rule, have been good. His attitude toward the new laws enacted by the last Legislature was commendable, with the possible exception of his approval of the so-called blue sky-law, which the Tradesman believes was an error of judgment which Governor Ferris will sometime concede. His frequent appearance about the State as a public speaker on subjects akin to patriotism, civic righteousness, education and utilitarian topics generally is a source of constant inspiration to the people on account of the militant character of his utterances. No good citizen is ashamed to point to the record or achievements of our present Chief Executive and we all have reason to feel thankful that the exalted position of Governor is occupied by a man who is so incorruptible, so approachable and so mindful of the people's desires and interests.

The Largest Teddy Bear.

A Trenton merchant advertised to give away the largest teddy bear in Trenton. The customer was asked to save duplicate sales checks; that they would prove valuable. These sales checks were to be brought to the store before the first of the following month, and the largest purchaser during the preceding month was to be entitled to the bear—absolutely free of charge. In the meantime the bear was prominently displayed in the merchant's window.

The man who pushes the goods the manager wants pushed is the man who is going to find the way to the front easiest.

BUSINESS SENTIMENT

How It Is Focused by Men of Prominence.

The Chamber of Commerce of the United States is an organization of commercial bodies and individual members formed to focus business sentiment. When policies affecting commerce are before Federal boards or Congress, the business opinion of the entire Nation may now be secured and will be available as an aid to legislators dealing with trade, commerce and industry.

The organization is on a broad basis. Every commercial body in its membership may propose questions for consideration. Every group member is entitled to one delegate and one vote, and no organization, no matter how large, may have more than ten delegates and ten votes. It requires a two-third vote to commit the Chamber.

The Board of Directors, consisting of twenty-five members, is selected to represent all sections of the country, which is divided into four zones—Eastern, Western, North Central and South Central. Questions coming before the Chamber for settlement may be acted upon in annual or special meeting or by referendum vote in the interval between meetings. Several important questions have been submitted to referendum vote.

There are at present about 600 organizations in the Chamber, representing more than 225,000 firms and individuals. It includes representatives from forty-seven states, the District of Columbia, Hawaii, the Philippines, Porto Rico and the American Chamber of Commerce in Paris and the Levant.

The second annual meeting, to which I was sent as a representative of the Grand Rapids Association of Commerce was held in the New Willard Hotel, February 11 to 13. There were about 500 delegates in attendance and, from the beginning to the end, the meetings were marked by a spirit of serious purpose and deep interest.

As there were too many addresses and papers given to describe them all, I have confined myself to the more important issues and speakers.

At the third session, Judge Charles A. Prouty, late of the Interstate Commerce Commission, delivered an address which was received with great enthusiasm, on "The Valuation of Railroads." It seems that by a special Act of Congress, March 1, 1913, a Commission was authorized to value the property of all common carriers, subject to the jurisdiction of the Commission. Judge Prouty confined himself to the railroads alone. He treated the subject under three heads:

1. The thing to be done.
2. The time and expense required.
3. The benefit to be derived.

Judge Prouty described the gigantic task which lies before the Commission. In some cases the railroad can assist because they have made reports, plans and maps of their property; but in many other cases there are no maps, or those that exist are inaccurate, so accurate maps will have to be made. When the commission is furnished with complete inventories by the railroads, it must verify all the figures—number of yards of earthwork, number of yards of rock excavated, culverts, tunnels, bridges, together with the character and cost of construction. Surveying parties will have to go over every mile of the 250,000 miles of railroad in this country. Engineering forces will have to be organized in different sections of the country. This work, referred to as a "physical" valuation of railroads, comprises more than the determination of the cost of reproduction. The valuation act requires the Commission not only to ascertain and report the cost of construction, but the amount of money invested in property, the sources from which money has been derived—to give in short, the complete corporate and financial history of these properties; to take note of the interests of the company and have all these facts before it to determine from a just consideration, what is the valuation of the property itself Judge Prouty gave a number of illustrations showing the difficulties of arriving at just results. For example, he showed how a railroad in the Pacific District, known as the San Pedro, Los Angeles and Salt Lake R. R., extending from San Pedro, California, to Salt Lake City, some 800 miles, had to be rebuilt upon a third location, the two previous constructions having been swept away by floods. He raised the question: "In determining the value of this property, what allowance is to be made for the experimental outlay?" Another illustration of a different character. When the Northern Pacific had a case pending before the Commission and had occasion to prove the value of its property, it did so by showing the cost of reproduction. It runs through the city of Spokane where its right of way was of little value when the road was built. That right of way was entirely donated by the Government. It is now worth \$5,000,000. Has the Northern Pacific a right to tax the public for a rate upon that amount? Should the value of this land be included in the cost of reproducing the railroad? The question of unearned increment presents a difficult problem in the valuation of our railroads.

2. As to the time and expense, Judge Prouty estimated that it would take at least from four to six years, and that it would cost at least twelve million dollars. As the capitalization of our railroads at the present times aggregates twenty billion dollars (whose securities are worth at market value from fourteen to fifteen billions) the cost of this work of valuation is not excessive.

3. Benefits. First, there is the incidental benefit to the investing public who have a right to know the real value of the railroads whose stocks and bonds are offered for sale. Second, the object of this valuation is to determine what rates the railroads should be able to charge for their services to the public. That rate must be considered in connection with a fair rate upon the fair value of the investment. It will not be very difficult to determine the rate of the profit to which the property is entitled. The valuation upon which the rate is to be computed is the important and difficult point to be ascertained, and until that value is known, it is impossible to determine what income the property is entitled to earn, and, therefore, to fix the charge for services to the public.

The anti-trust bills now before Congress were the subject of much discussion by a number of speakers. There are five bills known as "The Five Brothers." One of these has not yet been made public. The four bills mentioned, are as follows:

1. A Bill to Define the Sherman Law. Under this measure it will be unlawful for two or more individuals or concerns engaged in interstate or foreign commerce.

1. "To create or carry out restrictions in trade."

2. "To limit or reduce the production or increase the price of any commodity."

3. "To prevent competition in manufacturing, transporting, selling or purchasing any commodity."

4. "To participate in any agreement, arrangement, or understanding, directly or indirectly, to prevent free and unrestricted competition among themselves or any purchaser or customers, of any commodity."

Under the Sherman act, as now interpreted, these transactions are forbidden if the purpose or effect is to restrain trade in interstate or foreign commerce. The act has been interpreted to apply chiefly to large concerns but under this new measure, no concern, or any individual, no matter how small, weak or insignificant, may be a party to any form of agreement or collective which will interfere with or restrict competition upon wages, business or working conditions. The penalty is a fine of \$5,000 and a year's imprisonment and the payment of damages and the costs of the suit.

2. The interlocking directorate bill.

3. The third bill provides for an interstate trade commission and defines its powers and usages. If this bill should become a law, the commission would have the right to gather all information concerning the organization, business, financial condition and management of all corporations engaged in interstate or foreign commerce, excepting common carriers. Information so obtained shall be public records and the commission shall from time to time, make public such information and in such form as it deems necessary.

4. The fourth bill is a bill to define the words:

- "every contract"
- "combination in the form of trust or otherwise"
- "conspiracies in the restraint of trade or commerce"
- "monopolize"

These four bills were the subjects of discussion by:

Hon. Wm. C. Redfield, Secretary of Commerce.

President Charles R. Van Hise, University of Wisconsin.

Victor Morawetz, New York City.

Frederick P. Fish, former President, American Telephone & Telegraph Co.

Henry R. Towne, President, Yale & Towne Manufacturing Co., former President of Merchants Association, New York City.

Professor Henry R. Seager, Columbia University, N. Y.

Guy E. Tripp, Chairman, Board of Directors, Westinghouse Electric & Manufacturing Co.

Louis D. Brandeis, Boston, Mass.

Secretary Redfield, who began the discussion, argued that he believed the trusts carried the seeds of their own dissolution within themselves; that the combinations in the form of mergers and consolidations had been much overdone; that there was still plenty of room for the competition of small concerns; that there is a point in the volume of production beyond which the costs increase beyond the proportion of benefits derived.

President Van Hise, of the University of Wisconsin, captivated the large audience of business men and was frequently interrupted by hearty applause. The conclusions of his paper are as follows:

1. The Sherman act has been useful in preventing and punishing unfair practices. Its influence is likely to be greater in the future and the act should not be modified so as to weaken this particular.

2. The most important effect of the Sherman act up to the present time has been the elimination of competition in industry by driving organizations from

the trust to the holding corporation and from the holding corporation to complete merger and effecting the very opposite of that intended by those who favored the passage of the law.

3. No advantage has been shown, or is likely to be shown from the dissolution of public utility corporations which are already under the control of the commissions—state and National. On the contrary, there is every likelihood that the public will suffer from the dissolution of organizations where there is and ought to be a natural monopoly. This statement does not necessarily include lines of business which are not in the nature of public utilities but are owned by public service corporations.

4. Up to the present time it can not be shown there has been any advantage to the public from the dissolution of such organizations as the Standard Oil and the American Tobacco Company. The evidence is not wholly decisive, but its weight is that the public suffers from the dissolution by increased prices.

5. The solution of the problem lies along the following lines:

The creation of interstate and state trade commissions which will have powers in regard to industrial organizations which are so large as to be affected with a public interest, similar to those which the railroads and other public utility commissions have in regard to public utilities.

The Sherman act should be supplemented by another act forbidding all combinations and compacts in restraint of trade which are detrimental to the welfare of the people, making the presumption that all such combinations are detrimental, but permitting the trade commissions to allow reasonable contracts and combinations in restraint of trade, such as are inimicable to the welfare of the people.

6. The creation of interstate and state trade commissions will permit reasonable co-operation and result in the following benefits:

The efficiency which goes with industrial magnitude will be secured and resulting profits may be fairly distributed between producer and consumer.

The farmers' co-operative movements will become lawful.

Labor organizations will be free to act in all legislative ways.

The exploitation of the natural resources may be carried on in harmony with the principles of conservation.

President Van Hise's speech made a great impression and he was cheered to the echo at its conclusion. It abounded in illustrations from the field of business and transportation, enforcing his arguments. Among other things he ventured to predict that it will not be so popular to shout "Bust the Trusts!" when the farmers understand their trusts are to be busted. The only way by which the farmers and other groups of men can escape is to exempt them from the operations of the law.

Referring to the "rider" attached to the bill, appropriating \$300,000 for the enforcement of the anti-trust laws, which "rider" exempted combinations of labor and farmers from the operation of the law, President Van Hise said: "NO MORE IMMORAL LEGISLATION WAS EVER PASSED BY CONGRESS or by the states. Fortunately ex-President Taft and President Wilson have both protested against this pernicious legislation. The principles of justice in regard to trusts and combinations are alike for the manufacturers, the farmers and the laborers."

The main argument of President Van Hise was that there are forces producing combination and co-operation despite the law—state and National. Competition has failed in many particulars to secure desired results and co-operation is slowly taking its place. Co-operation of all classes of business should be allowed to continue and to develop, except when hostile to public welfare. If the attempt to bust the trusts were based upon logic and reason, we should break up many of the large railroad lines into their constituent elements, which would be to turn back the progress of this country. All this does not apply to unfair practices which should be prohibited and punished, whether committed by large or small business men.

Victor Morawetz reviewed decisions of the United States Supreme Court on the Sherman act. It was an exhaustive survey and very instructive. He noted that the Supreme Court held that a trust was not formed when property was acquired to extend business. This was held or acquiesced in by the Court in all the earlier decisions, and later that decision was reversed, but after numerous trusts had been formed by the acquisition of property. He claimed that the policy of the anti-trust law is sound; that all acts restraining trade and contrary to the welfare of the community should be prohibited, but that every contract or combination which necessarily lessens competition or limits production is not hostile to the welfare of the community. He was opposed to defining the terms of the Sherman act, believing that the law as it stood now was sufficient. He said that very little uncertainty arises as to the meaning and effect of the Anti-Trust act of 1890, but it is true that uncertainty may arise as to whether the facts and circumstances of particular cases are such as to bring these cases under the law. Mr. Morawetz be-

lieved that the bill to define the Sherman law and the trades relation bill would simply impose additional prohibitions to the Sherman act and give rise to numerous other uncertainties and litigation. The bill to define the Anti-Trust act, provided among other things, that the provisions of the anti-trust act shall include any company, combination or agreement, whose purpose is either,

"To create or carry out restrictions in trade" or

"To limit or reduce the products or increase the price of merchandise or of any commodity" or

"To prevent competition and manufacture, making, transporting, selling or purchasing of merchandise produced, or of any commodity" or

"To make any arrangement or arrive at any understanding by which they, directly or indirectly, undertake to prevent free and unrestricted competition."

No man can tell what effect will be given to this language. It might be construed as extending the provisions of the present law to prohibit every agreement or undertaking in any degree of unrestricted trade, limiting the products, increasing prices, or diminishing competition. The result would be that business would be crippled or would have to be transacted in violation of the law. Some contracts and combinations are necessary to secure economy and efficiency in products and in trade. Such contracts or combinations as involve no elements of oppression can not put an end to healthy competition and should not be prohibited.

Henry R. Seager, Professor of Political Economy in Columbia University, discussed the Inter-State Trade Commission. He claimed that it is a logical development of the Bureau of Corporations established in 1903 on the initiative of President Roosevelt; that such a trade commission was approved by President Taft in his trust message and that nearly every witness testifying before the Congressional committees investigating the trust problem, favors such a commission. In brief, the bill provides:

1. That a trade commission of five members shall be created to take over the work of the Bureau of Corporations;

2. That corporations engaged in interstate or foreign commerce, except common carriers, shall apply any information that may be required by this commission, either at periodic intervals or on special occasions, and grant access to their books and records;

3. That such information shall be made public in such manner and to such an extent as the Commission may deem wise;

4. That the commission shall have power to subpoena witnesses and require the presentation of such books and records as may be necessary for its information and that witnesses may not refuse to testify on the ground of incriminating themselves, but shall enjoy the customary personal immunity;

5. That the Commission shall have the power to investigate on complaint, alleged violations of the anti-trust act and to report any violations it may discover, to the attorney-general;

6. That it shall also investigate any corporation at the request of the attorney-general, or of the corporation itself, to determine whether its organization, acts or relations with other corporations involve violation of the anti-trust act and report the changes in its organization, acts or relations with other corporations necessary to bring it into compliance with that act;

7. Similarly, it may be called upon by any Federal court to advise as to the aspects of equity suits before it or proposed dissolution decrees under the anti-trust act.

8. That nothing in the act shall interfere in any way with the authority and duty of the attorney-general to enforce the anti-trust act.

Professor Seager approved of this trade commission and also of the second bill in the administration's program designed to amend the anti-trust act so as to condemn expressly unfair methods of competition.

He condemned as unnecessary and harmful the third bill which attempts to define the terms:

"every contract"

"combination in the form of trust or otherwise"

"conspiracies in restraint of trade."

"monopolize"

in conformity with the narrowest and most dogmatic conviction that every departure on the part of business men from unrestrained competition, necessarily results in restraint of trade and is therefore to be condemned.

Professor Seager pointed out that with a trade commission, empowered to compel full publicity of business operation, and the law left as it is now, condemning all contracts and combinations in unreasonable restraint of competition, we should be able for the first time to test the merits of combination in the industries where it is claimed to be superior to unregulated competition. We have not been able to make the test in the past because unfair methods of competition have been used and because the opportunity to reap large returns at the expense of so-called innocent investors, has given an artificial turn to the whole combination movement.

German courts early took the view

that competition to check an excessive fall of prices in a period of depression, might be a good thing for the community as well as for the producers immediately concerned. "Consequently, regulated combination has become the established policy of the country, not competition made obligatory. Professor Seager said that no one who has studied the results of the combination movement in Germany could doubt that it had promoted prosperity through home and foreign trade and prevented many periods of depression. Business men in this country should be given a chance to co-operate so far as they can and will, but under conditions that will enable all of us to enjoy the benefits of their co-operation. Co-operation has its legitimate place as well as competition. It moves on a higher moral plane and its extension under conditions that compel a proper regard for public interests, would prove advantageous not only to business but to the general community.

Frederick P. Fish, of Boston, formerly President of the American Telephone & Telegraph Co., emphasized the need of research before legislation. He frankly conceded that Big Business had been guilty of many unfair practices but we must take care, in trying to remedy alleged evils, that we do not carry too far a system of paternalism which may check aspiration and stifle individual activity. He thought that the capabilities of intelligent business men to-day had been greatly reduced by the feeling of helplessness that has come over them now that they find many of their methods forbidden by law or public sentiment. If this process of discouragement goes too far, our National prosperity may suffer—the workmen and consumers as well as business men.

He argued that there were few, if any, real monopolies in this country. For "monopoly" we should substitute the phrase "large enterprises" and he could not see why large enterprises, simply because they were large, injured the public interest. He did not believe a single part of the evidence could show that prices to consumers are greater because of big business. He believed that many of the evils which gave rise to indiscriminate attacks on business, were temporary in character and have passed never to return; that such gigantic fortunes as were accumulated in recent years would be impossible in the future because the conditions will never exist again. So he pleaded for the consideration of business methods in business organization directly from the standpoint of sound economic principles and without regard to those accidental elements of a temporary character which have largely disappeared, never to return.

He called attention to the fact that Australia has a law like the Sherman act but which differs from it in an important particular. By the terms of the Australian law, agreements or understandings in restraint of trade are unlawful only when made:

With intent to restrain trade or commerce to the detriment of the public.

With intent to destroy or injure by means of unfair competition, any Australian commodity, the preservation of which is advantageous to the commonwealth, having due regard to the interests of the producers, workers and consumers.

Mr. Fish believed that in time we shall modify the Sherman law at least to the extent of permitting the free growth of natural enterprises and such agreements as to price maintenance and conditions of manufacture or sale, as are necessary to secure a profit to producers without injury to the general public. He favored the appointment of a commission to study this whole trust question, for our whole future prosperity depends upon the sound development of our industries. He believed that the proposal to establish an interstate trade commission was a step in the wrong direction. No such broad power should be conferred upon any board. The utter incapacity of such a commission to deal with practically all business concerns of the country is obvious.

Speaking of the interlocking directorate bill, Mr. Fish said that it goes a long way toward forbidding the service of any one man on the board of two companies. The chief manufacturers of a small city or town is naturally a director of the local bank or trust company, the local public service corporations and other public interests. He may be really the only man in the community competent for such services. Is there any reason why this should not continue? There is no doubt that some individuals have served on too many corporations, although it has not been proven there has been any injury from this service. If, however, this bill becomes a law, it seems a greater evil than the one referred to may result, by depriving business organizations of the assistance of capable men.

The banquet on Thursday evening was addressed by Secretary of Commerce, Wm. C. Redfield, who described the work of his department but did not have much to say about commerce, and by Professor Karl Ratghen, of Hamburg, Germany.

Dr. Ratghen is one of the noted economists of the German Empire and is in this country to study business conditions. A summary of his address is as follows:

A great number of cartels and syndicates have been formed in Germany, yet the public seems to be concerned with only a few of them. Discussion nearly always turns about the coal and steel industries. The general attitude in Germany may be said to be that large organizations are unavoidable and a necessary consequence of economic evolution. From 1873 in May to the early 90's Germany suffered a very serious depression. Moreover, whatever business was done, was conducted under cut-throat competition with disastrous consequences, particularly in mining and steel. Germany felt the need of greater stability of prices. If the German public has received quietly a fixity of prices by these large organizations, it is due doubtless to the period of increasing wealth in the shape of profits and wages and the memory of fifteen years of hard times. Aside from this, other things explain the indifference of the German public to the trust question.

First, a peculiar feature of German life is that the Germans look to the government to protect them from injustice and to take care of small business.

"If that is democratic," said Professor Ratghen, "we are democratic, and I have the impression sometimes, we are more democratic than you are. In Germany there is no possibility for large concerns to control legislation and our nation is founded on the principle of no favor and no discrimination. Our law for corporations differs from your laws here in that there is a uniform trust law throughout the empire; one can not go from state to state and incorporate under different laws, as in the United States."

The Germans have done away to a large extent with suffering from company promotion. Responsibility is fixed for those promoting trusts and all financial houses bringing into the market stocks and bonds. The legal and practical form in which these organizations exist is various. The prevailing form differs from that in this country. The German cartel is a combination in regard to prices, limiting the power of business of members in regard to prices, but leaving competition in the management of machinery, in the conduct of business and the control of labor, etc. Twenty years ago we heard such combinations would do away with the stimulus to activity. This has not been true. We have not been backward in production and methods of doing business. Many agree in Germany that we should have fair or living prices as well as living wages. We have wandered far from the old idea of competition being good for all things. We are living in the midst of a general co-operative movement. We have gone far beyond the middle ages and this great movement of large business is only a part of the general movement. Our Government on the whole is on friendly terms with the great leaders in business. Some people think there might be less love. These friendly relations have gone so far that it is advocated that the Government ought to go further and become a part of business, as in Prussia, where the government operates mines. The Government's activities in business have been increased with the intent of exercising a modifying influence. The Government has not tried to break down prices but to maintain them. It is well known in Germany that we often find some men who are shortsighted and some farsighted. Some want to take advantage of momentary conditions to raise prices but the Government tries to keep the level of prices. Not everything is pleasant—many business men do not have full confidence in the future. We have discussed the trust problem for twenty years and have only reached the point that we think there ought to be more publicity for the sake of government and the public. What has been accomplished in twenty years' discussion in Parliament, the press and the platform does not amount to much more than this. We are afraid that legislation would hamper enterprise in a way that could not be foreseen. We have the old fashioned prejudices that after laws are passed they ought to be carried out, so, except as regards publicity, we are in a position of watchful waiting. We are afraid of making experiments. We are not so light-hearted as you are in this country. To employ an excellent phrase "commercial patriotism" restrains us. On the whole we are satisfied with our progress. From 1880 to 1895 our exports were in the main about three million marks annually. Last year our exports were ten million marks.

That leads me to one last thought. The old idea was that if a country is making progress in foreign commerce, it is to the detriment of foreign nations. That is not true. The countries to which our exports go must be prosperous if they are able to do business with us, and, as a matter of fact, our exports go chiefly to the great industrial nations. Then wonderful industrial development shows that the progress of one nation is to the advantage of all.

Professor Ratghen closed by saying that his country and the United States are not mutually interested in destroying each others trade. Trade is a great agency for peace—much more so than benevolent oratory. Germany has not had a war in forty years.

Louis Brandeis:
President Wilson wants to regulate competition not monopoly. Mr. Brandeis laid down two principles:

1. No one can approach the subject of trusts without realizing that transportation is one of the privileges which has placed the greatest burden on the few. Privilege or preference in favor of a few has been one of the great causes of large corporations. The problem of the trust is the problem of giving all business men an equal chance. It can not be solved without complete separation of transportation from business. The Inter-state Commerce decision marks an epoch. It has declared that great industries owning railroads shall no longer stand in a preferential position as against other shippers.

2. The limit of greatest efficiency is reached at an early stage. There is one respect, however, in which great industry has an advantage; viz: in the collection of information about trade, market conditions and laboratory research. That gives an advantage to great industries. We must remember we are working here in a spirit of democracy. We must not limit that to political democracy.

Side by side there must be industrial democracy. It is the relatively small man who needs the good of government in industry. We must bear that in mind. Education does not end with the school or university. In one department of business, that is in farming, we have come to recognize that fact. The Government has undertaken to give to the humblest farmer, experimental stations. The Government recognizes its duty to the farmer and now knowledge concerning the state of the market and the best results of research, so important in manufacturing and business, are matters which the Government could well take care of and so extend to business men the same solicitude which it extends to the farmers. To make it the business of government to extend to the manufacturer the best that can be known, is to help the small business man.

Why should we not recognize in the great realm of business, those principles now recognized in medicine, architecture, and engineering? There need be no secrecy. This will be true when men come to see that business is one of the noblest of professions. The Government may play a great part in this development of higher ideals of business. A trade commission may make common knowledge the best of what has been done and is known up to date.

M. H. Ingersoll did not like the term "price maintenance," but preferred the phrase "price standardization"—the same price for the same thing under the same condition.

There is a good deal of prejudice against fixing prices or the standardization of prices. "My father used to say that it is in human nature that when we are not up on the subject we are down on it." What choice of system have we?

Open, unregulated competition or some sort of supervision. The present wide open system gives victory to the strong only. There is no regard for the right of the small man. An important thing is what will happen under that system. There are one million retail merchants in this country; three or four million clerks; ten million people, including families of these merchants and clerks—all dependent upon the sale of merchandise. It is a big market—so big that when a store fails as one did the other day, which does a business of \$10,000,000 a year, it hardly caused a ripple. This sale of merchandise is a big field for the capitalists and so the group stores have sprung up. The New York drug business is concentrated largely in one company and in Philadelphia there are less than half the grocery stores there were five years ago. It takes two tons of pins a month to pin the correspondence together of the mail order houses and catalogues are in every third home and are probably read more than the Bible. There is a firm in New York which can furnish 10,000 names of chain stores. We are interested to know who is going to supply the competition of the future. Everything now is offered at one-third less than cost. The standard goods are used in this bargain advertising and the price is cut in order to lend truth to the statements concerning the other bargains. The "brand" manufacturer advertising the fact that his name is on his goods, is used to carry out the scheme. Why doesn't he stop the sale to these price cutters? He can't. We have to trust the sale of our goods to the producers who re-sell them to the retailers. What is the injury to the brand?

It destroys their worth if the price is cut. The impression is that when it is maintained it is more than they are worth. The small merchants sees there is no profit in competing with cut prices and so he is inclined not to handle the goods if he can help it. Then people who want these goods can't find them.

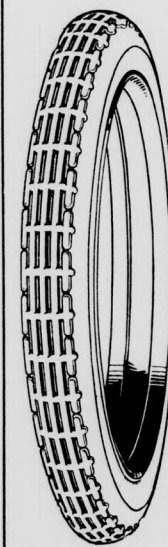
In most cases the courts have held that when goods are sold they become the property of the buyers. Back of these decisions is the assumption that to allow the manufacturers to fix the price, would mean high prices and that a cut in the prices means bargains. Still, a question of fixing the prices in re-sale has never come up on its merits.

The court at Washington has said it was a fallacy that the price cutter is the man who loses.

Let us examine the right of the middle man to do as he pleases. We have precedent for some sort of control over people who have purchased goods to resell, as, for example, the man who deals in pistols or cocaine. He can not do as he likes with his property. Is there any justice in the claim that a man may request another in buying his goods for resale, not to sell them or offer them for sale in a way that will destroy the rest of his market or injure the grade of his article in the eyes of consumers? One price saves haggling and when the trader buys a trade-marked article he is getting in addition, a guarantee.

Alfred W. Wishart.

If there is anything that makes people think an article is dead stock, it is to have the salesman unable to find it without asking someone else where it is.



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Safety and Smooth
Threads.

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vulcanizing shop in Michigan.

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15 Library St. Grand Rapids, Mich.



NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, March 16.—The coffee market, both for spots and options, is in a most distressful condition and there is practically nothing doing. Uncertainty as to the state of affairs in Brazil adds to the shaky condition of the article and not for weeks has the street been in so despondent a mood. At the quotations made Friday there was a decline of 328 points from the high records of the season. At the close Rio 7s are quoted at 8½c and Santos 4s at 11¼@11½c. In store and afloat there are of Brazilian coffees 2,020,598 bags, against 2,389,242 bags at the same time a year ago. Mild coffees sympathize with the Brazilian sorts and there is scarcely a ripple of trade.

Granulated sugar, 3.90c. Even at this price distributors hesitate and intimate that they think the figure too high. There is a firmer feeling for raws and this may be reflected in the refined article within a short time. At the moment quietude prevails.

There is an improving call for teas. Some 4,000 packages of Congous were sent to London last week and the whole distributing trade is in better shape than a fortnight ago. With decreasing supplies it is felt that there must come increasing call and the situation is surely in favor of the seller.

While the sales of rice have been individually small, there is an enquiry all the time and in the aggregate the amount changing hands is very considerable. Holders are firm and full rates are asked. Prime to choice domestic, 5½@5¾c.

In spices pepper and cloves attract most attention and the demand has been fairly satisfactory. Other lines are moving as usual and quotations are well sustained and unchanged.

Molasses is in fair request. Good to prime domestic, centrifugal, 35@40c. New molasses from Ponce to arrive sells for full rates—39@41c. Syrups are unchanged.

There has been an increasing call for gallon apples, owing to the high price of the barreled stock, and the market has been pretty closely sold up at \$3@3.25. At the close \$3.40@3.50 are the prevailing rates. Tomatoes are firm and practically unchanged. Peas are selling freely if they are "cheap" and for better grades business is quiet. Other lines are without change.

Butter is lower and at the decline is steady. Extra creamery, 27½@28c; firsts, 26½@27c; held extras, 26½@27c; ladles, 18½@20c; imitation creamery, 18½@21c.

Cheese remains very firm. Best grades of N. Y. State, 18½@19c.

Eggs are pretty well taken up and the storage for the Easter demand must amount to a most respectable amount. Prices, however, will not mount to anything like the rates of a year ago. Best Western, 50@31c.

'Nother One From Owosso.

Owosso, March 16.—At the regular meeting of Owosso Council, No. 218, the election of officers resulted as follows:

- Senior Counselor—Fred Hanifan.
- Junior Counselor—John McDonald.
- Conductor—James Brown.
- Secretary and Treasurer—Frank Evans.

- Page—Grant Cook.
- Sentinel—Elmer Howe.
- Past Senior Counselor—August Stephan.

Delegates to the Grand Council Meeting—August Stephan and G. W. Haskell.

To the retiring officers was given a warm and hearty vote of thanks, particularly to R. P. Bigelow, who has held the office of Secretary and Treasurer for twelve years and retires only on account of his real estate and in-

surance business. S. B. Pitts was also given a vote of thanks for the able and efficient manner in which he filled the office of Page. Mr. Pitts is one of the most enthusiastic members of our Council to-day, although at one time, several years ago, he held an office in the Council a year and did not know it.

Candidate Arthur L. Moore was initiated into the ranks with due consideration and got all he paid for and no change back.

R. P. Bigelow, who has been laid on the shelf for several weeks with pneumonia, is again among us.

Gus Stephan, who underwent an operation and was confined to the hospital five weeks, is again down town eating three squares a day.

J. D. Royce, of Corunna, representative for the Broadhead Worsted Mills, of Jamestown, N. Y., and in fact who conducts most everything he undertakes on the Broadhead plan (excepting when he is around the house at home), gave Owosso Council a blow-out last week at his home in that city in the way of a 500 card party and a sumptuous luncheon. Provision were laid for fifty, but to the consternation of the host and hostess, the thirty hungry Owossoites, regardless of the high cost of living, cleaned up on that innocent and unsuspecting couple until the waiter flatly refused to work overtime. Even the moon in the agony of disgust, shaded its face with an eclipse. Everyone voted the best time ever, excepting John T. Walsh, who was too full to vote, but was heard to mutter a poetical spasm on his way home.

The Honest Groceryman.

Blame Rests on Michigan Central Railway.

St. Ignace, March 14.—In your issue of March 11, under the heading of Upper Peninsula and signed by W. G. Tapert is the following article:

"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 make a prosperous business for the hotels at Mackinac and add considerably to their revenue at the expense of the traveling public."

Permit me to say, in explanation, that on March 1 the G. R. & I. train into Mackinaw City was on time and the M. C. train into Mackinaw City was three hours late on an order. The D. S. S. & A. officials didn't think it fair to hold the passengers on the G. R. & I. and cause them the inconvenience of such a long delay, so they ordered their train out of Mackinaw City on time. We made a freight trip out of Mackinaw City at noon and brought the delayed passengers from the M. C. to St. Ignace, where they were granted a permit to travel on the outgoing freight on the D. S. S. & A. The D. S. S. & A. officials ordered their Duluth and copper country train to wait and also their Soo train to wait at Soc Junction for this freight. The Soo people arrived home about nine hours late, the Marquette people the same, the copper country people the same and the Duluth people made just as good time as if the regular connections had been made. The car ferry people assume the blame when they are to blame, but not when they are innocent—especially entirely innocent, as in this case.

Joseph Wenzel, Purser.

She Recovered Her Ring.

Mrs. Clarke came running hurriedly into her husband's office one morning.

"Oh, Dick," she cried, as she gasped for breath. "I dropped my diamond ring off my finger, and I can't find it anywhere."

"It's all right, Bess," replied Mr. Clarke. "I came across it in my trousers pocket."

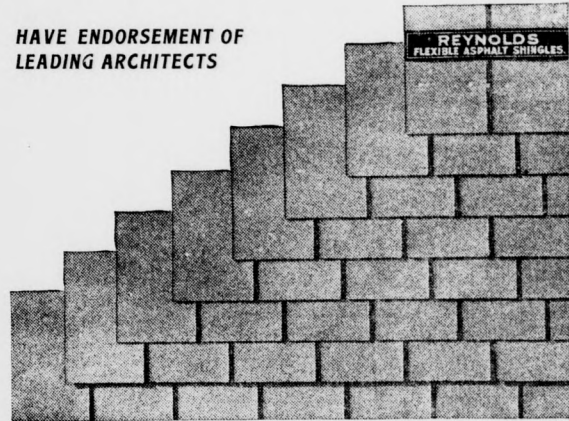
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 Reliable dealers wanted.

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HAVE ENDORSEMENT OF LEADING ARCHITECTS



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

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer

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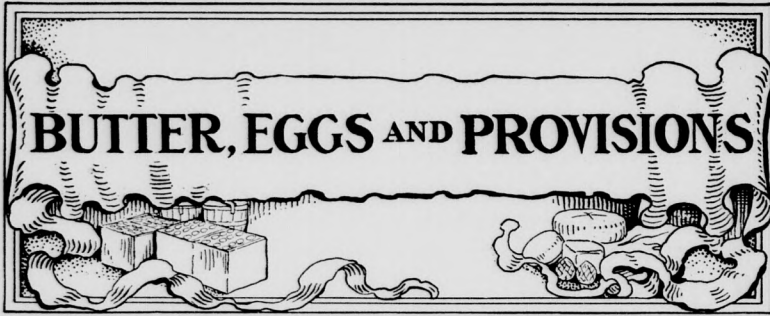
SERVICE

Service means to us the obtaining at any cost, and every pains, and every effort the best goods that the world's markets can afford.

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, Williams-ton; C. J. Chandler, Detroit.

Advises Against Putting Away High Priced Eggs.

San Francisco, March 5.—We do not want to be considered an alarmist, but we believe the importation of Chinese eggs is only in its infancy and we are going to see the same conditions in the egg market that the importation of butter has produced in the butter market. Domestic butter is now down on a par with foreign, duty figured, and the moment it is advanced beyond this foreign butter will again come in. At present New Zealand whole-milk creamery can be laid in here at 28 $\frac{1}{4}$ c, including duty. But I am digressing.

It has been a hard matter to get any reliable information on the price of Chinese eggs, as the importers were as close as clams.

It was an easy matter to get the ocean freight rate, cost of eggs and fillers. We interviewed the first importer of Chinese eggs, who has a house in China and is here now with a view of establishing buying agencies. He says if they put domestic eggs to 10c, he will sell Chinese eggs at 7c, and make a small profit. We also interviewed last Tuesday the president of an import firm located at Tientsin, China. He is an American and has lived there for the past thirty years. He has gone back there, taking with him 100 cases of fillers as a starter. He is going to start in a small way, the business being new to him, but he tells me he can buy eggs over there for three for a cent or 4c per dozen. The ocean freight rate without refrigeration is 22 $\frac{1}{4}$ c per case; with refrigeration, double this, or 44 $\frac{1}{2}$ c per case. Fillers and cases will cost about 1c per dozen so that these eggs can be laid down here for less than 6c per dozen.

The writer thinks that these facts ought to convince the most skeptical that unless eggs are put away at prices far below the price of former years some one is going to get hurt, and it won't be the importer of Chinese eggs. He can quit buying while the fellow with a lot of high-priced eggs in storage must get rid of them.

Supposing eggs are stored, say at 20c, Chicago, or 22c out of the coolers, and Chinese eggs can be laid down in Chicago at even 12 $\frac{1}{2}$ c? It seems to me it does not require much stretch of the imagination to tell what would happen to the egg market. The importers of Chinese eggs are not going to demoralize prices. They will sell theirs just enough below domestic to move them.

California poultry men are scared. They have been holding meetings and resolving like a Populist convention, but resolutions are not going to bar the Chinese eggs. They are appealing to the patriotism of the American people, asking the co-operation of the newspapers in giving the thing publicity to help inaugurate a boycott on these Chinese eggs. It is certainly a poor time to make an appeal of this kind to the consumer. After passing

through the winter of the highest prices ever experienced the consumers will hail with delight anything that means lower-priced eggs. The California poultrymen claim the Chinese hen is a scavenger. Undoubtedly. Did any one ever see a hen that wasn't?

And now a word as to quality. The Chinese eggs are of a dark brown color, smaller in size than an Eastern. The first few shipments received here were poorly graded and of inferior quality, but each succeeding shipment shows an improvement over the previous one. The last lot contained some very fine eggs, some weighing fifty-three to fifty-four pounds.

They are going to teach the Chinese (and they are apt pupils) how to candle and grade, and it is only a question of time until Chinese eggs will compare favorably with an Eastern egg.

There is another fact worthy of consideration—the seasons being reversed. When eggs are scarce here they are plentiful in China. It is our understanding that the months of November, December and January correspond to March, April and May here, in that they are flush. In other words, when the holders of storage are trying to unload their holdings, eggs will be plentiful in China and freely offered in this country. It is our opinion that with a little more care in grading they will sell better than poor storage. To sum the whole thing up, unless they adopt the same tactics as they did towards potatoes, or amend the Underwood bill by placing a duty on them, we are going to have this competition. We simply can't get away from it.

We can't help but think that eggs ought to be stored this year at not over 15c, Chicago. If any of your readers have a contrary opinion I wish they would interview some of the importers of New Zealand and Australian butter, especially as to their last lot. If there ever was a time when conservation and not nerve was needed we think this is the season. Buyers of eggs for storage, as well as buyers of butter, must figure that our markets will have to be on a par with foreign.

The imports of Chinese eggs at this port for November, December and January were 138,190 dozen. We believe Northern ports got fully as much.
John Stewart.

An editor is puzzled to know why an egg should be considered so much dearer at 5c than a middling cigar. Perhaps it is because the egg is for family use, while the cigar is for personal use of the family head. But few families are so poor that the worthy head finds it necessary to cut out tobacco or booze if he uses either or both. Many persons, when they start to "cut expenses," begin "economizing" on newspapers and matches—two of the cheapest of all the necessities of life.

A married man's application for membership in a club may be an admission that marriage is a failure—so far as he is concerned.

SUN KIST ORANGES

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Write us for our weekly price list.

M. O. BAKER & CO.

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IT IS NOW TIME

For you to decide where you are going to ship your

BUTTER and EGGS

In order to receive the highest market price and prompt returns for spot cash, get in touch with

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323-25-27 Russell Street

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Jobbers and Shippers of
Everything in

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The Secret of Our Success

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BUYING POWER

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

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When in the market to buy or sell

FIELD SEEDS

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MOSELEY BROTHERS

Grand Rapids, Mich.



HAMMOND DAIRY FEED

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



What Shall the Harvest Be?

"As ye sow so shall ye also reap," may be applied with all aptitude to the egg situation of 1914. First there is the "local phase" (meaning the whole country) as affected by the new tariff. An egg laid near the Chinese wall and butter from the milk of a Siberian cow on the other side of that ancient wall, traveling westward, were relished together at a breakfast table in one of the great Central cities of our country—or may have been.

We hear of venturesome speculators willing to risk April eggs for storage this year at 19½@20c, Chicago. Looking back we do not find many instances where even 18c showed a profit and those that cost 20c have, with one or two exceptions, failed to bring back their cost; and all this time the industry was protected from foreign invasion by a duty of 5c a dozen.

In 1911 when eggs were stored in April at 15½@17c, (Chicago) almost no profit was shown until after Jan. 1, 1912, and then only a small portion of the total quantity and because of unusually severe weather.

In April, 1912, graded eggs cost 20@22c into Chicago storage and last March many of us bore the impress of a year of disaster.

Last year we were justly timid when called upon to store that crop at 18@19c Chicago and there was nothing up to the first of June to cause the holder to feel jubilant. The cost was slightly below that of previous year, but that augured nothing in the face of heavy production and a cost as high as had ever previously shown a profit. The summer brought the longest period of extremely high temperatures that this section had ever known. Millions of dozens of eggs were destroyed and we were withdrawing eggs from the coolers at a time when we should ordinarily have added to our holdings. Thus the accident of unusual weather conditions intervened, as it has whenever eggs that cost over 17c into Chicago storage showed a profit.

Other factors now enter the egg game; few seem to realize to what extent. Our ports have been opened to egg shipments from any foreign country. The American Consul at Hongkong early in 1913 says: "During 1912 the highest price at wholesale in that market for eggs was \$6.68 gold per 1000. Duck eggs generally selling 5 per cent. lower than chicken eggs." He adds: "Any material increase in demand for eggs from abroad might slightly advance values here, but that new demand would be readily met by an increase in production." The consul at Tientsin, China, about the same time, said production in Northern China is very large and selling in March, 1913, at 4.63c a dozen; he also asserted that increased demand would lead to increased production.

Other countries to reckon with are Austria, Galicia and Russia, the latter country exerting herself to encourage production. During the week ending April 5 last year Russian egg exports were equal to 73,825 American cases—approximately 185 cars. And during 1911 the exports from European Russia were valued at \$41,584,705 at an export value of \$11.28 per 1000. In 1912 the exports were valued at \$43,597,325 at \$12.84 per 1000. (Equivalent to something less than 10,000,000 American cases.)

Eggs stored this year at 16c Chicago or 17c seaboard will be dangerously high and eggs stored at 19@20c Chicago can bring nothing but ruin. Eggs buyers should use wisdom to the end that the henneries of China and Russia and the product of the dairies of New Zealand and the Argentine or Siberia may not be attracted to our markets to our own undoing.

J. B. Mitchell.

Essays on Eggs.

A Kansas essayist has been provoked or inspired, it is hard to say which, to pay the following tribute to the (sometimes) highest priced fruit in the world:

"An egg," he explains, "is composed of four parts—the shell, the yolk, the white and the price. The shell is very fragile, like one of the ten commandments, and can be broken without an effort. The price is the biggest part of the egg and its greatest protection. The price alone saved millions of young eggs from being boiled and eaten. Eggs are very delicate and spoil very quickly. When an egg spoils it puts its whole heart into the performance. One can tell a spoiled egg as far as it can be seen, and with one's eyes shut at that, if the wind is in the right direction. There was a time when every one ate fresh eggs in summer and went without in winter. Nowadays, however, business methods have led men to buy all the fresh eggs in summer and store them until winter, when they have acquired a rich russet flavor."

Perhaps the school boy's composition on "Eggs" was more succinct even than this. Certainly it was more brief and to the point, if not more exact in its definition. "A egg," wrote the youth, after studying the problem from all angles, "is a young chicken—not yet."

They have been passing weights and measure laws since Adam was a boy. There is now a weight standard for a dozen eggs in many states. But did you ever hear of any one who had heard of any one who had bought a dozen eggs by weight?

Cheer up! Sunshine will eventually puncture the thickest cloud.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

WHEN IN THE MARKET FOR

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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.

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

HART BRAND CANNED GOODS

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Michigan People Want Michigan Products

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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



CLOTHING

Some Things the Glove Buyer Should Know.

System and knowledge form the basis of success in the glove department. Careful stock-keeping, plus intelligent buying and selling often spell the difference between loss and profit, or between a narrow margin and a good margin.

The buyer should have an eye not merely to style, but to durability. Upon the satisfaction which the customer experiences in the long run depends the prestige of the glove department, its growth and prosperity. A fashionable glove may attract, but it takes a glove with wearing qualities to satisfy. The glove that wears well is a good advertisement for the shop which sells it, and not merely helps to bring back the purchaser, but often leads him to recommend the shop to his friends.

For this reason, the buyer should be thoroughly versed in skins. He should be able to judge between a good skin and a poor one, and should, in buying, aim to secure good wearing values as well as profit-making prices.

Another important item is the selection of a good assortment, calculated to cater to all classes of trade and sizes of hands. Now and then a specially good line at a special price may justify a large purchase; but as a rule, where it is possible to re-order and secure delivery in a few days' time, it is better to purchase a large assortment than to buy heavily in any one line.

The Best Way to Keep Stock.

Systematic stock-keeping is essential. The stock should be easy of access, so arranged that any required size or style can be secured in a moment, and should be so supervised that re-ordering can be promptly done as soon as any particular line runs low.

A convenient arrangement is that of special stock boxes. These can be equipped with brass pull and ticket holder, the latter bearing stock number, size and price. Stock should be arranged according to price, one row being devoted to each maker's goods. The best selling sizes, such as $7\frac{1}{2}$ and $7\frac{3}{4}$, should each be given a box; sizes less in demand may run two to a box. It is well to mark or ticket each pair of gloves, as well as each box; this facilitates the return of stock to the proper compartment. The ends of convenience are served by keeping greys, chamois, tans and other colors by themselves.

As a protection against any particular size running out, large stores often keep a stock card of reserve

stock. This indicates makes, sizes and qualities. When any size runs low, it should be promptly re-ordered. The stock forward can then be replenished at a moment's notice. Where the extent of the glove trade does not justify this, it would be well to list the stock weekly and re-order; otherwise the popular sizes will often be found sold out, with resultant disappointment to customers and loss of sales to the shop.

The well posted salesman who knows his stock thoroughly is at an advantage when it comes to dealing with the customer. If he is a good judge of skins, he can speak authoritatively regarding glove qualities, and the clerk who can say positively that a glove is good value, who can put the weight of intelligent personal assurance behind his statements, carries conviction.

Quick Fit, Quick Sale.

The knack of picking out the correct size in the first place and avoiding waste of time in fitting is worth time and money to the shop. Give the customer a perfect fitting glove the first time and he is likely to purchase without further parley; a series of bad fits leave him undecided, and the longer the process takes, the more undecided he becomes.

It is worth while to fit gloves before they leave the store, or, at least, to fit the right hand. If the customer be left-handed—of which the observant clerk can often satisfy himself without asking—the left hand should be fitted instead of the right. Take time to show the customer too, the proper method of putting on a glove, working the fingers on well, and then putting in the thumb. Most customers, unversed in the process, make the mistake of putting on the entire hand at once, with resultant breakages and complaints. The proper fitting of the glove in the first instance prevent much complaint afterward.

The clerk must post himself thoroughly regarding the stock, should be able at a moment's notice to place his fingers on any particular style, color and size, and should, in his spare time, familiarize himself with the little peculiarities of the different makes, how they are cut, whether with long or short fingers. If the customer does not know what size he wants, the clerk can find it out by measuring his hand around the thickest portion of the palm. For fine gloves, that fit snug and stretch in the wearing, the measurement should be tighter than for the heavier qualities.

Great Need of Tact.

Next to knowledge of the stock,

tact is a prime essential to the successful glove salesman. Good temper is eminently required, for no man knows better the meaning of the word "crank." There are men whom it seems almost impossible to please. They afford the tactful clerk an opportunity for developing some of the qualities that make most for success in salesmanship—patience, courtesy and an honest desire to serve.

To please the crank customer is a triumph; to make him a friend of the salesman and the shop is decidedly a feather in the former's cap, and is the surest way of cinching his trade. As a rule, the crusty, cranky man, once won over, is a pretty good friend. It is for the tactful salesman to convince him of desire and ability to be of service.

The satisfied customer is the best advertisement of the glove department. Hence, it is short-sighted and impolite for the clerk to "rush" a sale where he feels morally certain that the goods will not suit. The dissatisfied customer is pretty sure to go elsewhere next time; it is better to let him go elsewhere for his immediate purchase and to retain his future good will.

Gloves are eminently seasonable goods, and for this reason should be advertised, displayed and pushed only when they are apt to be in demand. Men buy gloves when the feel the need, and usually—except where they have formed the habit of dealing at a certain store or buying them from a certain clerk—are apt to purchase

where they see the first glove display. Hence, glove displays in season (but not before) are important in connection with the glove department.—William Edward Park, in *Haber-dasher*.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Advertise Your Town



By Uniforming
Your
Band Boys

You can make
no better
investment

Buy Uniforms
That Every
Citizen will be
Proud of

We make that
kind

Style Plates and
Cloth Samples
Free

Mention
The Tradesman

THE HENDERSON-AMES CO.
KALAMAZOO, MICH.

The TRUVAL 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

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, March 16.—While in Toronto last week, I met George Laird, a Michigan product, made famous while with the Saginaw Beef Co. by his organizing a banquet committee that gave a banquet at Saginaw each year where from forty to fifty salesmen assembled, got acquainted and enjoyed themselves, feasting and listening to the various speeches and experiences in business, making the Laird banquets an event looked forward to and long to be remembered. Mr. Laird's many Michigan friends will be pleased to know that George, in company with J. McKey, another one of Michigan's products and salesman graduate of the Saginaw Beef Co., has opened the Connecticut Oyster Co., at Toronto, where after two years of struggle against great odds, they won out and bought out the Sealship Oyster Co., their principal competitor. They are charter members of the American Club, one of Toronto's foremost clubs where George and Mack know how to entertain their American friends in royal American style.

F. L. Culvey, another of Toronto's capitalists, reported to be worth around the million mark, was also one of the same company's graduates. His last venture, before going into the mining business at Cobalt, was with the Cornwell Beef Co. here, with headquarters at North Bay, Ont., where his business brought him in contact with capitalists who were getting rich at Cobalt. Frank, like all hustlers, conceived the idea that he, too, might get a share of the wealth that lay all about him, so he dropped his good job and went after bigger game. As he always got what he went after, he is now principal owner of the Beaver Mining Co., out of which he cleared most of his fortune and was also a short time ago elected President of the Temiskeming Mining Co. He is living in one of Toronto's finest mansions with his touring car at the door, is a member of various clubs and has lost none of his ability as an entertainer. Frank can still play the tin whistle and pound the ivories.

H. E. Tremain is another pioneer meat man who got his training in the hog line, but conceived the idea that life was too short to spend all of his days on the hog. Leaving that part to the Swifts and Armours, who had more time to devote to that line, he left Bay City for Toronto and took up the contracting business along with the mining proposition. His company has built many houses on vacant property in Toronto, which is piling up wealth for Tob in a very satisfactory manner.

On reaching Detroit I found that the town was still there doing business at the same old stand. Did not meet Goldstein, but was informed that the Ford Co. had no trouble in getting all the help it wanted, so I went right on through to Saginaw to pay my respects to the Saginaw Beef Co., where the writer obtained his start on the hog twenty-eight years ago and found almost all of the other old timers still on deck with the exception of the above mentioned. I found that W. C. Cornwell and wife had not as yet returned from the Bermudas, where they have been spending the winter.

Bill Perkins is now in the chair carrying the burden during the President's absence, while Jim Copas is telling the boys how to sell more hogs.

John Balzer is not losing flesh and sleep, but he can't tip the scales at 300 pounds yet, but will soon make it, providing the cost of living does not advance until he gets his new auto, which John finds to be a necessity, as he does not want to take any chances in losing any flesh by walking.

Geo. Scheller, who has put in twenty-six years at the clerical end and is still pegging away, having charge of the price auditing and looks about as young as he did twenty years ago, with the exception of one of his feet which has grown larger than the other on account of an accident a short time ago.

Mickie is also there, but says he has only been with the company twenty-three years.

Nels Simpson, the man who succeeded George Baird as Oyster King, is as busy a man as could be found around the office. Nels is also Secretary of the salesmen's meetings which are held in the office each Saturday. He furnishes many useful pointers and is a valuable asset to the business.

W. L. Longstreet, the clerical manager, says that while he has only been with the Beef Co. twenty years, he has worked out the system in the office work that keeps the records up to the minute, which must be very gratifying.

A. L. Rose, former manager of the Cheboygan Cold Storage Co., but now in charge of the Beef Co.'s business at Kalamazoo, was at the Saginaw office Saturday. This was the first time the writer and Mr. Rose had met in five years, but Al does not look a day older than he did five years ago. Hard work seems to agree with him and he reports very satisfactory conditions in his territory. E. E. Rose, his brother, whose headquarters were at the Soo about ten years ago working the C. P. Railway territory from Sudbury to the Soo, who resigned to take a similar position with the Wm. Davies Co., of Toronto, later resigned and located at Edmonton, where he is now in charge of the salesman for the Pat Burns Co., one of Edmonton's largest packing plants.

Arriving at St. Ignace Monday morning I met one of our old Soo boys, Clyde Hecox, proprietor of the St. Ignace News. Clyde still wears that happy smile that won't come off and reports fair business at St. Ignace. Clyde is a booster and will see that St. Ignace is kept on the map.

The Straits of Mackinac are still frozen over and teams are crossing from St. Ignace to Mackinac Island, and there is still plenty of snow in the woods between St. Ignace and the Soo. W. G. Tapert.

Some Interesting Facts About South Haven.

South Haven, March 16.—This city occupies a commanding position on the shore of Lake Michigan at the mouth of Black River, which forms a safe and commodious harbor. It is a station on the M. C. and the K., L. S. & C. Railways, thirty miles northwest of Paw Paw, the county seat. It is one of the most attractive, as well as one of the most beautiful cities in the State, with shaded highways and substantial homes.

There are good stores and markets, excellent hotel and boarding house accommodations and it is a popular summer resort, upwards of 20,000 resorters being housed here during the season. It was incorporated as a city in 1902, is lighted by electricity, has an excellent system of water works, a well organized fire department, a sewerage system, a modern opera house, two banks, nine denominational churches, an excellent public school system and a public library occupying a \$15,000 Carnegie building. A gas plant installed at an original cost of \$40,000 supplies gas for lighting and fuel. A pipe organ factory and wood working plant were furnished sites and buildings by the city and will be given them when a certain sum has been paid out in wages. The other industries are Cable-Nelson Piano Co., canning factory, Spindle Carving Works, foundry, planing mills, cigar, syrup, pickle, preserve, vinegar and basket factories. A new Masonic Temple, 52x115, of

three stories, first floor occupied by the postoffice and store room, with fine lodge rooms, dining hall, etc., above, is now nearing completion.

The following business men are live wires in their particular lines and are readers of the Tradesman:

Chas. J. Monroe, President First State Bank.

R. J. Madill, Assistant Cashier Citizens State bank.

S. Van Ostrand, druggist.

S. Baker & Co., groceries and meats.

Claude F. Gish, groceries and meats Merrifield & Twichell, farm implements.

Don A. Young & Co., groceries. Davis & Putnam, groceries.

Johnson & McKimmie, clothing.

Malbone Hardware Co., hardware.

Moore Hardware Co., hardware.

C. F. Suhr (Suhr & Mann.) shoes.

Robert Patterson, drugs.

Payne Printing Co., commercial and colortype printers.

Merson Shoe Co., shoes.

Chas. E. Abell, drugs.

L. D. Bellinger, groceries.

Bosch & Son, groceries.

A. R. Booze, grocer and baker.

Burge & Burge, grocers and bakers.

J. E. Durkee, grocer and baker.

Funk & Merrifield, coal and wood.

M. Hale & Co., department store.

Thos. M. Wheeler, shoes.

Merson Bros., groceries.

Geo. W. Cain, fruit farm.

Niffenegger Bros. handy market.

Johnson Hotel.

St. George Hotel. W. R. Wager.

Merry Musings From Muskegon.

Muskegon, March 17.—Wm. Engle was a Sparta visitor Monday.

Geo. Hobbs spent several days in Fremont and vicinity last week.

Jos. Whaley has been spending the last few days at home.

John Porter expects to be back on his old job with the International Harvester Co. in a few days.

Saturday, March 21, is the annual meeting for No. 404. As it is election, we hope to see a good turn out of the boys.

During the last few months we have tried in our feeble way to write for Muskegon to the Tradesman, but we now find that we cannot longer do so. We know that our items have not pleased everybody at all times, but have tried to be fair with everybody. We wish to thank our brother correspondents for their courtesy and Mr. Stowe for valuable space in his paper. While we shall carefully read the news gathered by our brothers, we bid you farewell with this issue.

E. P. Monroe.

Gems From Emerson.

Envy is ignorance.

Insist on yourself; never imitate.

God will not have his work made manifest by cowards. It needs a divine man to exhibit anything divine.

Expect me not to show cause why I seek or why I exclude company.


If you would be a man, speak what you think to-day in words as hard as cannon balls, and to-morrow speak what to-morrow thinks in hard words again, though it contradicts everything you said to-day.

Check this lying hospitality and lying affection.

The civilized man has built a coach, but has lost the use of his feet. He has a fine Geneva watch but he has lost the skill to tell the hour by the sun.

Has a man gained anything who has received a hundred favors and rendered none?

Always pay; for, first or last, you must pay your entire debt.



Get Together With your Bookkeeper

Be sure that your system is efficient. Then let us make the forms. You will get the best workmanship and service from a concern that has specialized in this business for ten years.

KALAMAZOO LOOSE LEAF BINDER CO.
KALAMAZOO, MICHIGAN

Every Transaction in

STOCKS AND BONDS

Turned Over to Us Receives the Maximum of Attention

The Business of our Brokerage Department is Built on Reliable Service

Howe, Snow, Corrigan & Bertles

Investment Securities

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



HARNESSES

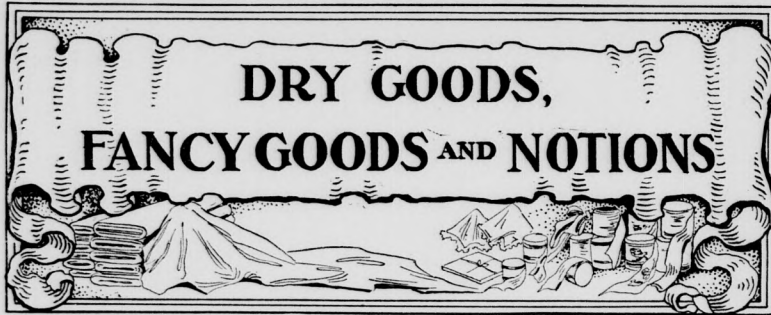
"The Sun-beam Brand"

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.



From the Hard-Headed Farmer's Point of View.
Written for the Tradesman.

"Alf Westlake tackled me yesterday," remarked Farmer Jones to Dr. Orton as the latter paused in his rig for a friendly chat as he was passing the Jones place. "because we send away for some of our goods. 'You farmers spend your money with the mail order houses and you kill the home town. Haven't you any local pride? Alf said: 'Shouldn't you rather be contributing to the prosperity of friends and neighbors right here in your own township than swelling the fortunes of multimillionaires in Chicago? Do Montgomery Ward and Sears and Roebuck pay any taxes to keep up our schools and build our roads and meet other public expenses?"

"It's mighty shabby of you farmers because you can save a nickel on a dollar once in a while to withdraw your patronage from the stores of Orchardville. A good thriving little town here would increase the value of the farming land for many miles around. But what can the storekeepers do when the farmers—and those that are well fixed too and spend considerable money and can afford all kinds of comforts in their homes, are infatuated to send away for their goods?"

It should be explained to the reader that the Alf Westlake spoken of conducts a good-sized dry goods and general store in the little town of Orchardville. Farmer Jones is what the newspapers call a horny-handed tiller of the soil—owner of some 160 acres of good land with excellent buildings and well stocked, all the result of long years of labor and skillful management, for he started with nothing.

"Well, Doc," Farmer Jones continued, "when anyone comes at me in that way, I try not to let my whiffetree drag on the wheel, so I told Alf Westlake some things.

"Now see here, Alf," I said, "so long as you've honored me by so great frankness, I'll try to be equally candid with you. In the first place I want you to answer me squarely one question—What are you in business for?"

"For what I can make out of it, of course," he answered.

"So I supposed," I said. "You don't even claim that Westlake's Dry Goods Emporium and General Store is a benevolent institution. You are running this store just as I'm running my farm, for what there is in it. Your motives in building and stocking this store were no loftier than

mine were in buying my land and clearing it up and improving it.

"Now I don't want to be a mean, stingy man. I help pay the preacher, even if I don't attend church often and when Maria, my wife, finds any suffering or want in the neighborhood—and I must say she's got a keen eye for everything of the kind—why we try to help 'em out even though most such cases are a mighty shiftless lot. And when there's a subscription paper passed around, I think it's very rare that I'm not given an opportunity to do my share.

"But it hardly seems to me that you storekeepers of Orchardville ought to be considered exactly objects of charity. The majority of you wear better clothes than we farmers do, you have more expensive furniture in your homes, more of your own automobiles, and if you put in any more hours in a day or more days in a year than I did for forty years, you are doing some work. I know I have got a valuable piece of property out there and as good a bunch of stock as there is in this county. We have about all the labor-saving contrivances that have come out, both for the farm and for the work in the house. We drive to town in a good automobile and my wife and I are taking it a little easy in our old age.

"But let me tell you that it has not always been smooth sledding with us, nor is it now for a good share of our neighbors. You fellows from town like to ride out in the country when strawberries or peaches are ripe, and you get off a great spiel about the care-free life of the farmer—the thick cream and delicious fruit and vegetables and fresh eggs—you seem to think these things all grow without any work or trouble. But I notice that most of you are not anxious to exchange your stores for farms; and if the back-to-the-land bug does really get a hold on one of you, it usually takes only a year or two of the real experience to satisfy you.

"Say what you will, the farmer has a hard life, and I feel that wife and I have well earned all that we have of this world's goods. Oftentimes it has been a fight against heavy odds. Dry years, grasshoppers, potato bugs, disease among the cattle and hogs—we have been through it all. And we have won out by keeping everlastingly at it and not by favor.

"When I have had a crop of hay or potatoes to sell, I couldn't argue anyone into believing it was a matter of duty to buy of me at a higher figure than the same things could be

Foreword

It's only a matter of a few weeks when another underwear selling season is upon us. You will be face to face again with the problem of how to profitably increase your underwear sales—how to get the upper hand of competition.

To be selling the nationally advertised lines is a sign of progressiveness on your part. It is an indication that you, in directing your store affairs, recognize their advantage over unbranded and unknown lines.

Here's a line of trade-getters—lines that will help you reap the benefit of their national advertising:

B. V. D. for Men

Porosknit for Men

Twintex for Men

Cumfy Cut for Women

Olovnit for Women

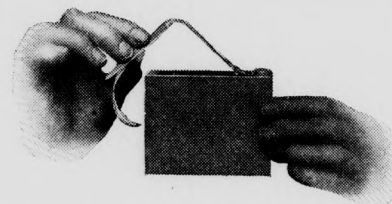
Lastlong for Men

Prices per dozen for two piece garments and Union Suits 90 cents, \$1.25, \$2.15, \$2.25, \$4.00, \$4.25, \$4.50, \$8.00, \$8.50, \$9.00, \$12.00 and \$18.00. Place your order now.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



The New Self Threading Bodkin



After using, just replace the flat, gilt bodkin in the holder and it is automatically re-threaded for next time. This eliminates waste, soil and tangle. Can be sold at 10 cents—no more than the ordinary kind sells for. Price per carton of 36 pieces assorted is \$2.25. On sale in our Notions and Fancy Goods Department.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Mich.

bought for from someone else. The farmer is compelled to take just what the market offers for his stuff. If ever I have sold anything at an extra price, it was because I had an extra good article to sell or could deliver at a time when others couldn't or wouldn't.

"That is the way, Doctor, that I laid it down to Alf Westlake.

"Now I see no reason why Alf Westlake and the rest of them over at Orchardville shouldn't do business on the same principle that I have to. I surely would rather buy everything we need right here in our home town than to go to the city for it or send to the mail order houses—providing I can get as good value for my money. I am more than ready to boost for Orchardville and to spend every dollar there that will bring me as much as it would spent somewhere else. The seeing what you are getting, being able to exchange things that don't fit, and getting goods without waiting for them—these all cut some figure as well as freight charges, and I think all fair-minded farmers are willing to make a due allowance in favor of the local merchant for these advantages. But when it comes to asking us farmers to trade at home because we ought to—that is not along business lines and does not take hold. If it were a lot of ministers and missionaries they were dealing with, it might work; but I doubt it, for I have noticed that there is a good deal of human nature even about ministers and missionaries.

"I told Maria what Alf said, and while my wife is usually a mild sort of woman, she flared right up about that.

"Thinks we ought to spend our money with him, does he? Didn't he get Mrs. Westlake an eighty-five-dollar set of furs for Christmas? Samuel, just when do you think you can afford to give me eighty-five-dollar furs?"

"Well, I changed the subject. I didn't want Maria's mind to get to running too much on furs. It's like this, Doc, men and women who work as hard for what they have as we farmers do are not likely to be easily touched by such arguments as Alf put up to me yesterday—not until we see more evidence that the merchants are having as hard a time and working as many hours as we have worked for the best years of our lives.

"And as for what the town is doing for us and all that hot air, there is just as much to be said on the other side of the question. Who keeps up the roads for them to drive out in the country, and if good farms around a village don't add as much to the value of their property as the village adds to the value of our farms, I miss my guess.

"No Doc, I tell you those storekeepers are on the wrong track. Let them quit this baby game and put up a fair fight by giving us as much and as good for our dollars as we can get anywhere, and they will be making some real headway in keeping the trade at home."

Nearly all village and small town

storekeepers are right up against mail order house competition. They can not too soon get hold of the farmers' point of view, which is accurately represented by the above quoted remarks of Farmer Jones.

Whether the farmers are ethically or economically correct in their views is not the question. Almost to a man they feel they have the right to spend their money where they can get the best value for it.

The practical and successful merchant meets conditions as they are. The mental attitude of the farmers is a condition. So long as this attitude is what it is, the issue becomes one of prices and values. Convince the farmer he can do better with his money dealing with you, and he will deal with you. So long as he believes he can get more or better for his money by sending away, a considerable share of what he spends is bound to go to swell the business of the mail order houses.

The appeal to the farmer must be made chiefly on value. Local pride, boost the home town, and neighborly favor must be kept subordinate. It is idle to talk with the farmer about his duty to deal at home, if he believes they are giving better bargains in Chicago. Until you make your prices talk, it is useless to offer the local-patriotism arguments. And if these are idle as to the farmer himself, they are even more unavailing with his wife. Fabrix.

Going Straight to the Point.

Methods of work count for a great deal. The first essential of good work is a definite aim. To be a successful shot a man must have a mark to shoot at. To be a successful salesman he must have a definite objective in everything he says to a prospect.

Don't go round and round in general assertions that your goods are the right thing. Find out what obstacle is in the way of the sale and remove it. It may be a prospect's skepticism or his feeling that he can't afford to buy now, or his preference for some one else's goods, in which latter case it is your business not to disparage your competitor but to prove the greater advantages of your own line. It may be one of a hundred objections, but whatever it is spot it as soon as you can, and attack that one definite obstacle.

Don't waste any ammunition arguing points that the prospect already knows about your goods, or points that are obvious, or points that he takes for granted. Concentrate on the thing that is surest to convince him. Take a hint from his own manner of opposing you—his objections are specific, and aimed where they hit you hardest. They are not generalities. They meet you square in the face. Your success depends upon whether your methods of convincing him are more concentrated than his ideas about not wanting what you have to sell.

The old fashioned woman who used to cry for what she wanted acquired a lot more than the modern militant suffragette.

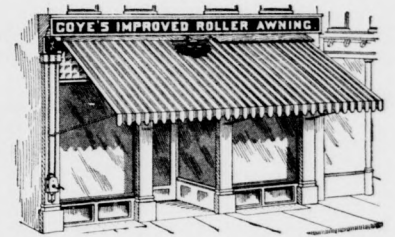
We are manufacturers of
Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.



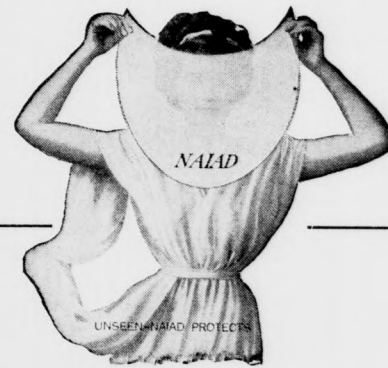
AWNINGS



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

CHAS. A. COYE, INC.
Campau Ave. and Louis St., 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



A Good, Strong, Medium-Priced Line

Buffalo Trunk Mfg. Co.

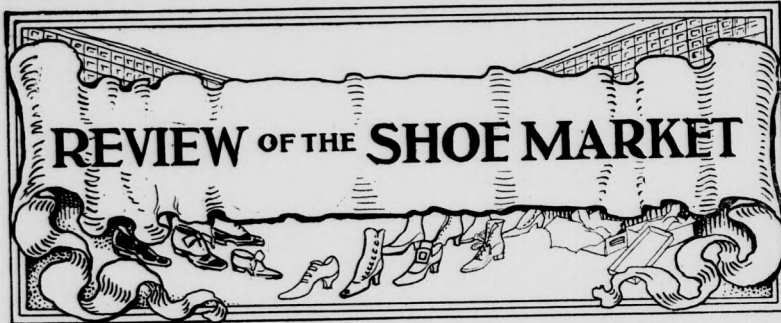
MANUFACTURERS OF

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



Helping Parents to Better Juvenile Footwear Investments.

Written for the Tradesman.

The people of the United States consume annually 270,000,000 pairs shoes. This seems like an appalling amount of footwear; but when you stop to consider that these shoes must be divided up amongst nearly one hundred millions of people, it isn't so extravagant—being actually less than three pairs of shoes per capita for the entire year.

Children are the heaviest consumers of footwear. An adult can usually get from three to six months' wear out of a pair of medium or better grade shoes, but children can't. Some children get through a pair of perfectly good shoes in three or four weeks. I have known cases—rather exceptional ones, to be sure—where soles were worn through in two weeks. They were good soles to start with; and they weren't burnt on fenders or registers either; but actually ground thin by attrition.

Children put all of their wear commodities to severe tests; but they seem to be hardest of all on their shoes. If you are trying to get at the reason for the swift and awful consumption of juvenile footwear, study the antics of the little people, from seven to twelve years of age, as they disport themselves on the schoolhouse playgrounds. Watch them run and hop and jump and skip and grind about on the screenings with which the playgrounds are commonly paved, and be no longer uninformed. It isn't of the nature of leather not to wear under such severe usage.

Buying shoes for children is, for many large but poor families, a serious item in the annual expense budget. To many parents, who must practice rather rigid economy to make ends meet, it doubtless often seems as if they were buying shoes all the time. And sometimes, unfortunately, they seem to incur the idea that everybody in the shoe business and in all allied industries are banded together in a gigantic enterprise to fleece the public. And some people are inclined to suspect that juvenile shoes are often purposely "adulterated" so as to make them wear out quickly.

Storekeepers and shoe dealers handling children's shoes ought to recognize the fact that they have assumed a serious responsibility; namely, the duty of helping parents to better juvenile footwear investments. It certainly isn't enough just to fit the feet of the little patron, ring up the cash and usher the

little patron and his parent out with the duly accredited blandishments. It isn't enough merely to sell children's shoes; they should be sold advisedly.

Put yourself in that parent's place. Consider that, in his case, it is more than likely that the dollars must be stretched to the limit of their purchasing power; and, with this thought in mind, give him the benefit of your specialized knowledge about the possibilities and limitations of juvenile footwear.

Why Children's Shoes Wear Out.

I have already intimated that one of the primary causes of the rapid dissolution of children's shoes is the hard-wear service to which little people put their footwear. But there are some other matters that should also be considered.

For one thing, many parents insist on light weight shoes for little people. They seem to look neater; and they doubtless do feel more comfortable to little feet—at first. But it stands to reason that feather-weight footwear cannot have the same enduring qualities as the heftier leathers. The more the sole is thinned down the less there is between the foot and the ground—the less protection and the less wear. Children's fall and winter shoes especially, ought to have plenty of solid substance to them. The soles should be thick and the upper stock ought to be cut from skins with some heft and body to them. The shoe will adjust itself to the little foot, if the garment is properly fitted, and there'll be no trouble about the discomfort or clumsiness.

Now, there are shoe manufacturers who know how to put heft in juvenile footwear, and the storekeeper or shoe dealer who wants to render the best service to those of his constituency who buy children's shoes from time to time, should learn who and where these dealers are, and tie up with them. Try to stock with lines of solidly built, substantial, wear-proof shoes for little people.

Of course such shoes cost more money, and consequently must command a higher asking price; for it stands to reason that, by using thin, flimsy stock, and skimping wherever it is possible to skimp, a less expensive commodity can be procured. But this popular-priced footwear for children is a poor investment. Nobody knows that any better than the retail shoe dealer himself.

Children's shoes wear out quickly, in many cases, just because there was practically no wear in them, to start with. They either didn't have enough



No. 367

GENUINE HARD-PAN

in the R. K. L. Language means,

GENUINE SERVICE
SATISFACTION
SAVING

We are the originators of Hard-Pan Shoes, and as such realize the requirements of that particular brand. It is impossible to make this shoe better than we have and still keep the price moderate. **THEY ARE BEST BY TEST.** Plain Toe, Bal and Blucher. High Cut.

Rindge, Kalmbach, Logie Company

"Shoemakers for the World"

GRAND RAPIDS, MICH.

Get to Know Our Salesmen and Specialty Lines

Our salesmen start out this week with their new lines of *these Specialties*.

Here they are:

*The WONDERFUL Shoe
for Men*

*The Delightful Shoe
for Women*

*The MICHIGAN
DAIRYMAN'S Shoe*

The Tredrite Shoe

Michigan's Only Specialty Shoe House

Grand Rapids Shoe & Rubber Co.

Grand Rapids

body and left to them to hold their shape and resist the terrific wear and tear of incessantly active little feet, or they were made out of cheap and shoddy leather—produced as inexpensively as possible, to meet a popular demand for a low-priced commodity.

And in a cheap shoe, everything is necessarily cheap—workmanship no less than the materials that enter into it. Cheap children's shoes are poorly made. Operatives are speeded up to the limit; little care is taken to make the commodity intrinsically good. Of course the consumer is ultimate in fault in demanding such footwear; for back of the visible output there is always the popular call. But back of the popular call—and this is the point I want to drive home—is the local dealer's responsibility; it is up to him to influence the call; to mold public sentiment in such matters; and to help his customers to a better knowledge of juvenile footwear.

Before passing on to the point which logically follows, I must pause to notice very briefly another reason for the rapid disintegration of children's shoes; namely the abuse of them. Little people are imprudent. They neglect their shoes shamefully. They wade in puddles of water when there are plenty of perfectly dry spaces. They go out of their way to get into the mud. They have no fear of broken glass; and they seem to be unmindful of the cutting and marring possibilities of rocks, broken crockery and glass-ware, tin cans, and other destructive objects that go to make our city junk heaps. Mud is allowed to dry on little shoes, and remain there as long as it can; and soles are scorched and burnt on stoves and fenders and registers. Little people just don't think. Of course they are often reminded of their carelessness, but in spite of such warnings, they keep on abusing their footwear and subjecting shoes to tests under which shoes cannot stand up. They aren't made that way. To be sure some children are more heedless than others; but it is well enough for parents to remember this in accounting for the rapid consumption of their children's shoes.

Grading Up the Best Solution.

The only feasible way to make children's shoes wear longer is to get better shoes to start with. A friend of mine was telling me the other day about the cost of keeping his little girl in shoes during the winter. He said: "She's eleven years old, and an active, red-blooded little body; and awfully hard on shoes. I got her a pair of dandy lace kid boots early in November. They cost \$4.00, and were strongly built; really a beautiful pair of boots. The first soles and heels lasted a month although they were good shoes. Had 'em half-soled and heels built up. The second soles and heels did a little better—lasted, I believe, five or six weeks. The next time I had them half-soled I told the repair man to put on thicker soles. And these she wore until the other day. She

got clean through both soles before I knew it this time; and when I took them in to the repair man he said, "We'll have to put a new welt on; the old welt has been sewed through so often it won't hold any more." I said, "Go ahead." He made a neat job of it, and the shoes look almost as good as new. They'll easily last through March; maybe well on into April. So you see she got at least six months' wear out of that pair of shoes; maybe six and a half; and the expense stands as follows:

Original cost of shoe,\$4.00
 Half-soled and heels twice, .. 1.20
 Welt and half-sole and heels, .75
 1 pair new laces,05

Total, \$6.00

The father explained to me that the little girl likes the shoes so well she wore them for Sunday and special wear occasions in preference to her patent leather dress shoes. So it struck me that this was quite an interesting example of economic shoe investment. At least six months wear for six dollars—a dollar a month; and stylish, beautifully made shoes for the little girl all the while.

These must have been high grade shoes. Where parents are careful to get good value in their juvenile footwear purchases—really well made shoes, and shoes well made out of the best of materials—they'll have far less trouble and expense in keeping their children in shoes. When the soles wear through and the heels grind off—as they will in any event—they can be repaired for fifty or sixty cents so as to look almost as nice as they did to start with.

Cid McKay.

Thirteen Mistakes in Life.

To attempt to set up your own standard of right and wrong.

To try to measure the enjoyment of others by your own.

To expect uniformity of opinions in this world.

To fail to make allowance for inexperience.

To endeavor to mold all dispositions alike.

Not to yield in unimportant trifles.

To look for perfection in our own actions.

To worry ourselves and others about what cannot be remedied.

Not to help everybody, wherever, however and whenever we can.

To consider anything impossible that we ourselves cannot perform.

To believe only what our finite minds can grasp.

Not to make allowance for the weakness of others.

To estimate by some outside quality, when it is that within which makes the man.

A rolling stone gathers no moss, but it's a smooth one just the same.



Experience Demands Quality

The quality of ROUGE REX SHOES satisfies that demand.

They are solid leather throughout; made for the man who works, and because they completely satisfy the consumer; they sell at a good profit to the dealer.

Write for our new catalogue.

Hirth-Krause Company

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

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

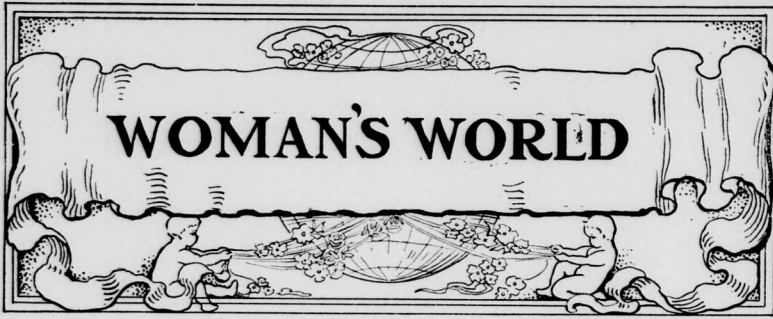
HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICH.



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



A Case Involving Principles of General Application.

Written for the Tradesman.

My old friends the Wetherbys have just lately gotten onto Easy Street. Years ago, just after they married, they invested all the ready cash they had, the savings of both, by the way, in some lots in a new village that gave considerable promise. The boom in Mapledale soon collapsed and for a long time the town stood still. Next it actually seemed to go back and this for a number of years. Sometimes the pair wondered whether it was worth while to keep up the taxes. Luckily they did.

Three or four years ago things there took a turn for the better. Two railroads and several factories came in. Phenomenal growth and development followed and Mapledale is now a flourishing city. To make a long story short, three weeks ago the Wetherbys sold two of their lots for several thousand dollars, and they still have six or eight that are even more valuable.

Emma Wetherby has written me a long letter telling me all about their streak of luck. "It seems so good," she says, "after all these long years of toil and sacrifice, to have this little windfall of substantial prosperity—like coming upon a green and delightful oasis in a desert journey."

Emma is a little flowery in her manner of expressing herself and much given to hyperbole. In actual fact, John Wetherby has earned a fairly good salary and for years back they have had all comforts and many luxuries. Still, having brought up three children and always having been an excellent housekeeper, Emma has worked hard and doubtless it seems to her that she has denied herself exceedingly.

"Now we can take life more easily," she writes, "and carry out some of our long-cherished plans."

But it seems that already she has found a flaw in the jewel of happiness—a fly in the ointment of perfect content. Now that they feel that they can afford to spend a little money, their ideas as to just the most enjoyable way to do it do not coincide. John wants an automobile and Emma prefers a trip to Europe.

She explains in detail. The reason they never have had a car is because "John simply can't bear the cheap ones." The kind he seems to be most taken with and which she fears he really is figuring on is a \$3,500 machine of the latest model and I should judge with about all the frills. Postal restrictions prevent my mentioning the name, but it is some car.

Emma goes on to say that the only time she mentioned the trip to Europe John looked annoyed and remarked that money spent in that way is simply dropped—you have nothing tangible to show for it. While when you buy a good car you have a valuable piece of property that will last for years.

Emma's arguments in favor of the European tour, given at much greater length, follow. I quote very sparingly. "Those cathedrals and art treasures, the piled up wealth of all the ages—you simply can't see those things in a new, raw country like ours." * * * * As the reader may surmise, Emma belongs to a literary club and goes in for culture.

"What I have in mind," she continues, "is a little short inexpensive trip—England and Scotland and just the principal places," she underscores principal, "on the Continent. It would cost only a few hundred dollars apiece I am sure, and then the cost would end. When you buy a car you open up an expense account that is an endless vista." That last is rather aptly put.

Then she lapses into a characteristic strain. "I felt so hurt," she writes, "at John's brushing it aside so coolly when I mentioned what has been in reality the dream of my whole life, that I haven't had the heart to say anything more about it. But it seems to me I just can't see that money—all we feel we can spend at present—put into a car and my own pet plan indefinitely postponed. I do not want to be selfish, but I do so wish my husband understood my feelings better. And Quillo, dear Quillo," she concludes, "do you think that it is a wife's duty always to yield her preferences to those of her husband?"

Beginning by answering this last question first, I will say most emphatically that I do not believe that it always is a wife's duty to yield her preferences. I will go farther and say that often, very often, it is a wife's duty not to yield her preferences.

The best and the only way to refine a man's earthly nature and rid his soul of impurities and dross is to give him abundant opportunities for self-denial. He should be gently led into the cultivation of the admirable virtues of magnanimity and self-abnegation.

I stand for the square deal in matrimony—the sacrifices and the plums of life to be divided as nearly in the middle as possible. Devotion should be mutual. Neither side should have all the pleasures, all the luxuries, all

the good clothes—neither side should make all the concessions and practice all the petty economics. Perfect fairness, so far as this is obtainable, will result in greater happiness for both in the long run and more symmetrical development of character.

Since it is only just and fair that she have the coveted trip to Europe, I do not hesitate to advise my friend Emma Wetherby to hold out for it.

Mrs. Wetherby is not what could be called a downtrodden wife, but she is one of the kind of women—and there are many such—who do not assert their wishes and preferences sufficiently, and then feel hurt and sore because they are not deferred to. She will assume a martyred air and complain in confidence to her friends that "John is so thoughtless and inconsiderate," when it should be her great business in life to train him in thoughtfulness and consideration.

Jack Wetherby is no more selfish than any other normally constituted member of his sex would be under the circumstances. A man who would become unselfish under such training would simply be too good for this world, and would likely be taken off by the first slight indisposition.

So I will say to my friend Emma Wetherby, by hook or by crook you

have that trip to Europe. By tact, by finesse—finesse, by the way, has been the long suit of the smartest women of all ages—by downright insistence if necessary, carry your point for you want only what is just and right. Only you must get in your work before the high-priced-automobile germ has gotten too tight a grip on your husband.

By the way, there is at least one book, and a delightful one at that, describing motor trips in Europe. Possibly some literature of this kind might aid your cause. It doesn't so much matter whether an automobile would be the most practical means of getting about after you are over there. The main thing just now is to get him into the mental state of wanting to go.

When your husband sees that you are really determined upon the trip, he will quickly devise ways and means. I remember Jack always had a very good head for figures, and he will see at a glance that the European trip and a lower-priced but still very good car can both be compassed within thirty-five hundred dollars. Incidentally I may say that the people who seem to get most pleasure from automobiling are those who own the little cars that you can buy with a check of three figures:

Knowing the Facts

ONCE your customer has tried National Biscuit Company products she knows that they are the best that she can buy or that you can sell. The woman who adds one more item to her list of National Biscuit goods pays a tribute to the facts in National Biscuit Company advertising.

The first purchase of National Biscuit Company product by your customer will surely lead her to using a variety of them—a fact that you can prove for yourself.

A complete assortment of National Biscuit Company goods in the famous In-er-seal Trade Mark packages or the attractive glass front cans means better merchandising and more biscuit business.

NATIONAL BISCUIT COMPANY

In conclusion let me add that John will enjoy the trip once you get him started on it; and after you return you, Emma, will enjoy bowling along beautiful country roadways in the smart car that will be purchased immediately on your return. And when you think of all the people who can neither go to Europe nor own a car, you both ought to be very happy indeed.

And let all wives take notice that it is downright foolish to make a practice of always cutting the biggest piece of pie for your husband, and indeed handing it to him, and then whine to your friends because he takes it and in time comes to expect it. Quillo.

Sticking To It.

I used to run a beeswax store at Punktown-in-the-Hole, and people asked me o'er and o'er, "Why don't you deal in coal? The beeswax trade will never pay—you know that it's a sell; if you take in ten bones a day, you think you're doing well."

Thus spake these thoughtful friends of mine; I heard their rigamarole, and straightway quit the beeswax line, and started selling coal. I built up quite a trade in slate, delivered by the pound, and just when I could pay the freight, my friends again came round. "Great Scott!" they cried, "you ought to quit this dark and dirty trade! To clean your face of grime and grit we'd need a hoe and spade! Quit dealing in such dusty wares, and make yourself look slick; lay in a stock of Belgian hares, and you'll make money quick."

I bought a thousand Belgian brutes, and watched them belge around, and said: "I'll fatten these galoots and sell them by the pound, and then I'll have all kinds of kale, to pleasure to devote; around this blamed old world I'll sail in my own motor boat." But when the hares were getting fat, my friends began to hiss: "Great Caesar! Would you look at that! What foolishness is this? Why wear out leg and back and arm pursuing idle fads? You ought to have a ginseng farm, and then you'd nail the scads."

The scheme to me seemed good and grand; I sold the Belgian brutes, and then I bought a strip of land and planted ginseng roots. I hoped to see them come up strong, and tilled them years and years, until the sheriff came along and took me by the ears. And as he pushed me off to jail, I passed that beeswax store; the owner, loaded down with kale, was standing in the door. "If you had stayed right here," he said, "you'd now be doing well; you would not by the ears be led toward a loathsome cell. But always to a disaster wends the man who has no spine, who always listens to his friends, and thinks their counsel fine. —Walt Mason, in Butler Way.

Every time we hear a man say he loves his enemies or likes to work we are tempted to speak up and say what we think.

Lots of uncles and aunts forget that children are born to make a noise in the world.

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 returned 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 that 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.

How to Know Your Profits

and other useful information for the Retailer

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. Price 50c.
Copyright 1913. JOHN HERKENHOFF, Albuquerque, New Mexico
P. O. Box 122

Dear Grocer:

How would you like to do without the telephone, or the display counter, or the free delivery mail service?

How can you get along with that old scale which is so inconvenient and robs you of a portion of your profits?

The 20th Century Standard Computing Scale will save enough to pay for itself in ONE YEAR.

WRITE FOR INFORMATION

W. J. KLING, Sales Agent

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



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.



Will You Help Us to Observe California Raisin Day April 30th?

We want you. California Raisin Day is in its sixth year. We want you to observe it, to boost California Raisins in your city. You can build up a nice trade in raisins, besides interesting new customers in your store.

Have plenty of raisins on hand.

Have Plenty on Hand
Raisin Day
April 30

CALIFORNIA RAISIN DAY APRIL 30th

Our Window Trim Will Pull

People Into Your Store

This window trim is FREE. It consists of pennants, posters, window cards, stickers, recipe books, etc. You'll find great results can be obtained.

Recipe Books

The recipe books are prize recipes, carefully selected.



California Raisin Day Committee,

Fresno, Cal.

We Pay Express



Cash Prizes

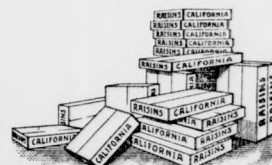
\$50.00, \$25.00, \$15.00

each for the best newspaper ads. and window displays. Send ads. and photos before May 15.

If you make use of our window trim as we suggest you will be able to trim a window surprisingly well. It will attract much attention.

NOTICE

Be sure your ad. or photo is in by May 15.



Lowest

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

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

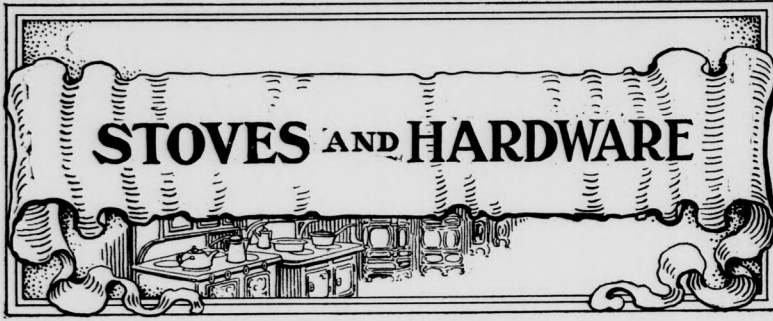
We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

Use Tradesman Coupons



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.

Housecleaning Hints for Hardware Men.

Written for the Tradesman.

Little touches of warm weather and sunshine apprise the alert housekeeper that housecleaning time, with spring, will soon be here. The wide-awake hardwareman, who wants his share of the housecleaning trade and a little more, is taking the hint and preparing for that phase of his spring campaign.

Doubtless, he will be compelled to beat carpets, shift furniture, and eat off the kitchen range during his odd moments at home; but consolation is his, that he is due to secure a goodly rake-off on the like misfortunes of other men. And, if he fully senses his opportunities, he will turn his own housecleaning experiences of other years to good advantages in preparing to cater to the housecleaning trade this spring.

For the most part, the goods which are in greatest demand at this particular time form part of the hardwareman's every day and all the year round stock. A large variety of articles can be featured to good advantage in this connection. Brooms and brushes of all sorts are eminently in season. Mops, pails, carpet beaters, hammers, screw drivers, and handy tools of all sorts, tack pullers, tacks, nails and the like, will all be liberally requisitioned. And there are many labor saving devices which the hardwareman usually handles and which can be pushed to great advantage at this particular season of the year.

It is good policy to start the campaign early. Presumably, the hardwareman has a stock of these articles sufficient to meet all demands. It is easy to wait until the demand comes, and then to simply meet it; but it is eminently wise and profitable to display and advertise the housecleaning goods ahead of time, and thereby get the trade started in your direction before your competitors get busy. The featuring of housecleaning goods a week or two ahead of the rush may not seem immediately profitable; but the prominence you now give to these lines will attract notice, and help to fix your store in the minds of housewives when the time comes for them to purchase.

An excellent starter is a window display. It is a direct appeal to every woman who sees it, and will coax into the store many who otherwise would pass by on the other side.

But it is not sufficient to display a few traditional lines, always associated with the housecleaning season. The wide-awake hardware dealer will think up new applications for old lines. It is a time for cleaning up everything—what about the old stoves? Here is where stove polish can be given profitable prominence, stove brushes, and anything new and up-to-date in this line. If you will only push them, you can sell gloves to protect the hands when using the polish. Polishes of all sorts are timely—for silverware, cutlery, brass and the like.

Use contrast in pushing the sale of polishes. For instance, a tea kettle, one half polished and the other half dirty, makes a far more effective advertisement than if the whole kettle were polished. You give, practically, a moving picture of the results achieved by the use of the polish. The same idea can be adapted for the advertising of varnishes, furniture polishes, and many similar lines.

A temporary housecleaning department can often be introduced to advantage. Set aside a section of your store, convenient to the door, for the display of housecleaning goods. For the smaller articles tables can be advantageously used. The grouping of all housecleaning articles together, and the displaying of practically everything, will bring to the notice of the customers many articles which they need, but which they might otherwise forget or neglect to purchase. Furthermore, the energetic clerk will find it much easier to suggest extra articles when everything designed for housecleaning purposes is conveniently placed and displayed than he would if one article were at the front counter and another at the back of the store.

Paint, and paint specialties, are, of course, timely, as every hardwareman knows. It is a good time to get a line on big paint orders. Then, too, the hardwareman who uses his opportunities judiciously can readily get in touch with range prospects. It is in the springtime, with warm weather approaching, that the housewife commences to feel the deficiencies of her old kitchen cook stove; and, even if the hardwareman cannot make a sale right at the time, he scores a point if he interests her in the subject. Or, where a customer has recently purchased a new range, she can often be interested in a second hand range or cookstove for use in the summer kitchen or basement during the hot months.

The vacuum cleaner is essentially a pushable line at this time of year.

Many hardwareman who found these machines difficult to sell at first gained a foothold by renting. The housekeeper who tried a machine in this way and found out its convenience by actual experience was in many cases eager to purchase; and usually became an ardent advocate of the new contrivance. Renting should, however, be done cautiously, and with a view always to effecting a sale ultimately. One hardwareman who rents does so with the stipulation that the amount of the rent can be applied on a purchase at the expiration of the time. Many customers are in this way educated to the saving involved in buying outright.

It pays to demonstrate goods of this sort, wherever there is opportunity or possibility for a demonstration. What is more, don't demonstrate in an obscure corner of the store; have the demonstration take place in the front window, where passers by can see, whether they will or no. Machinery of all kinds can be effectively demonstrated, as well as paint and varnish specialties, polishes and the like. People like to see things in action, and what an article will do in their presence constitutes a far more convincing argument than what the salesman says it will do.

This is a good time, also, to push the sale of labor saving devices of all sorts. Anything that will make the housework easier will be appreciated. Washing machines, kitchen utensils of all sorts, electrical devices—of which there are a rapidly grow-

ing assortment on the market—can be featured profitably at the season when the housewife is "worked just to death" and feels the need of every sort of helper.

William Edward Park.

Boomlets From Bay City.

Bay City, March 16.—It has again been proven that it pays to advertise. "Go to church Sunday" was advertised several weeks in our city and yesterday the churches were filled at both morning and evening services.

The announcement yesterday morning of the death of John A. Stewart shocked the general public, as his career for seventeen years as Superintendent of Bay City's schools and recently Register of Deeds brought him into more than ordinary prominence and gained for him the confidence and love of all classes.

W. E. Bouchee has recovered from a severe illness and is again calling on his customers.

The regular meeting of Bay Council, No. 51, last Saturday evening, was attended by about one-third of our members. It was an enthusiastic meeting from start to finish. Three candidates, Geo. H. Bonhago, E. R. Jones and W. H. Eton, were initiated and officers for the ensuing year were elected and installed.

Signs of spring are in evidence. A large flock of geese was seen going northward this morning and the boys are playing marbles on the sidewalks.

Two well-known salesmen, selling the same line of goods, recently met at the store of Henry Stephens & Co., Waters, and were told by the buyer, W. H. Chalker, that he had an order for one salesman and proposed a game of dice to decide which one would receive it. The loser was compelled to sit down and watch his competitor book a fat order, but he never uttered a groan or winked an eye. Moral: If you lose, be game.

Pub. Com.

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

Michigan Hardware Company

Exclusively Wholesale



Corner Oakes St. and
Ellsworth Ave.

Grand Rapids, Mich.

THE MEAT MARKET

American Appetite for Mutton Grows Steadily.

From the standpoint of the Briton who frequently regales upon thick, juicy mutton chops, America gets but a smack of the flesh of the sheep. Our per capita consumption of mutton, according to the latest figures, is 6.6 pounds annually, or 4 per cent. of our total consumption of meat. In the United Kingdom consumption of mutton runs to an average of 26 pounds per person, or 22 per cent. of the total meat. For each pound of mutton we Americans consume, we use twenty-four pounds of other meat, while in the British Isles mutton consumption is relatively over five times as great. Nevertheless, judged from our own standards in regard to this meat, Americans just now are greedy for mutton. The demand for the article is only being supplied because of an unusual supply arising from a process of liquidation covering a wide territory. During the past three years market bulletins have posted record shipments of sheep, and at the end of this time in the year just closed, with record arrivals at the Western markets and a near record run at Chicago, record prices have been paid for the offerings. It is not the suspension of the rule of supply and demand, but a whetted appetite which is the explanation.

The healthfulness of mutton has commended its use in dietics for a long time. Physicians prescribe the broth of this meat to their patients and the meat itself during convalescence. Alive, the sheep is our most cleanly barnyard animal, none of its diseases are transmissible to man, and seldom need a carcass be condemned at the packing house. This cleanness of the flesh, coupled with its light, loose connective tissue, makes it the meat par excellence for the weak digestion. Those who wish to become well have it prescribed to them, and those who wish to remain well can bring it into their rotation of meats, for it provides a grateful change from beef and pork.

Wise economy urges its use, because of the convenient size of the cuts. A quarter, a half, or all of a carcass can be purchased at once, and used by a small family before it becomes stale. There is a saving in price by such practice, while the small chops or roasts or stews that may be cut from the carcass makes it more economical than the larger steaks or roasts from the beef carcass. Compared with beef, the price rules lower in general and the meat has more fat, but less waste and pro-

tein. In actual energy value mutton surpasses beef.

Farmers as a class underrate mutton when, in point of fact, for their purposes, its use is quite advisable. Small community butchering associations can find no animal better suited to the occasion because of the small cuts, which are soon used. Frequent slaughter then is possible, a

"ate the wool" also. With the reputation for bearing such a flavor, it is not strange that the father warned his children from the meat with as much fervor as he warned them against the depravity of intemperance. We are now one good generation away from the time when such sheep composed the bulk of supply and the new population is eating all it can get of the present product, as supply and price figures indicate.

Another factor that militated against the use of much mutton was the necessity for proper slaughtering and refrigeration facilities in order to guarantee the proper flavor. This had the effect of confining its use to those who could pay well for such service. This confinement for a time to the tables of the rich set the fashion for the fastidious attitude toward mutton which the public now follows. One effect of such an atti-

have here a gauge of the spread of the appetite for mutton.

In view of this growing relish, the signs of hope before the sheep grower are numerous. It is up to the producer, whether East, West or South, to minister to this appetite, for "one leg of mutton draws down another." Tokens of the failure of the corn belt policy of a small flock on every farm have been proclaimed. This is unfortunate and inexplicable, in view of the good prices ruling. There is no need for a complete deference of one section of the country to another in sheep production. The West is not the only good place in which to produce mutton.

Unhappily, many sheep journals exaggerate the adverse effects of certain kinds of legislation whenever proposed, hoping to bring pressure enough to prevent the enactment of such laws. If the law passes the wrong impressions hammered in by the previous campaign cannot be offset by subsequent assurance that all is not lost. Many farmers quit at once, without waiting to see what effect the law actually may have. It seems that such is the present state of affairs. If this growing appetite is not furnished a reasonable supply, public desire will be weaned away to the use of other meats. There should be no let up in the offering.

Improvement in flocks should keep step with increased commercial demand. But so long as the market bids high for ewe lambs and discounts severely the mature ewe, there is small impulse to cull out the poor ewes for sale and replace them with good ewe lambs. Many flock masters are not resisting the seductive temptation to sell all the younger ones, so that the real usefulness of their flocks is constantly decreasing. The breeder who pursues the opposite policy with firmness will reap a harvest of profit ere long if the hands on the dial of the industry are pointing to its true status. Gilbert Gusler.

Livers should be trimmed as soon as they are taken from the animal, care being taken that in cutting the gall bag they are not contaminated by it. They should be placed in the cooler as soon as possible. Let them hang in the cooler for 24 hours at a temperature of 33 to 36 degrees F., and before being exposed to the outside temperature, they should be thoroughly wiped to remove any surplus moisture which may have been left on the surface. The vital point is to keep them dry. Before freezing livers they should be properly dried and chilled first, then freeze as near a temperature of zero Fahrenheit as possible. If frozen quickly they retain their natural color, whereas if they are put in a higher temperature and freezing is delayed, they will have a dark appearance when they are thawed out.



John A. Garrow, the Cheboygan meat dealer, recently came face to face with a bear. As soon as he recovered his surprise, he started for Cheboygan at a velocity which an automobile could not duplicate without danger.

very desirable thing in the absence of complete refrigeration.

Many persons have gone astray in their prejudices against mutton. It is a matter of tradition in many families that mutton is unfit for them to eat, and it is not difficult to understand this inheritance in view of the history of sheep in this country. For a long time our flocks were bred for wool, and the large amounts of oil which some sheep produce left some of its constituents sticking in the flesh, especially as the animals grew older. And with the clip so valuable it was profanation of useful things to slaughter such sheep when in the lamb stage. Those who essayed to eat the flesh of old wethers or toothless, worn out old pelted ewes, usually

tude may be to block sales of imported mutton because of the preference for an article raised and dressed at home. Wealthy consumers also set the custom which now results in an unjustifiable amount of preference for lamb. French cuisine prefers the aged article, but in America the mature sheep seldom is paying property, even the calf-fat lamb being preferred. The results of so marked a preference are in the end detrimental to the industry.

Chicago and Western slaughtering points are no longer in the business merely to supply the East. All but 20 per cent. of their output is consumed in the Central and Western states. Since Atlantic seaboard cities once took so much of the supply, we

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

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



Grand Council of Michigan U. C. T.
 Grand Counselor—E. A. Welch, Kalamazoo.
 Past Grand Counselor—John Q. Adams, Battle Creek.
 Grand Junior Counselor—M. S. Brown, Saginaw.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—J. C. Witliff, Port Huron.
 Grand Conductor—W. S. Lawton, Grand Rapids.
 Grand Page—E. J. Moutier, Detroit.
 Grand Sentinel—John A. Hach, Jr., Coldwater.
 Grand Chaplain—T. J. Hanlon, Jackson.
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.
 Next Grand Council Meeting—Saginaw, June 12 and 13.
Michigan Division T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, J. W. Putnam, A. B. Allport, D. G. McLaren, W. E. Crowell, Walter H. Brooks, W. A. Hatcher.

The Use of Will Power.

Every man likes to believe in his own will power. He prides himself on it, just as the athlete prides himself on his bulging, bunched biceps.

Will power is a great convenience and a result-getter in salesmanship so long as it is kept within bounds. There's one good, legitimate use for your superior will, and that is to apply it in driving yourself ahead and forcing yourself to stick to business and study your prospect, when sticking and studying happen to be contrary to your natural inclination.

Use your will in throttling your own anger—not, when you are angry, in driving the other fellow into submission. Harness your will and make it drag and plow for you inside your own fences. Don't let it break loose and trample down other people's gardens.

A strong will is as dangerous as a runaway automobile if you don't know how to shut down the levers and turn the cranks that keep it under control.

"I'd like to see the fellow who can worst that will of mine," that's the attitude of the man with the block-headed, bull-doing sort of will. He expects it to ride down all obstacles and sweep aside all barriers.

And sometimes he sees the fellow who can worst him—but contrary to his boasting assertion, he doesn't like it at all.

A salesman has more need of strong will power—and still more need of ability to control and direct it—than his brother voyageurs on any less turbulent seas of life.

Don't say to yourself: "I will sell Mr. So-and-So. He shall buy my line."

Will power unsupported by reason and method is a good thing to

steer clear of. Don't blindly will yourself to succeed—reason out the ways in which success may be attained, and then apply your will power to following them unflinchingly.

When a salesman's strong will is

Receipt for Success in Selling Goods.

The tail-ender of the salesforce, who had been sitting around waiting for business to spruce up, felt a twinge of envy when the star salesman of his concern bustled into the

Svengalis would have to content themselves with a single order.

Each man has abundant opportunity to exercise will power right at home within himself. It isn't necessary to have other people to perform on for the sake of keeping one's will in practice. If a man wills himself to the thorough performance of his duty down to the least detail; to the acquisition of more knowledge, and to improving every hour of his time his will ought to be as ready to rest as a pitcher's shoulder after a base ball game.

A man doesn't get from New York to San Francisco by climbing into a railway coach and exclaiming "I will get there." There's got to be the regular, practical means of locomotion—apart from his mental process.

him: "How do you manage to get so many orders, while I can't seem to get any at all?"

"Well," said the other dropping his voice to an impressive whisper, "I make it a point to wear out the soles



office with and slammed down a pile of orders on the manager's desk. "Great work," said the manager, and the tail-ender grudgingly echoed "Great work," too. Later he buttonholed the star salesman and asked

applied in forcing himself to be more convincing, more proficient, in keeping out of bad company, in constantly hitting the beaten trail—that is a splendid exhibition of power. An attempt to force Mr. Buyer Smith to change his ultimatum when his convictions and prejudices are still unchanged, has more of the character of burglary than of salesmanship. But the man who makes a habit of applying his will to self cultivation soon becomes so expert a salesman that he can remove prejudices through reason; he gains the steady patronage of his customer, where the

of my shoes instead of the seat of my trousers. That's one of the fine distinctions that some people overlook.

Many a man pats himself on the back who isn't a contortionist.

The steam must be generated in the boiler, its energy transmitted to the piston and the wheels must turn round and round over every mile of the distance—or he will stick fast in New York.

Men are not convinced by less methodical means. Your argument must be the steam that sets the piston rod of your prospect's reason in motion; the wheels of his opinion will then race rapidly enough in the direction you want them to take.

Will power has been logically compared to the backbone of a man. But we can't be all backbone, and nothing else. There must also be agile

muscles and limber joints if we are to get through life gracefully, and not be jarred all to pieces with every bump.

E. W. Ellis.

Always More to Learn.

When you are in from the road, regard the factory as a training school—not as a club or lounging place.

"Know thyself" is an adage of the wise man; know your house and its goods is as pertinent a rule for the salesman.

A poor salesman spends his time when in from the road in impressing the clerks and small fry in the office with the cut of his clothes and the halo of victory that he wears in from a successful trip. A good salesman spends his time learning more about the business.

Learn in detail every process in the manufactory. Learn the machines that are used and be able intelligently to discuss the development of the industry you represent.

Don't be too proud to take off your coat and assist in the wareroom. Fifteen minutes of practical effort to familiarize yourself with the details of packing and shipment will be valuable to you later.

Learn not only the minute details of your own line, but your competitors' also. This is not to enable you to "knock" your competitors, but the better to enable you to show the merit of your own line.

Learn how the house's correspondence is handled, and how its accounts are kept. Then your communications to the house will be more conformable with the prevailing system.

A true salesman is more or less a composite type of all the employes of his house—sales manager, bookkeeper, operator and shipping clerk included.

Emerson was once asked if he would return to his alma mater as an instructor in philosophy.

"I lack preparedness," he answered. "But I should be glad to return as a student."

That's an attitude for the salesman to emulate. Don't hang around the house as an ornament. Be too jealous of your own interest merely to direct others toward achievement. The house is your training school. Go back by way of review to the rudiments of your business when you are in from the road.

At the Literary Club.

"She must have a very clever husband."

"What makes you think so?"

"Her paper on Browning was so well done."

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

EAGLE HOTEL
 EUROPEAN
 GRAND RAPIDS, MICHIGAN
 YOU CAN PAY MORE
 BUT CAN GET NO BETTER

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 17.—The P. M. is now publishing a monthly magazine full of interesting things to the traveling public. Neil De Young has sample copies which he will be glad to hand to the U. C. T. boys if they will call at his office.

The U. C. T. Ladies Five Hundred Club will meet at the home of Mrs. J. A. Burr Thursday afternoon.

McCann Bros., of Tecumseh, have dissolved partnership. The business will be continued under the name of McCann & Bowen.

John Loucks has moved to Petoskey. We are sorry to see you go, John.

C. R. Lawton has been trying to learn to bowl. Up to date he hasn't been able to get the hesitation pin, but he is developing a tango movement which bids fair to get him into the all star league.

The Hotel Hentschel, at Muskegon, is deserving of patronage. All the rooms are newly decorated and are nice and clean. The kitchen is white enameled, nine foot sheets on the beds, individual towels and a home-like table. The proprietor, E. J. Hentschel, is a U. C. T. man.

A. B. Johnston, at Leisure, has sold his general stock of merchandise to Andrew Litz, who will continue the business. Mr. Johnston will now devote his entire time to his farm.

Catherine Beardslee, little daughter of Senior Counselor and Mrs. F. Beardslee, has been having tonsillitis the last week. Miss Catherine thinks it is no nice experience either.

Mrs. J. I. Wernett has been confined to the house the last week with a badly sprained ankle. She slipped on the icy sidewalk while on a shopping trip down town.

The boys who make Nashville will be glad to know that the new proprietor of the Wolcott Hotel, Geo. McWha, is re-decorating the hotel and replacing the old furniture with new. He wishes to assure the boys that he will run a first class hotel in every respect.

Anthony Ver Maires has joined the sales force of the Worden Grocer Co., taking the place made vacant by the death of Simon P. Oosting. Mr. Ver Maires has worked the city trade for the Woodhouse Co. for the last eight years.

I wonder if all of our customers patronizing the P. M. are aware that the local freight agents of that line are permitted to settle all claims for damaged or lost goods amounting to \$5 or less. This ruling is a big help in eliminating two-thirds of the claims which heretofore have taken so much time to iron out. We congratulate the P. M. on this common sense ruling and we think it is up to the other railroads in Michigan to follow suit.

Will E. Sawyer was called to Diamond Springs last Friday by the serious illness of his grandmother, Mrs. R. M. Waterman.

Boys, don't forget the big show—the Greater Grand Rapids Industrial Exposition—April 20 to 25. We will have more about this event in a later issue.

The dance committee wishes to announce that it will give an extra dancing party at Herald hall April 18. Don't forget the date. Tuller's orchestra with six pieces will furnish the music. Mrs. Tuller, a great favorite with the U. C. T. dancers, will preside at the piano. At this party they will dance the tango, the hesitation, etc., as well as the regular dances. The usual refreshments will be served. The tickets are \$1 per couple, with 50 cents for each additional person.

We wish to express our appreciation to the National Candy Co., also the G. J. Johnson Cigar Co. At the annual banquet March 7 the National Candy Co. presented each lady with a box of Lowney's choice chocolates and the G. J. Johnson Cigar Co. presented each salesman with a ster-

ling silver pencil bearing the inscription "U. C. T. Banquet—1914." At the close of the banquet they also furnished those delightful smokes, their 10 cent Dutch Master cigar.

Will E. Sawyer.

The Returned Goods Tax.

Chicago, March 16.—We doubt whether one single retailer who reads this article realizes how serious the problem of returned goods has become to the wholesaler.

To any man who loves good, clean, salable merchandise, the sight of the "junk" which flows into the returned goods section of any jobbing house is one to bring tears.

The word "junk" describes precisely the state in which about 90 per cent of the goods are when returned. Boxes are broken, wrappers are torn, contents muddled. The goods cannot go back in stock, but must be sold as "jobs" at maybe 50 per cent of their value when they left our hands.

Who pays the loss? We do—directly; you do—indirectly. For it is just as necessary that our prices cover depreciation in merchandise as it is that your do.

The problem of returned goods in your store is very different from what is in ours. When one of your customers wishes to return an article, she brings it in herself and it can go into stock unspoiled. It is a rare man or woman who dares to bring back in person goods that have been used or kept so long they are out of date.

When goods are to be shipped by freight to some far off good-natured jobber, who will probably think it better to swallow his loss and sell them for what he can, it is easy to forget how different the case will appear when the goods are opened up after their long journey.

It is our experience that just about one hundred merchants out of a hundred mean to be fair. When one of them seems not to be fair, we usually find it is because he does not understand all the circumstances.

When we or any other jobber by mistake ships you something you did not order, or the goods are defective, or not as represented, the loss should of course be his and not yours. But

to ship them back without notice is the most expensive and most wasteful thing you can possibly do.

You will do him only simple justice if you assume the mistake was not intentional. And surely it is not fair deliberately to penalize him needlessly for what is at worst a blunder.

If you will first write your jobber, he may be willing to grant an allowance that will make you happy to keep the goods. Or he may have some customer near by to whom they can be transferred at small cost. Possibly he may prefer to have you keep them with his compliments.

If then he writes you to ship the goods back, the few days' delay will have cost you nothing and you will have the satisfaction of having done what you can to reduce the returned goods tax.

For be sure the returning of goods is a tax on you. You may not see it, but you pay it.

We are not pleading for our own pocket. We are asking you to help us stop a sheer waste which is one of the many subtle factors working toward higher prices. What we save by cutting down the volume of returned goods will come back to you in the form of lower prices.

Butler Brothers.

Salesman Cannot Abandon His Rights.

An interesting case involving the rights of an employer to prevent his salesman from leaving him and connecting himself with a rival house is reported from Denver, where the judge of the District Court has refused to grant the employer an injunction against his late salesman.

It appears that C. E. Watkins represented the Jewel Tea Co., of Chicago in the Denver territory. When he first entered its employ he signed a printed contract containing stipulations regarding the work to be performed by him, his salary, etc. This contract, near the end, contained a clause providing that Watkins could not engage in the selling of tea, coffee or any other merchandise for a year, should he leave the company's employ.

When Watkins quit the company several weeks ago and obtained an-

other position the tea company went it to court and obtained a temporary restraining order preventing him from accepting the position.

Judge Denison of the District Court in Denver held that a contract depriving a man from earning a living at his chosen trade or profession is illegal. Had he upheld the company's contention Watkins would have been compelled to leave the State and seek employment elsewhere. As it is, he may remain in Colorado and accept a position with any firm which is willing to employ him.

Heretofore the plug division of the American Tobacco Co. has had two districts in Michigan—the Eastern and the Western district. It has now changed the districts so that the Southern district comprises forty-one counties in Lower Michigan and the upper district twenty-five counties in the Lower Peninsula and fifteen counties in the Upper Peninsula. Headquarters of the new district will be in Marquette. C. P. Chick, who has been assistant manager of the Detroit district, has been made manager of the Upper Michigan district and will spend some time in Marquette, although he will probably continue to reside in Lake City, where his family is now located. The new arrangement is not expected to work to the advantage of the merchants in the twenty-five counties in the Lower Peninsula included in the upper district, because all of the orders they place will have to go to Marquette for approval and this will mean a delay that will cause more or less annoyance and loss. It is quite evident that the officers of the company who rearranged the territory in this way were not very familiar with the typography of the State.

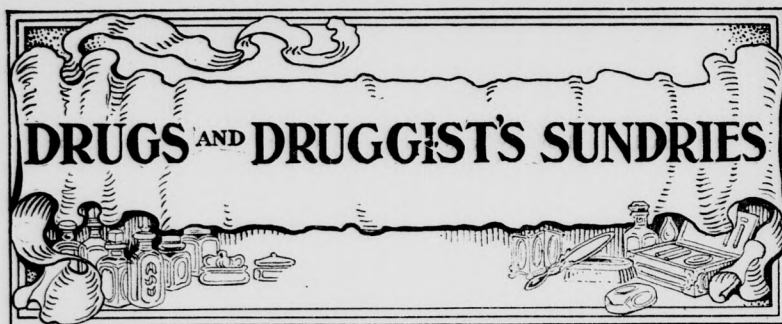
John W. Thorn, Deputy Hotel Inspector, was in town Tuesday for a few hours and paid the Tradesman a call. Mr. Thorn says he has inspected about 400 hotels and in no case has found a hotel that absolutely conforms to the law. Most of the hotel keepers are willing and anxious to get in line and meet him with open arms. Occasionally, however, a hotelkeeper is obstreperous and defiant, in which case recourse has to be taken to the prosecuting attorney and sheriff, who promptly straighten things out. Mr. Thorn goes over each hotel carefully and, after having done so, leaves a written memorandum with the hotelkeeper, telling him what he must do to comply with the law. This statement is received for by the landlord and the next time Mr. Thorn goes around, if the improvements and changes necessary are not made, recourse will be had to legal proceedings.

E. J. Manshun has bought the feed and grain business of the Gaiser-Brummeler Co., at Burton Heights, taking over the real estate and all assets of the business. Mr. Manshun was formerly in business at Fisher station and later has been a farmer.

Joseph F. Soukup has engaged in the hardware business at 662 Stocking avenue.



Getting big orders with a little drive. Benjamin L. Quartell, of Grand Rapids, and C. M. Leach, of Kalamazoo, enroute from Plainwell to Otsego.



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.

Electric Window Signs for Druggists.

Exterior electric signs are familiar enough, and they are very useful. This is the age of electricity, and everybody is falling into line. Electric signs have given Broadway its famous title, the Great White Way, and have made it one of the best-known streets in the world. But there is another form of electric sign, the interior window sign, that is now coming into prominence, and it seems likely to make a place for itself in the advertising field.

One of the most attractive interior electric signs is made up of miniature bulbs, about one-fourth the size of the regular bulb. These bulbs come in blue or red glass; in fact, any color desired. They may be arranged to spell out the name of anything you wish to advertise, the bulbs being formed into letters and wired at the back. The letters should be arranged upon a suitable background so that the sign will be attractive by day as well as by night. Original designs afford good advertising and there is a wide field here for exercising your ingenuity.

A sign seen in a drug store window on Washington's birthday illustrates what can be done along these lines. This druggist made up a gigantic hatchet. It was about four feet long and he sawed it out of soft wood. The handle part he painted red, and the head of the hatchet was covered with silver tinfoil. Now all the way around the outline of the hatchet were arranged tiny red bulbs, suitably wired at the back. When the current was turned on at night, a perfect hatchet was outlined in red bulbs. This formed a very striking sign and no pedestrian could possibly pass that window without seeing it. It could be seen from across the street

and down a side street for several blocks. A sign of this kind creates a decided impression and is good advertising for any store.

There are endless designs. Flags have been used, made up of red, white and blue bulbs, and with an alternating current arranged to create the illusion that the flag is waving. This is a striking design and one that always makes a strong impression. A patriotic shield in red, white and blue makes a fine display. All the holidays may be utilized, with some design suitable to the occasion, and advertising brings better results on such days, for people are always ready to spend money on holiday occasions. A design seen on St. Patrick's day consisted of a harp, outlined in green bulbs, and it made a beautiful exhibit.

The average druggist will have to employ an electrician to do this work. Some druggists are handy enough to do anything around the store and are perfectly capable of wiring bulbs. But do not overlook your local regulations about electric wiring. Every municipality has certain regulations relative to electric wiring, and you want to be careful not to do anything that will affect your insurance. A transforming device is generally used with miniature bulbs, as otherwise the current would be too powerful for them, and would burn them out. Your local electrician can tell you about these things. These interior signs are not too expensive and with them you can certainly produce some most attractive effects.

Utilizing Current Events in Window Displays.

A druggist in a large Eastern city, at the time of the theft of "Mona Lisa," procured a copy of this famous picture and placed it in his show window. Such copies may be had at any art store. The druggist paid a dollar for his, and he says it brought him a thousand dollar's worth of advertising. He placed it in a frame and labeled it, "The Missing Mona Lisa." Then every day or two he would get up a placard something like the following:

The Mona Lisa is Missing,
 But
 Blank's Cough Syrup Is
 Still on Hand.

He would vary his placards from day to day, keeping to this general plan. Any fresh news appearing in the daily papers he could clip out and paste on the pane of the show window. Very few people saw that window without stopping to take a prolonged look. People who had never

seen the "Mona Lisa" stopped to get a line on the situation, and people who were perfectly familiar with the famous painting stopped to admire the druggist's ingenuity.

When a certain politician got into trouble last fall and proceedings resulted that held the attention of the entire country for weeks, this druggist was right on the job. He had pictures of the principal men concerned in the affair, and he had fresh news to paste on his window every day. This kind of advertising goes well with the public. It requires little financial outlay, personal ingenuity counting for more than money. It seems strange that a man with a newspaper in his pocket will stop to read the same news posted on a show window; but they do it, and do it in large numbers. Pictures and photographs are always goods. They are not hard to secure. Many of them are carried by dealers as regular stock and you can get plenty of material from the illustrated weeklies, and particularly from those publications which publish cartoons in color.

Current events afford an excellent basis for timely advertising. Anything of a pictorial nature is very attractive to passers. Frequently a man who apparently has the business world on his shoulders and is rushing down the street like a locomotive running wild, will pull up short and stop to look at some picture in a show window. When the picture depicts some man of the hour or some current event, it will always draw a crowd. Reflect for a moment, and you will recall many instances which bear out these claims. This kind of advertising is thoroughly good. We believe, in fact, that there are now concerns which make a business of furnishing dealers with pictorial current history, arranged for display purposes. When you play up current events you catch the public interest at its height. It is little trouble to get the public's attention, and your enterprise is bound to receive favorable comment on all sides. This kind of advertising costs comparatively little, and it certainly produces tangible results.

Mustard Seed for Drying Bottles.

A rapid and simple method of drying bottles before filling them with powders, or oils, etc., is to introduce an ounce or so of white mustard seeds, and rotate briskly. The seeds will absorb every trace of adhering moisture, and leave the bottle perfectly dry. This method has been used for many years in some large establishments, but does not appear to be so widely known as its convenience and efficacy deserve.

Vanilla Flavoring.

The tinctura Vanillini composita of the National Formulary makes a very fine artificial vanilla flavor. If you desire to use the bean, the following can be recommended. It is used by one manufacturer who has won a reputation for producing extracts of the finest quality and may be made up at a reasonable cost:

Mexican vanilla beans 1 lb.
 Bourbon vanilla beans 1 lb.
 Water 2 gals.
 Alcohol 2 gals.
 Glycerin 26 ozs.
 Rock candy syrup 2 pts.

Grind or cut the beans small and place in a porcelain jar or clean wooden keg; pour over them the water at a boiling temperature and macerate for twenty-four hours. Then add the alcohol and glycerin and macerate for forty-eight hours; lastly, add the rock candy syrup, stir well and macerate for not less than four weeks.

The same manufacturer uses the following formula for producing a second quality extract. This grade is quite popular with hotels and other large users.

Mexican vanilla beans 1 lb.
 Bourbon vanilla beans 1 lb.
 Tonka beans 6 lbs.
 Boiling water 2 gals.
 Alcohol 2 gals.
 Rock candy syrup 2 pts.
 Glycerin 1½ pts.
 Prune juice 2 pts.

Grind the beans fine and pour over them the boiling water; after macerating for twenty-four hours, add the alcohol and other ingredients and continue the maceration for four or more weeks, then filter.

Quotations on Local Stocks and Bonds. Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	365	368
Am. Light & Trac. Co., Pfd.	107	108½
Am. Public Utilities, Pfd.	74	75
Am. Public Utilities, Com.	50	51
Cities Service Co., Com.	96	98
Cities Service Co., Pfd.	75	77
Citizens Telephone Co.	78	80
Comw'th Pr. Ry. & Lt., Com.	59	59½
Comw'th Pr. Ry. & Lt., Pfd.	80½	81½
Comw'th 6% 5 year bond	97¼	99
Pacific Gas & Elec. Co., Com.	42½	44
Tennessee Ry. Lt. & Pr., Com.	15	16
Tennessee Ry. Lt. & Pr., Pfd.	69	71
United Light & Rys., Com.	80	82ex
United Light & Rys., 1st Pfd.	76	77ex
United Lt. & Ry. new 2nd Pfd.	73	75ex
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 18, 1914.

The man who is governed by his conscience seldom needs the advice of a lawyer.

SODA FOUNTAINS
 Ice Cream Pails, Glassware, Chairs, Tables, and all
SODA FOUNTAIN
 SUPPLIES
WILL P. CANAAN CO.
 "SOMETHING NEW EVERY DAY"

WHOLESALE DRUG PRICE CURRENT

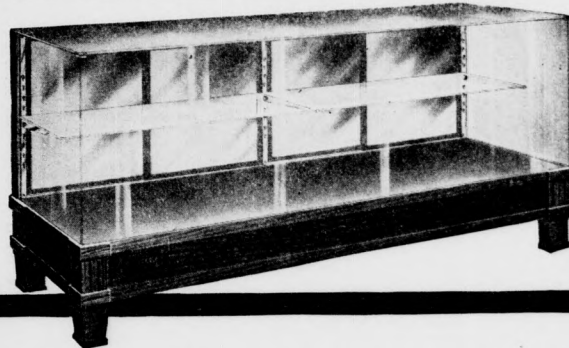
Acids	Cubeb	4 50	Digitalis	60
Acetic	Erigeron	2 59	Gentian	60
Boric	Eucalyptus	75 85	Ginger	95
Carbolic	Hemlock, pure	1 00	Guaiac	1 95
Citric	Juniper Berries	1 25	Guaiac Ammon.	80
Muriatic	Juniper Wood	40 59	Iodine	1 25
Nitric	Lard, extra	85 00	Iodine, Colorless	1 25
Oxalic	Lard, No. 1	75 90	Ipecac	75
Sulphuric	Laven'r Flowers	4 50	Iron, clo.	60
Tartaric	Lavender, Garden	85 00	Kino	80
	Lemon	3 25	Myrrh	61 05
	Linseed, boiled, bbl.	50 50	Nux Vomica	2 00
	Linseed, bbl. less	58 62	Opium	65
	Linseed, raw, bbls.	50 53	Opium Camph.	2 25
	Linseed, raw, less	57 61	Opium, Deodor'z'd	70
	Mustard, true	4 50	Rhubarb	70
	Mustard, artif'l	2 75		
	Neatsfoot	80 85	Paints	
	Olive, pure	2 50	Lead, red dry	7 8
	Olive, Malaga,	1 30	Lead, white dry	7 8
	Olive, Malaga,	1 30	Lead, white oil	7 8
	green	1 30	Ochre, yellow bbl.	1 14
	Orange, sweet	4 75	Ochre yellow less	2 5
	Organum, pure	1 25	Putty	2 1/2 5
	Origanum, com'l	50 75	Red Venet n bbl.	1 1 1/2
	Pennyroyal	2 25	Red Venet'n less	2 5
	Peppermint	4 75	Shaker, Prep'd	1 40 1 50
	Rose, pure	16 00	Vermillion, Eng.	90 1 00
	Rosemary Flowers	90 1 00	Vermillion, Amer.	15 20
	Sandalwood, E.	6 25	Whiting, bbl.	1 1 1/2
	Sassafras, true	80 90	Whiting	2 5
	Sassafras, artif'l	45 51		
	Sparmint	5 50	Insecticides	
	Sperm	90 1 00	Arsenic	6 10
	Tansy	5 00	Blue Vitrol bbl.	5 1/2
	Tar, USP	30 40	Blue Vitrol less	7 10
	Turpentine, bbls.	60 65	Bordeaux Mix Pst	8 15
	Turpentine, less	60 65	Hellebore, White	15 20
	Wintergreen, true	2 00	Insect Powder	20 25
	Wintergreen, sweet	2 00	Lead Arsenate	8 15
	birch	2 00	Lime and Sulphur	15 20
	Wintergreen, art'l	50 60	Solution, gal.	15 25
	Wormseed	3 50	Paris Green	15 1/2 20
	Wormwood	6 00		
			Miscellaneous	
	Potassium		Acetanalid	30 35
	Bicarbonate	15 18	Alum	3 5
	Bichromate	13 16	Alum, powdered and	5 7
	Bromide	45 55	ground	5 7
	Carbonate	12 15	Bismuth, Subi-	2 10 2 25
	Chlorate, xtal and	12 16	trate	2 10 2 25
	powdered	12 16	Borax xtal or	6 12
	Chlorate, granular	16 20	powdered	6 12
	Cyanide	30 40	Cantharades po.	2 50 2 75
	Iodide	3 20 3 40	Calomel	1 20 1 30
	Permanganate	15 30	Capsicum	20 25
	Prussiate, yellow	30 35	Carminc	3 50
	Prussiate, red	50 60	Cassia Buds	40 40
	Sulphate	15 20	Cloves	30 35
			Chalk Prepared	6 8 1/2
	Roots		Chalk Precipitated	7 10
	Alkanet	15 20	Chloroform	38 48
	Blood, powdered	20 25	Chloral Hydrate	1 00 1 15
	Calamus	35 40	Cocaine	4 10 4 40
	Elecampane, pwd.	15 20	Cocoa Butter	50 60
	Gentian, pwd.	12 16	Corks, list, less 70%	50 60
	Ginger, African,	15 20	Copperas, bbls.	2 5
	powdered	15 20	Copperas, less	2 5
	Ginger, Jamaica	22 25	Copperas, pwd.	4 6
	Ginger, Jamaica,	22 25	Corrosive Sublim.	1 05 1 10
	powdered	22 25	Cream Tartar	30 35
	Goldenseal pow.	7 00 7 50	Cuttlebone	25 35
	Ipecac, pwd.	2 75 3 00	Dextrine	7 10
	Licorice	14 15	Dover's Powder	2 00 2 25
	Licorice, pwd.	15 15	Emery, all Nos.	6 10
	Orris, powdered	25 30	Emery, powdered	5 8
	Poke, powdered	20 25	Epsom Salts, bbls	1 1/2
	Rhubarb	75 1 00	Ergot	1 50 1 75
	Rhubarb, pwd.	75 1 25	Ergot, powdered	1 80 2 00
	Rosinweed, pwd.	25 30	Flake White	12 15
	Sarsaparilla, Hond.	50 60	Formaldehyde lb.	10 15
	ground	50 60	Gambier	7 10
	Sarsaparilla Mexican,	25 30	Gelatine	35 45
	ground	25 30	Glassware, full cases	80%
	Squills	20 25	Glassware, less 70 & 10%	1
	Squills, powdered	40 60	Glauber Salts bbl.	1
	Tumeric, pwd.	12 15	Glauber Salts less	2 5
	Valerian, pwd.	25 30	Glue, brown	11 15
			Glue, brown grd.	10 15
	Seeds		Glue, white	15 25
	Anise	15 20	Glue, white grd.	15 20
	Anise, powdered	22 25	Glycerine	23 1/2 30
	Bird, Is	8 10	Hops	50 80
	Canary	9 12	Indigo	85 1 00
	Caraway	12 18	Iodine	4 35 4 60
	Cardamon	1 75 2 00	Iodoform	5 40 5 60
	Celery	30 35	Lead Acetate	12 18
	Coriander	12 18	Lycopodium	55 65
	Dill	25 30	Mace	90 1 00
	Fennel	4 8	Mace, powdered	90 1 00
	Flax	4 8	Menthol	4 75 5 00
	Flax, ground	4 8	Mercury	75 85
	Foenugreek, pow.	6 10	Morphine all brd	5 05 5 30
	Hemp	5 7	Nux Vomica	10
	Lobelia	12	Nux Vomica pow	15
	Mustard, yellow	3 12	Pepper, black pow	20 25
	Mustard, black	3 12	Pepper, white	30 35
	Mustard, pwd.	20 25	Pitch, Burgundy	10 15
	Poppy	15 20	Quassia	10 15
	Quince	75 1 00	Quinine, all brds	29 40
	Rape	6 10	Rochelle Salts	23 30
	Sabadilla	25 30	Saccharine	1 50 1 75
	Sabadilla, pwd.	35 45	Salt Peter	7 1/2 12
	Sunflower	6 8	Seidlitz Mixture	2 20 2 25
	Worm American	15 20	Soap, green	15 20
	Worm Levant	50 60	Soap, mott castile	10 15
			Soap, white castile	6 25
	Tinctures		less, per bar	68
	Aconite	75	Soda Ash	1 1/2 5
	Aloe	65	Soda Bicarbonate	1 1/2 5
	Arnica	60	Soda, Sal	1 4
	Asafoetida	1 00	Spirits Camphor.	75
	Belladonna	60	Sulphur roll.	2 1/2 5
	Benzoin	30	Sulphur Subl.	2 1/2 5
	Benzoin Compo'd	30	Tamarinds	10 15
	Buchu	90	Tartar Emetic	40 50
	Cantharadies	1 00	Turpentine Venice	40 50
	Capsicum	90	Vanilla Ex. pure	1 00 1 50
	Cardamon	1 20	Witch Hazel	65 1 00
	Cardamon, Comp.	80	Zinc Sulphate	7 10
	Catechu	60		
	Cinchona	1 05		
	Colchicum	60		
	Cubeb	1 20		

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.



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

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

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination.
Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

- California Prunes
Cheese
Fruit Jars
Rolled Oats

DECLINED

- Arbuckle Coffee
Wingold Flour

Index to Markets

By Columns

Table with columns A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y. Lists various goods like Ammonia, Baked Beans, Butter, etc.

Table with columns 1, 2. Lists various goods like Ammonia, Axle Grease, Baked Beans, etc.

Table with columns CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINE, COCOA, COCONUT, COFFEES ROASTED. Lists various goods like Acme, Adams Black Jack, etc.

Table with columns Mocha, CONFECTIONERY, Mixed Candy, Specialties, Chocolates, Pop Corn Goods, Cough Drops, NUTS-Whole. Lists various goods like Short Bean, etc.

Table with columns Chestnuts, No. 1 Spanish Shelled, Peanuts, CRACKERS, Butter, Soda, Oyster, Sweet Goods. Lists various goods like Chestnuts, etc.

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 50
Social Tea Biscuit... 1 00
Uneeda Biscuit... 50
Uneeda Ginger Wafer... 1 00
Vanilla Wafers... 1 00
Water Thin Biscuit... 1 00
Zu Zu Ginger Snaps... 50
Zwieback... 1 00
Other Package Goods
Barnum's Animals... 50
Chocolate Tokens... 2 50
Butter Crackers NBC Family Package... 2 50
Soda Crackers NBC Family Package... 2 50
Fruit Cake... 3 00
In Special Tin Packages
Festino... 2 50
Nabisco... 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
Evaporated Choice bulk... 10
Evaporated Fancy pkg...
Apricots
California... 15@17
Citron
Corsican... 16
Currants
Imported 1lb. pkg... 8 1/2
Imported, bulk... 8 1/4
Peaches
Muir-Choice, 25lb... 7 1/2
Muir-Fancy, 25lb... 8 1/2
Fancy, Peeled, 25lb... 11 1/2
Pearl
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 3/4@9
California Prunes
90-100 25lb. boxes... @ 6 3/4
80-90 25lb. boxes... @ 7 3/4
70-80 25lb. boxes... @ 8 3/4
60-70 25lb. boxes... @ 9 3/4
50-60 25lb. boxes... @ 10 3/4
40-50 25lb. boxes... @ 11 3/4
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 75
FISHING TACKLE
1/2 to 1 in... 6
1 1/4 to 2 in... 7
1 1/2 to 2 in... 9
1 3/4 to 2 in... 11
2 in... 15
3 in... 20
Cotton Lines
No. 1, 10 feet... 5
No. 2, 15 feet... 7
No. 3, 15 feet... 9
No. 4, 15 feet... 10
No. 5, 15 feet... 11
No. 6, 15 feet... 12
No. 7, 15 feet... 15
No. 8, 15 feet... 18
No. 9, 15 feet... 20
Linen Lines
Small... 20
Medium... 26
Large... 34
Poles
Bamboo, 14 ft., per doz... 55
Bamboo, 16 ft., per doz... 60
Bamboo, 18 ft., per doz... 90

7

FLAVORING EXTRACTS
Jennings D C Brand
Extract Lemon Terpeneless
Extract Vanilla Mexican
both at the same price
No. 1, F box 3/4 oz... 85
No. 2, F box, 1 1/4 oz... 1 20
No. 4, F box, 2 1/4 oz... 2 00
No. 3, 2 1/4 oz. Taper 2 00
No. 2, 1 1/2 oz. flat... 1 75
FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent... 5 10
Sunburst... 4 80
Wizard Flour... 4 79
Wizard Graham... 4 80
Wizard, Gran. Meal... 4 40
Wizard Buckwht' cwt... 3 40
Rye... 4 40
Valley City Milling Co.
Lily White... 5 15
Light Leaf... 4 65
Graham... 2 15
Granena Health... 2 25
Gran. Meal... 1 95
Bolted Med... 1 85
Watson-Higgins Milling Co.
Perfection Buckwheat
Flour... 6 00
Perfection Flour... 5 00
Tip Top Flour... 4 60
Golden Sheaf Flour... 4 20
Marshall's Best Flour... 4 75
Worden Grocer Co.
Wizard Flour... 4 70
Quaker, paper... 4 60
Quaker, cloth... 4 70
Quaker graham... 4 40
Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/8s... 5 30
American Eagle, 1/4s... 5 20
American Eagle, 1/2s... 5 10
Spring Wheat
Judson Grocer Co.
Ceresota, 1/8s... 5 50
Ceresota, 1/4s... 5 60
Ceresota, 1/2s... 5 70
Worden Grocer Co.
Wingold, 1/8s cloth... 5 60
Wingold, 1/4s cloth... 5 50
Wingold, 1/2s cloth... 5 40
Wingold, 1/8s paper... 5 45
Wingold, 1/4s paper... 5 40
Wykes & Co.
Sleepy Eye, 1/8s cloth... 5 40
Sleepy Eye, 1/4s cloth... 5 30
Sleepy Eye, 1/2s cloth... 5 20
Sleepy Eye, 1/8s paper... 5 20
Sleepy Eye, 1/4s paper... 5 20
Sleepy Eye, 1/2s paper... 5 20
Meal
Bolted... 4 20
Golden Granulated... 4 40
Wheat
New Red... 93
New White... 93
Oats
Michigan carlots... 44
Less than carlots... 46
Corn
Carlots... 66
Less than carlots... 68
Hay
Carlots... 15 00
Less than carlots... 17 00
Feed
Street Car Feed... 33
No. 1 Corn & Oat Feed... 33
Cracked Corn... 32
Coarse corn meal... 32
FRUIT JARS
Mason, pts., per gro... 4 20
Mason, qts., per gros... 4 50
Mason, 1/2 gal. per gro... 6 80
Mason, can tops, gro... 1 30
GELATINE
Cox's, 1 doz. large... 1 45
Cox's, 1 doz. small... 90
Knox's Sparkling, doz... 1 25
Knox's Sparkling, gr... 14 00
Knox's Acidu'd, doz... 1 25
Nelson's... 1 50
Oxford... 75
Plymouth Rock, Phos... 1 25
Plymouth Rock, Plain... 90
GRAIN BAGS
Broad Gauge... 18
Amoskeag... 19
Herbs
Sage... 15
Hops... 15
Laurel Leaves... 15
Senna Leaves... 25
HIDES AND PELTS
Hides
Green, No. 1... 12
Green, No. 2... 11
Cured, No. 1... 13 1/2
Cured, No. 2... 12 1/2
Calfskin, green, No. 1... 15
Calfskin, green, No. 2... 13 1/2
Calfskin, cured, No. 1... 16
Calfskin, cured, No. 2... 14 1/2
Pelts
Old Wool... 60@1 25
Lambs... 50@1 00
Shearings... 50@1 00
Tallow
No. 1... @ 5
No. 2... @ 4
Wool
Unwashed, med... @ 18
Unwashed, fine... @ 13
HORSE RADISH
Per doz... 90
Jelly
5lb. pails, per doz... 2 40
15lb. pails, per pail... 55
30lb. pails, per pail... 1 00
JELLY GLASSES
1/2 pt. in bbls., per doz... 15
1 1/2 pt. in bbls., per doz... 16
8 oz. capped in bbls., per doz... 18
MAPLEINE
1 oz. bottles, per doz... 3 00
2 oz. bottles, per doz... 1 75
MINCE MEAT
Per case... 2 85
MOLASSES
New Orleans
Fancy Open Kettle... 42
Choice... 35
Good... 22
Fair... 20
Half barrels 2c extra
Red Hen, No. 2 1/2... 1 75
Red Hen, No. 5... 1 75
Red Hen, No. 10... 1 65
MUSTARD
1/2 lb. 6 lb. box... 16
OLIVES
Bulk, 1 gal. kegs 1 00@1 10
Bulk, 2 gal. kegs... 95@1 05
Bulk, 5 gal. kegs... 90@1 00
Stuffed, 5 oz... 1 25
Stuffed, 8 oz... 1 25
Stuffed, 14 oz... 2 25
Pitted (not stuffed)
14 oz... 2 25
Manzanilla, 8 oz... 90
Lunch, 10 oz... 1 35
Lunch, 16 oz... 2 25
Queen, Mammoth, 19 oz... 4 25
Queen, Mammoth, 28 oz... 5 75
Olive Chow, 2 doz. cs., per doz... 2 25
PICKLES
Medium
Barrels, 1,200 count... 7 75
Half bbls., 600 count... 4 38
5 gallon kegs... 1 90
Small
Barrels... 9 50
Half barrels... 5 25
5 gallon kegs... 2 25
Gherkins
Barrels... 14 00
Half barrels... 6 50
5 gallon kegs... 2 50
Sweet Small
Barrels... 16 60
Half barrels... 8 75
5 gallon kegs... 3 50
PIPES
Clay, No. 216, per box... 1 75
Clay, T. D. full count... 60
Cob... 90
PLAYING CARDS
No. 90, Steamboat... 75
No. 95, Rival assorted... 1 25
No. 20, Rover, enam'd... 1 50
No. 572, Special... 1 75
No. 98 Golf, satin fin... 2 00
No. 808, Bicycle... 2 00
No. 632 Tourn't whist... 2 25
POTASH
Babbitt's, 2 doz... 1 75
PROVISIONS
Barreled Pork
Clear Back... 20 50@21 00
Short Cut Cl'r... 19 00@19 50
Bean... 18 50@19 00
Brisket, Clear... 26 00@27 00
Pig... 23 00
Clear Family... 26 00
Dry Salt Meats
S P Bellies... 14 1/2@15
Lard
Pure in tierces 11 1/2@12
Compound Lard... 9 @ 9 1/2
80 lb. tubs... advance 1/8
60 lb. tubs... advance 1/8
20 lb. pails... advance 1/8
10 lb. pails... advance 1/8
5 lb. pails... advance 1
3 lb. pails... advance 1
Smoked Meats
Hams, 12 lb. av... 18 @ 18 1/2
Hams, 14 lb. av... 16 1/2 @ 17
Hams, 16 lb. av... 15 1/2 @ 16
Hams, 18 lb. av... 16 @ 16 1/2
Ham, dried beef
sets... 29 @ 30
California Hams... 12 @ 12 1/2
Picnic Boiled
Hams... 19 1/2 @ 20
Boiled Hams... 24 @ 24 1/2
Minc'd Ham... 14 @ 14 1/2
Bacon... 17 @ 23

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Sausages
Bologna... 11 1/2 @ 12
Liver... 9 1/2 @ 10
Frankfort... 12 1/2 @ 13
Pork... 13 @ 14
Veal... 11
Tongue... 11
Headcheese... 10
Beef
Boneless... 20 00@20 50
Rump, new... 24 00@24 50
Pig's Feet
1/4 bbls... 1 05
3/4 bbls, 40 lbs... 2 10
1/2 bbls... 4 25
1 bbl... 8 50
Tripe
Klits, 15 lbs... 90
1/4 bbls, 40 lbs... 1 60
1/2 bbls, 80 lbs... 3 00
Caulings
Hogs, per 1/2... 35
Beef, rounds, set... 18 @ 20
Beef, middles, set... 80 @ 85
Sheep, per bundle... 85
Uncolored Butterine
Solid Dairy... 12 @ 16
Country Rolls... 12 1/2 @ 18
Canned Meats
Corned beef, 2 lb... 4 65
Corned beef, 1 lb... 2 40
Roast beef, 2 lb... 4 65
Roast beef, 1 lb... 2 40
Potted Meat, Ham
Flavor, 1/4s... 55
Potted Meat, Ham
Flavor, 1/4s... 95
Deviled Meat, Ham
Flavor, 1/4s... 55
Deviled Meat, Ham
Flavor, 1/4s... 95
Potted Tongue, 1/4s... 55
Potted Tongue, 1/4s... 95
RICE
Fancy... 6 1/2 @ 7
Japan Style... 5 @ 5 1/2
Broken... 3 1/2 @ 4 1/4
ROLLED OATS
Rolled Avena, bbls... 5 00
Steel Cut, 100 lb. sks... 2 50
Monarch, bbls... 4 75
Monarch, 90 lb. sks... 2 25
Quaker, 18 Regular... 1 45
Quaker, 20 Family... 4 00
SALAD DRESSING
Columbia, 1/2 pt... 2 25
Columbia, 1 pint... 4 00
Durkee's, large 1 doz... 4 50
Durkee's, small, 2 doz... 5 25
Snider's, large, 1 doz... 2 35
Snider's, small, 2 doz... 1 35
SALERATUS
Packed 60 lbs. in box
Arm and Hammer... 3 00
Wyandotte, 100 1/4s... 3 00
SAL SODA
Granulated, bbls... 80
Granulated, 100 lbs. cs... 90
Granulated, 36 pkgs... 1 25
SALT
Common Grades
100 3 lb. sacks... 2 60
70 4 lb. sacks... 2 40
60 5 lb. sacks... 2 40
28 10 lb. sacks... 2 25
56 lb. sacks... 40
28 lb. sacks... 20
Warsaw
56 lb. sacks... 26
28 lb. dairy in drill bags... 20
Solar Rock
56 lb. sacks... 26
Common
Granulated, Fine... 1 05
Medium, Fine... 1 10
SALT FISH
Cod
Large, whole... @ 9
Small, whole... @ 8 1/2
Strips or bricks... 9 @ 13
Pollock... @ 5 1/2
Smoked Salmon
Strips... 9
Halibut
Strips... 18
Chunks... 19
Holland Herring
Y. M. wh. hoop bbls... 10 50
Y. M. wh. hoop 1/2 bbls... 5 50
Y. M. wh. hoop kegs... 65
Y. M. wh. hoop Milchers kegs... 65
Standard, bbls... 8 75
Standard, 1/2 bbls... 4 63
Standard, kegs... 54
Trout
No. 1, 100 lbs... 7 50
No. 1, 40 lbs... 2 25
No. 1, 10 lbs... 90
No. 1, 2 lbs... 75
Mackerel
Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80
Lake Herring
100 lbs... 4 00
40 lbs... 1 90
10 lbs... 58
8 lbs... 50

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SEEDS
Anise... 14
Canary, Smyrna... 7 1/2
Caraway... 10
Cardomom, Malabar... 1 20
Celery... 50
Hemp, Russian... 5
Mixed Bird... 5
Mustard, white... 8
Poppy... 9
Rape... 5 1/2
SHOE BLACKING
Handy Box, large 3 dz... 3 50
Handy Box, small... 1 25
Bixby's Royal Polish... 85
Miller's Crown Polish... 85
SNUFF
Scotch, in bladders... 37
Maccaboy, in jars... 35
French Rapple in jars... 43
SODA
Boxes... 5 1/2
Kegs, English... 4 1/4
SPICES
Whole Spices
Allspice, Jamaica... 9 @ 10
Allspice, 1/2 Garden... @ 11
Cloves, Zanzibar... @ 22
Cassia, Canton... @ 15
Cassia, 5c pkg. dz... @ 25
Ginger, African... @ 9 1/2
Ginger, Cochin... @ 14 1/2
Jace, Penang... @ 7
Mixed, No. 1... @ 17
Mixed, No. 2... @ 16
Mixed, 5c pkgs. dz... @ 45
Nutmegs, 70180... @ 30
Nutmegs, 105-110... @ 25
Pepper, Black... @ 15
Pepper, White... @ 25
Pepper, Cayenne... @ 22
Paprika, Hungarian
Pure Ground In Bulk
Allspice, Jamaica... @ 14
Cloves, Zanzibar... @ 29
Cassia, Canton... @ 20
Ginger, African... @ 17
Jace, Penang... @ 75
Nutmegs... @ 35
Pepper, Black... @ 19
Pepper, White... @ 27
Pepper, Cayenne... @ 24
Paprika, Hungarian... @ 45
STARCH
Corn
Kingsford, 40 bs... 7 1/4
Muzzy, 20 1lb. pkgs... 5 1/4
Kingsford
Silver Gloss, 40 lb... 7 1/4
Muzzy, 40 1lb. pkgs... 5
Gloss
Argo, 24 5c pkgs... 90
Silver Goss, 16 2lbs... 68
Silver Goss, 12 6lbs... 8 1/4
Muzzy
48 1lb. packages... 5
16 3lb. packages... 4 7/8
12 6lb. packages... 6
50lb. boxes... 3
SYRUPS
Corn
Barrels... 27
Half barrels... 29
Blue Karo, 2 lb... 1 80
Blue Karo, 2 1/2 lb... 2 30
Blue Karo, 5 lb... 2 25
Blue Karo, 10 lb... 2 15
Red Karo, 1 1/2 lb... 3 60
Red Karo, 2 lb... 2 15
Red Karo, 2 1/2 lb... 2 55
Red Karo, 5 lb... 2 50
Red Karo, 10 lb... 2 40
Pure Cane
Fair... 16
Good... 20
Choice... 25
TABLE SAUCES
Halford, large... 3 75
Halford, small... 2 25
TEA
Uncolored Japan
Medium... 20@25
Choice... 28@33
Fancy... 36@45
Basket-fired Med'm... 28@30
Basket-fired, Choice... 35@37
Basket-fired, Fancy... 38@45
No. 1 Nibs... 30@32
Siftings, bulk... 9@10
Siftings, 1 lb. pkgs... 12@14
Gunpowder
Moyune, Medium... 28@33
Moyune, Choice... 35@40
Moyune, Fancy... 50@60
Ping Suey, Medium... 25@30
Ping Suey, Choice... 35@40
Ping Suey, Fancy... 45@50
Young Hyson
Choice... 28@30
Fancy... 45@55
Oolong
Formosa, Medium... 25@28
Formosa, Choice... 32@35
Formosa, Fancy... 50@60
English Breakfast
Congou, Medium... 25@30
Congou, Choice... 30@35
Congou, Fancy... 40@60
Congou, Ex. Fancy... 60@80
Ceylon
Pekoe, Medium... 28@30
Dr. Pekoe, Choice... 30@35
Flowerly O. P. Fancy... 40@50

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TOBACCO
Fine Cut
Blot... 1 45
Bugle, 16 oz... 3 84
Bugle, 10c... 11 00
Dan Patch, 8 and 16 oz... 32
Dan Patch, 4 oz... 11 52
Dan Patch, 2 oz... 5 76
Fast Mail, 16 oz... 7 80
Hiawatha, 16 oz... 60
Hiawatha, 5c... 5 40
May Flower, 16 oz... 9 36
No Limit, 8 oz... 1 80
No Limit, 16 oz... 3 60
Ojibwa, 8 and 16 oz... 4 00
Ojibwa, 10c... 11 16
Ojibwa, 5c... 1 85
Petoskey Chief, 7 oz... 2 00
Petoskey Chief, 14 oz... 4 00
Peach and Honey, 5c... 5 76
Red Bell, 16 oz... 3 96
Red Bell, 8 fol... 1 98
Sterling, L & D 5c... 5 76
Sweet Cuba, canister... 9 18
Sweet Cuba, 5c... 5 76
Sweet Cuba, 10c... 9 8
Sweet Cuba, 1 lb. tin... 4 50
Sweet Cuba, 1/2 lb. foll... 2 25
Sweet Burley, 5c L&D... 5 76
Sweet Burley, 8 oz... 2 45
Sweet Burley, 16 oz... 4 90
Sweet Mist, 1/2 gro... 5 70
Sweet Mist, 8 oz... 11 10
Telegram, 5c... 5 76
Tiger, 5c... 6 00
Tiger, 25c cans... 2 40
Uncle Daniel, 1 lb... 60
Uncle Daniel, 1 oz... 5 22
Plug
Am. Navy, 16 oz... 32
Apple, 10 lb. butt... 38
Drummond Nat. Leaf, 2 and 5 lb... 60
Drummond Nat. Leaf per doz... 96
Battle Ax... 32
Bracer, 6 and 12 lb... 30
Big Four, 6 and 16 lb... 32
Boot Jack, 2 lb... 90
Boot Jack, per doz... 96
Bullion, 16 oz... 46
Climax, Golden Twins... 48
Climax, 14 1/2 oz... 44
Climax, 7 oz... 47
Days' Work, 7 & 14 lb... 37
Creme de Menthe, lb... 62
Derby, 5 lb. boxes... 28
Five Bros., 4 lb... 65
Four Roses, 10c... 90
Gilt Edge, 2 lb... 50
Gold Rope, 6 & 12 lb... 58
Gold Rope, 4 & 8 lb... 58
G. O. P., 12 & 24 lb... 40
Granger Twist, 6 lb... 46
G. T. W., 10 lb. & 21 lb... 38
Horse Shoe, 6 & 12 lb... 43
Honey Dip Twist, 5&10... 45
Jolly Tar, 5 & 8 lb... 40
J. T., 5 1/2 & 11 lb... 35
Kentucky Navy, 12 lb... 32
Keystone Twist, 6 lb... 45
Kismet, 6 lb... 48
Maple Dip, 20 oz... 28
Merry Widow, 12 lb... 32
Nobby Spun Roll 6 & 3... 58
Parrot, 12 lb... 32
Patterson's Nat. Leaf... 93
Peachey, 6-12 & 24 lb... 40
Picnic Twist, 5 lb... 45
Piper Heidsieck, 4 & 7 lb... 69
Piper Heidsieck, per doz... 96
Polo, 3 doz., per doz... 45
Redicut, 12-3 oz... 38
Scrapple, 2 & 4 doz... 48
Sherry Cobbler, 8 oz... 32
Spear Head, 12 oz... 44
Spear Head, 14 2-3 oz... 44
Spear Head, 7 oz... 47
Sq. Deal, 7, 14 and 28 lb... 30
Star, 6, 12 & 24 lb... 43
Standard Navy, 7 1/2, 15 & 30 lb... 34
Ten Penny, 6 & 12 lb... 35
Town Talk, 14 oz... 31
Yankee Girl, 12 & 24... 30
Scrap
All Red, 5c... 5 76
Am. Union Scrap... 5 40
Bag Pipe, 5c... 5 88
Cutlax, 2 1/2 oz... 26
Globe Scrap, 2 oz... 30
Happy Thought, 2 oz... 30
Honey Comb Scrap, 5c... 5 76
Honest Scrap, 5c... 1 55
Mail Pouch, 4 doz... 5 20
Old Songs, 5c... 5 76
Old Times, 1/2 gro... 5 50
Polar Bear, 5c, 1/2 gro... 5 76
Red Band, 5c, 1/2 gro... 5 76
Red Man Scrap 5c... 1 42
Scrapple, 5c pkgs... 48
Sure Shot, 5c 1-6 gro... 5 76
Yankee Girl Scrap, 2oz... 5 76
Pan Handle Scrp 1/4gr... 5 76
Peachy Scrap, 5c... 5 76
Union Workman 2 1/4... 6 00
Smoking
All Leaf, 2 1/2 & 7 oz... 30
BB, 3 1/2 oz... 6 00
BB, 7 oz... 12 00
BB, 14 oz... 24 00
Bagdad, 10c tins... 11 52
Badger, 3 oz... 5 04
Badger, 7 oz... 11 52
Banner, 5c... 5 76
Banner, 20c... 1 60
Banner, 40c... 3 20
Belwood, Mixture, 10c... 94
Big Chief, 2 1/2 oz... 6 00
Big Chief, 16 oz... 80

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SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Pilot, Soldier Boy, Sweet Caporal, etc.

13

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

14

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Palls, Traps, etc.

15

BAKING POWDER Royal, CIGARS Johnson Cigar Co's Brand, COFFEE White House, WINDOW CLEANERS, WOOD BOWLS, WRAPPING PAPER, YEAST CAKE, AXLE GREASE MICA.

16

Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symsons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo. OLD MASTER COFFEE, ROYAL GARDEN TEA, SAFES, THE BOUR CO., TOLEDO, OHIO.

17

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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—Store and general merchandise, inventory \$15,000. Sales for year \$45,000. Located in best cattle country in Montana. Store building and warehouse worth \$6,000. New country. Can increase sales to \$75,000. Reason for selling, wish to retire. Best chance for live man to make big money ever offered. Address J. P. Lossi Co., Wisdom, Mont. 991

Sales of merchandise by auction made in any part of the United States or Canada. If you want to close out your stock entirely or reduce any portion of it, write for terms and dates. Eugene H. Williams, Commercial Auctioneer, Milledgeville, Ill. 990

Dry goods man wishes to invest one thousand dollars, with services, in dry goods or general store, long experience as buyer, advertiser and manager for big store. Will take charge of any department or entire business. Can conduct special sales and write advertising matter that brings the business. First-class references. Address No. 989, care Tradesman. 989

For Quick Sale—Bakery, soda fountain, shelf groceries and confectionery. Good trade. Only store of kind, county seat, old stand, best location. F. J. Boyd, Kalkaska, Mich. 24

\$1,600 will buy 27 acres near Traverse City on Peninsula facing bay. Fine resort or fruit property, abundant spring water. M. E. Duckles, Elk Rapids, Mich. 1

Acres—Anything in land, anywhere, for merchandise, incomes, etc. Real Estate Exchange, Catesby, Okla. 999

Fine bakery, 14 miles from Chicago, doing cash business. Shop on ground floor. Will inventory \$2,000; will take \$1,400. Good reason for selling. Address Bergeron, 32 Burlington Ave., La Grange, Ill. 998

For Sale—Our 500-page loose leaf LeFebure ledger with 500 extra loose leaves. Brand new. Address Gunderson & Son, Kenyon, Minn. 997

Salesmen—Do you want \$12 a day sideline, working small towns on jewelry premiums on punchboard deals? Western Jewelry & Novelty Co., Hunter Bldg., Chicago. 996

Drug store for sale. Must be sold by April 1. Only drug store in town. Two railroads. Invoice about \$3,000. Rent \$15. Full particulars on request. Box 122, Grand Junction, Mich. 995

Bargain if taken soon: 8 x 14 Maynard patent cooler, used three seasons, keeps meat perfectly. Owner gone out of business. Address Lock Box L, Wexford, Mich. 994

For sale or exchange for general merchandise or drugs. 239-acre farm adjoining village of 500. Residence is in corporation, 1/4 mile from depot. Address 992, care Tradesman. 992

Are you the man to sideline Ol-Vanillo to bakers, confectioners, ice cream manufacturers, soda fountains? Better write The Von Hohenward Co., Office 111 Merchants Bldg., Philadelphia, Pa. 8

For Sale—Hotel property, 1/2 acre fenced, corner lot, feed barn. Fine location for general store. Address Box 5, Lennon, Mich. 7

For Sale—Stock of general merchandise, inventorying about \$3,000; also store building, house and two lots and three horses and wagons, worth \$2,500. Annual sales, \$23,000. Rare opportunity for good man. Address No. 6, care Michigan Tradesman. 6

For Sale—Two ladies suit forms, adjustable in height, and two sunflower revolving skirt racks, all on rollers, perfect as new. Will sell for half list price—have discontinued suit department. Address R. L. Steen, Stillwater, Okla. 5

Wanted—To exchange my business house in Assumption, Illinois, for stock of general merchandise, not to exceed \$4,000 or \$5,000. House renting for \$36 per month. Address J. J. Corzine, Charleston, Ill. 3

For Sale—Retail shoe business, stock invoices \$6,000, clean, up-to-date. Best town in Eastern Illinois. Reason for selling, have other interest to attend to. Population 2,500, four railroads, ladder factory, tiffany enamel brick factory. Good schools and churches. Only cash considered. Address Box 35, Mokenca, Ill. 2

For Sale—An up-to-date hardware stock in a good country town of about 900 population, invoicing about \$4,000. If you have the cash and want to make a safe investment write, otherwise save your postage. Address No. 15, care Michigan Tradesman. 15

For Sale—One-third or one-half interest in good general store in city of six thousand; will invoice about \$25,000; doing business of from \$80,000 to \$100,000 annually. Business established for ten years. Prefer an experienced dry goods and furnishing man. Good reasons for selling. For further particulars write J. R. Haslam, Devils Lake, N. D. 13

Clothing stock and lease for sale. Stock valued at from \$10,000 to \$13,000. Best corner in Hamilton. Address George Krebs, High and Third Sts., Hamilton, Ohio. 14

For Sale—A clean stock of hardware in Traverse City, Michigan, a town of 14,000. Stock inventories \$7,000. Will discount for cash or make liberal terms. Address J. A. Montague & Son. 16

For Sale—Cheap, short account credit register, perfect. Mrs. J. Thompson, 4418 Sunnyside Ave., Chicago, Ill. 11

I buy for cash or will exchange for land, merchandise men's and boys' roundout suits, odd vests, odd pants, old style shoes. All this strictly confidential. Also some overcoats. We trade from coast to coast. S. Bramester, 2603 Fond du Lac Ave., Milwaukee, Wis. 10

Hardware, furniture and undertaking business for sale; central Illinois town, sales \$50,000; net profits 1912, \$6,350; 1913, \$6,500; \$12,000 cash required. Address Box 183, Onarga, Ill. 9

For Rent—Brick store building, equipped with shelving, counters, electric lights and water. Good farming vicinity. Write Mrs. H. P. Lindberg, Manton, Mich. 22

For Sale—Store building, warehouse and barn, located on main corner, one grocery wagon built to order, run one season, cost \$350. Will sell separate. Prices and terms reasonable. This is a first-class location for general merchant. Chris. Liebum, Orleans, Mich. 23

Special and auction sales. Am prepared to conduct sales for reducing stock, raising ready money, complete closing out, etc. Plan combines best features of private selling, auction and gets results. R. G. Clement, 415 Davis St., Kalamazoo, Mich. 20

Drug store in 200 room hotel building, new, modern. Great bargain for young man with little money. Write Druggs, care Tradesman. 19

For Sale—International motor wagon, fitted with shelves to handle general merchandise. Used only one season. In first-class condition. Address No. 18, care Michigan Tradesman. 18

For Sale—Old established grocery. Stock and fixtures about \$2,500. Yearly sales over \$20,000. Cheap rent. Town, 1,200. Address No. 17, care Michigan Tradesman. 17

Must be sold at once, Royal Bakery, corner North and West streets, Kalamazoo, Michigan. An established business that can be bought at a bargain. Reason for selling, poor health of proprietor. Address E. L. Fleischhauer, c-o Royal Bakery, Kalamazoo, Mich. 12

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

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

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

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—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 surry, 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, chain blocks; all good condition. Spring Lake, Iron Co., Fruitport, Mich. 962

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. Fenley, 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. 956

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. 946

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

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

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

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

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

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

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 moneymaker 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

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

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 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

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. 926

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

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

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

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

\$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

HELP WANTED.

Wanted—Experienced hardware and stove clerk; must be willing to do anything expected in a hardware store; a hustler and salesman with good habits. State age and wages in first letter; give references. Address L. E. Lewis, West Liberty, Ia. 993

Wanted—A partner. A first-class baker preferred to take 1/2 interest in bakery and confectionery, doing \$12,000 business yearly, only \$800 wanted. For particulars write J. J. Corzine, Charleston, Ill. 4

Wanted—Experienced clothing salesman, well recommended, to manage a retail store. State salary required and enclose references to Francis O. Lindquist Stores Co., Greenville, Mich. 21

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 10.—In the matter of Herbert F. Caswell, bankrupt, formerly doing business at Portland, as a general merchant, the final meeting of creditors was held. The trustee's final report and account showing balance on hand at time of filing first report and account, \$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 to the bankrupt, \$232.00; administration expenses since the filing of first report and account, \$249.75; total \$1,893.77; a balance on hand for distribution of \$1,169.18 was considered and allowed, there having been no objections to the account filed. Claims were allowed, attorney fees and other administration expenses ordered paid and a final dividend of 4 8-10 per cent. declared and ordered paid to general creditors. The distribution under this order will not be made for ten days from the date of the order.

March 11.—In the matter of William C. Walsh, bankrupt, formerly doing a banking business at Boyne Falls, an adjourned special meeting of creditors was held. The bankrupt was sworn and examined by attorney J. M. Harris for the creditors; the general examination continuing throughout the day. Claims were allowed. The trustee, J. E. Converse filed his first report and account which shows the following: Total cash receipts to date, \$6,487.91; disbursements for administration expenses, \$371.11; balance on hand for distribution, \$6,116.80. The same was considered and appearing proper for allowance and there being no objection was approved and allowed. An order was made for the payment of a first dividend of 25 per cent. to all creditors whose claims have been proven to date of this order. There is considerable property yet to be converted into cash by the trustee of this estate and it is probable that further dividends aggregating at least 25 per cent. more will be declared and ordered paid in this matter.

March 12.—The final meeting of creditors called for this date in the matter of the Holland Veneer Works, bankrupt, has been adjourned to March 20.

In the matter of the Columbian Construction Co., bankrupt, formerly doing a general contracting business at Muskegon, the hearing on the order to show cause as to the sale of the assets was held this day. The bid of Burk, Smith & Nelson, of Muskegon, for all of the assets for the sum of \$1,400 was considered and accepted and the trustee ordered to complete the sale. The assets have now all been sold and it is expected the final report and account of the trustee will be filed within the next few weeks. There will be a dividend to creditors.

March 13.—In the matter of Bailey Electric Co., bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this day. The bankrupt was represented by Harold E. Woodcock. He was sworn and examined relative to liability of stockholders on unpaid stock subscriptions. The trustee filed a report showing the sale of a portion of the assets. The inventory and report of the appraisers was filed showing the appraised value of the remainder of the assets to be about \$700.

In the matter of Albert Nichols, bankrupt, formerly doing a general store business at Alto, a special meeting of the creditors was held this day. The first report and account of the trustee shows receipts from sale of assets and accounts receivable to date, \$3,326.72; disbursements for administration expenses, \$72.74; balance on hand for distribution, \$3,253.98. The account appearing proper for allowance was approved and allowed. A first dividend of 25 per cent. was declared and ordered paid to general creditors at this time. The assets of this estate have now all been converted into cash and it is very probable that the estate may be finally closed on the payment of a second dividend herein three months from the payment of the first dividend. The second dividend will no doubt run over 10 per cent.

March 14.—In the matter of Albert Penzotti, bankrupt, Grand Rapids, the first meeting of creditors was held today. The examination of the bankrupt revealing the fact that there are no assets for creditors, an order was accordingly entered that no trustee be appointed. The estate will be finally closed at the expiration of twenty days unless creditors are able to locate some assets belonging to the estate.

March 15.—In the matter of the Coronet Corset Co., bankrupt, Grand Rapids, the trustee has filed petition for an order allowing him to withdraw his petitions for fees as attorney for the trustee heretofore filed in this matter and an order has been entered accordingly.

In the matter of Charles Vermurlen, bankrupt, Grand Haven, the first meeting of creditors was held today. An examination of the bankrupt reveals that there are no assets for creditors and the referee has accordingly entered an order that no trustee be appointed. The estate will be closed at the expiration of

twenty days, unless creditors are able to locate assets belonging to the estate.

March 17.—In the matter of Gibson & Greenfield, merchants, Nashville, the final meeting of creditors has been called for March 30. In this matter the individuals, as well as the partnership, were adjudicated bankrupt. The trustee's final accounts in this matter shows that the partnership estate has not sufficient assets to pay administration expenses and preferred claims in full. As to the bankrupt, Elmer B. Greenfield, the accounts show that the estate has \$205 and a dividend will be paid to his individual creditors in this matter. As to the bankrupt, Emmett E. Gibson, the accounts show that he has no assets.

St. Joseph Referee.

St. Joseph, March 10.—In the matter of the Mohn Wine Co., bankrupt of Bertrand township, Berrien county, an order was entered by the referee directing the trustee to sell all the personal property of the bankrupt. The trustee pursuant to the order has set the date of sale at St. Joseph, Berrien county, on March 24.

In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the adjourned examination of the officers of said bankrupt and others for the purpose of discovering assets was adjourned for four weeks at the court house in Kalamazoo.

In the matter of William H. Evans, bankrupt, of St. Joseph, final briefs were filed by attorneys for creditors objecting to the allowance of the bankrupt's specific personal property exemptions of \$250.

March 11.—In the matter of Abel Schipper, bankrupt of Kalamazoo, the first meeting of creditors was held at the latter place, and after the examination of the bankrupt by the referee as no creditors had proved claims, Stephen H. Wattles, of the same place, was appointed trustee, his bond being fixed by the referee at the sum of \$100. The first meeting was further adjourned until April 18.

March 12.—In the matter of Burt A. Hatch, bankrupt, of Kalamazoo, a petition was filed requesting that the first meeting of creditors be held at the referee's office, also the bankrupt deposited the necessary funds for the purpose of calling the first meeting. The referee thereupon made an order calling the first meeting of creditors at his office on March 24, for the purpose of proving claims, the election of a trustee, examining the bankrupt and the transaction of such other business as may properly come before the meeting.

March 13.—In the matter of the National Gas Light Co., of Kalamazoo, bankrupt, the hearings on the show cause orders to the trustee objections to the allowance of certain claims and the re-consideration of other claims were postponed until April 7.

March 14.—In the matter of Frank W. Flint, bankrupt, of Saugatuck, the trustee filed his final report and account showing total assets of \$966.13, and disbursements of some \$400, with request that a final meeting of creditors be called and a final dividend declared. A first dividend has been declared of 10 per cent., and it is expected another 10 per cent. dividend will be declared.

Constitutionality of Michigan Net Weight Law.

A novel test of the constitutionality of the arbitrary laws compelling the sale of food products in specified units of weight or measure only and, logically, prohibiting sales in other units, is reported from Battle Creek, where Schoder Bros. were recently convicted for using "deceptive and misleading advertising."

Schoder Bros. operate the Central Cash Grocery in that city. They advertised a peck of potatoes for a certain price with the added information that this peck was the old twelve-pound peck instead of the sixteen-pound peck, which is now the legal peck measure in that State.

The defendants maintained that they were within their rights in advertising a twelve-pound peck, but the deputy food inspector of the State who brought the suit, held that this was illegal. Counsel for the defense admitted the facts set forth by the commissioner, and arguments were merely on the interpretation of the law. The case will be appealed to the Supreme Court of the State so that an opinion may be had as to the constitutionality of the law.

Bogus Claims for Chicago's Municipal Grocery.

According to reports from Chicago the Municipal Grocery Store of that city, started nominally to furnish goods at cost to the deserving poor, is not working out as its promotion advocates claimed. In fact, there are being made a variety of claims against the enterprise which range all the way from fraudulent advertising to political trickery. The newspaper reports of comparative prices charged by the city and by retail grocers stirred up grocery trade leaders to make a formal investigation.

For the purpose of learning the true nature of the goods being sold at the city's store at an alleged saving of fifty per cent. in some instances a committee of investigation was appointed.

The findings of the committee relative to the quality of the Municipal Store's goods were as follows:

The coffee, for which the retailer was said to charge 35 cents and for which the Municipal Store asked but 19 cents, was a grade which is sold in the average grocery store at 25 cents per pound. The newspaper accounts claimed that the grocer charges 60 cents per pound for the tea which the city's store quoted at 24 cents. It is proved to be a piece of goods which the retailer can buy at from 15 to 18 cents, and sold proportionately low by the grocer. The committee was not able to buy sugar. The soap, which the city store advertised as American Family, proved to be only a cheap, unwrapped piece of goods. The price was 3½ cents per bar. The bacon quoted at 17 cents per pound, in chunks, was cut from a larger side weighing about 11 pounds, whereas that sold by the average grocer to answer a more discriminating demand is of a higher grade and consists of strips weighing from 4 to 6 pounds. The four cans of so-called No. 2½ tomatoes together weighed 8½ pounds gross, and contents were very watery.

It has been intimated that the entire proposition is fostered by political trickery, and the working out of the plan will be closely watched.

Lansing Grocers Touch Elbows.

Lansing, March 12.—The annual banquet given by the Lansing Grocers and Meat Dealers' Association March 10 exceeded all previous ones in both attendance and elaborate arrangements. Over 600 were served at the banquet and 200 more guests and members of the Association attended the dance without participating in the banquet.

M. C. Goossen, A. P. Walker, Fred C. Wilder, F. L. Hoff, W. B. Eldred, Arthur Fry and David Glenn were the committee on the banquet and directed a staff of thirty waiters. The tables were handsomely decorated with cut flowers and plants.

The crowd, which participated in the dance following the banquet, was so great that the ball room of the temple was taxed to capacity. It is estimated that nearly 300 couples were dancing at one time. Logan's orchestra furnished music both during the banquet and for the dance, interspersing a number of features throughout the programme.

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

Buffalo, March 18.—Creamery butter, fresh, 25@28½c; dairy, 22@26c; poor to good, all kinds, 15@18c.

Cheese—New fancy 17½@18c; choice, 16½@17c; poor to common,

6@12c; fancy old, 18@18½c; choice 17@17½c.

Eggs—Choice, fresh 22½@23c. Poultry (live)—Turkeys, 18@20c; cox 12@13c; fowls, 17@18c; springs, 16@18c; ducks, 18@20c; dressed chick 18@20c; turks, 22@25c; ducks, 18@21c; fowls, 17@18; 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.

The Hygrade Incandescent Lamp Co. has opened a store for the sale of its products at 239 Division avenue, south. Claude Faude, who has been employed at the Detroit store of the company, is in charge. The headquarters of the company are Danvers, Mass.

John Q. Adams, Battle Creek, representing the Jackson Grocery Co., says: "I enjoy the Tradesman better than any magazine that comes into my home."

E. T. White has engaged in the grocery business at Lowell. The Worden Grocer Co. furnished the stock.

Dirk Alkema has bought the bakery business of Charles G. Busch at 408 West Leonard street.

BUSINESS CHANCES.

A stock of clothing to exchange for stock of dry goods, furnishings or shoes. Address Clothing, care Tradesman. 27

For Sale—Stock of general merchandise. Would consider city rental property from \$1,500 to \$2,500. Not able to care for the business. Must retire. Address No. 26, care Tradesman. 26

For Sale or Trade—Four drawer National cash register, No. 542 4F. Address J. Dobrin, Hampton, Ia. 25

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

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 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

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 Couthure & 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

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BUY
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Beans
 They are Best
Just That!

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

You Are
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We don't expect every grocer to talk our product, but if you have ever seen us make

Shredded Wheat

your enthusiasm will lead you to speak a good word for it upon every favorable occasion. You simply can't avoid talking about it. "The Home of Shredded Wheat" is visited every year by over one hundred thousand persons from all parts of the globe. This helps make business for you. Are you getting your share? We would like to have every grocer in the United States visit this beautiful plant.



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

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

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The Shredded Wheat Company
 NIAGARA FALLS, N. Y.

THE YEAR 1914 WILL BE YOUR LUCKY YEAR

If—You Use Ordinary Business Precaution



Horseshoes are only lucky when well sharpened and attached to horses' feet.

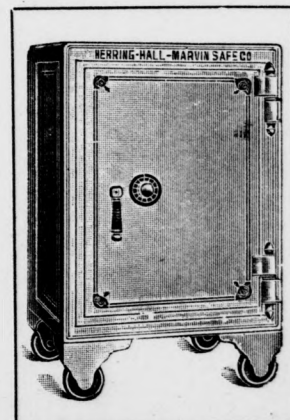
Luck follows pluck and good business judgment; it never precedes them.

If you keep your books of account under the counter, your cash and valuable papers in cigar boxes, and it so happens that your store and all of its contents burn up to-night, you most certainly are *not* an unlucky dog by any manner of means; no indeed, you are simply an *unwise* man.

**THESE THINGS HAVE HAPPENED TO OTHERS,
 THEY MAY HAPPEN TO YOU.**

A guaranteed dependable safe is the only right place to keep your account books, valuable papers and cash.

Write us to-day for prices.



Grand Rapids Safe Co.
 Tradesman Building Grand Rapids, Mich.

GOLD DUST



You can put GOLD DUST into almost every order, if you'll just mention it. You don't have to "talk;" our extensive advertising keeps GOLD DUST so well known the sales are *waiting for you!*

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Passer-by a
Prospective
Customer



Think of it! Every person that passes your door or enters your store is a prospective Borax customer. *Every one of them*—regardless of age, occupation or station in life.

20 MULE TEAM BORAX

is a harmless antiseptic cleanser. Finds a hundred and one uses in the Laundry, Kitchen, Nursery, Sick Room and Bath Room. It's absolutely pure, perfectly safe. Cleanses quickly, thoroughly, *hygienically*. Saves no end of time, trouble and work in the home. It's a "self-seller" when given a chance. Give it a *chance*. It'll pay you. Pay you to display it—to keep it in sight where customers and prospective customers can read the directions and many uses printed on every carton. *Try it. Try it now, to-day.*

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CHICAGO, ILL.