

## TO WHOM HONOR IS DUE

The world will give applause to him who rules in great affairs,  
To him who in a lofty place assumes a nation's cares;  
His name is passed from lip to lip, his fame is spread abroad,  
And they are envied whom he deigns to please with smile or nod;  
But there's another, poor perhaps, unhonored and unknown,  
To whom I raise my hat, because of worth that is his own—  
The honest man who daily does the best that he may do  
And makes the world his debtor for a worthy son or two.

The crowds will gladly shout his name who guides a splendid fleet  
And makes his country's foemen feel the sorrow of defeat;  
For him the waiting bands will play, for him the flags will fly,  
For him the people will applaud and raise the arches high;  
But while they crown him and are glad to stand and watch him pass  
I lift my hat to one for whom there is no sounding brass—  
The honest man whose sons are taught so they may understand  
The worth of honor and the debt they owe their native land.

The world will give sweet praise to him who has enriched his art,  
And learn to prize the poet's song if it shall touch the heart;  
There will be high rewards for them who govern and direct,  
The warrior and the statesman will be named with the elect;  
But there is one whom few will deign to gladden with applause,  
Though all his efforts, all his hopes, involve a worthy cause—  
The honest man whose sons are taught that honor still is good,  
Who, all unnoticed, triumphs in his right of parenthood.

—Henry Howland.

Good Yeast  
Good Bread  
Good Health

Sell Your Customers  
**FLEISCHMANN'S  
YEAST**



Don't Waste Any  
Time Guessing

It has been settled—by many thousands of your grocer contemporaries—that the one SURE THING coffee is, without a doubt, that famous "WHITE HOUSE."

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.

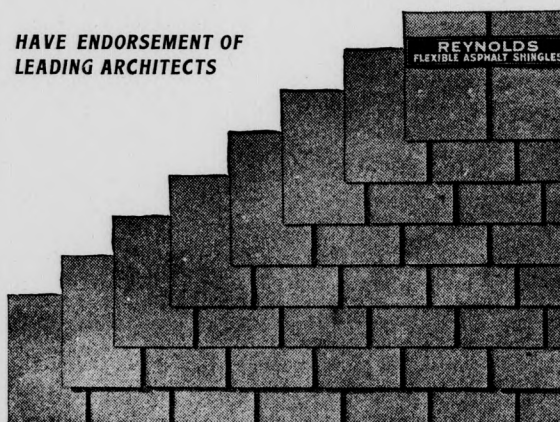
**We Sell** Lowney's Fountain Cocoa, Coco Cola, Hire's Root Beer Syrup, Allen's Red Tame Cherry Syrup, Royal Purple Grape Juice, California Grapine. Also Soda Fountain Supplies such as Sanitary Soda Cups and Dishes, Straws, Cones, Ice Cream Dishes and Electric Drink Mixers.

*May we have a share of your 1914 business?*

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

## Reynolds Flexible Asphalt Shingles

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 **GRAND RAPIDS, MICH.**

## IMPERIAL BRAND

Spraying  Compounds  
Largest Line Superior Quality

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

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



# SNOW BOY FREE!

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

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

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.  
All Orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.  
Order from your Jobber at once or send your order to us giving name of Jobber through whom order is to be filled.

Yours very truly,

**Lautz Bros. & Co.**

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



# MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1914

Number 1596

## SPECIAL FEATURES.

Page	
2.	Bankruptcy Matters.
3.	Public Utilities.
4.	Boomlets From Bay City.
5.	News of the Business World.
6.	Grocery and Produce Market.
7.	Men of Mark.
8.	Editorial.
9.	Grand Rapids Furniture.
10.	Clothing.
11.	Upper Peninsula.
12.	Butter, Eggs and Provisions.
13.	Financial.
14.	Dry Goods.
15.	Shoes.
16.	Woman's World.
17.	Bankruptcy Matters.
18.	Hardware.
19.	The Meat Market.
20.	The Commercial Traveler.
21.	Drugs.
22.	Drug Price Current.
23.	Grocery Price Current.
24.	Special Price Current.
25.	Business Wants.

## UNJUST DISCRIMINATION.

The morality of having anti-trust laws aimed to suppress co-operation in mercantile business and oppress business men, yet permitting all forms of combination among farmers and labor organizations, does not appear to have received due consideration at the hands of our National legislators.

The chief criticism of legislation now under consideration in Congress is that it does not go far enough on the constructive side of the regulation of competition. Various co-operative arrangements for marketing remain under the ban of the law. They include farm products as they should, if the prohibition of such agreements is to continue to be the policy of the Government.

The time must come soon, when, with the aid of the industrial trade commission, the law, whatever it may be, will be generally and impartially enforced. This incredible situation of extending general immunity to the farmers to violate the law while they are demanding and securing its enforcement against the industrial world will not be longer tolerated.

What is the real attitude of the farmer as a producer to the trust question? Is it just, sincere, consistent or public spirited? What should be his attitude both in his own interest and as a citizen? The Tradesman believes that it is unjust, inconsistent and unwise.

This broad indictment is based upon the drastic character of the anti-trust laws in the farming states as applied to all forms of industry other than farming; the exemptions that have been engrafted upon these laws in favor of the farmers, the failure to enforce the laws against them in states in which the exemptions do not exist, and the attitude of their representatives in Congress, and the many open violations of the Federal anti-trust law that exists by sufferance in the various forms of pooling and selling arrangements among the farmers in the different sections of the country.

Agreements between competitors that have for their sole purpose the prevention of ruinous competition and the securing of a reasonable profit should be

made possible and lawful in all industries, subject to the approval and regulation of the new trade commission.

Unrestricted, ruinous competition should be superseded by regulated competition. The former inevitably leads to monopoly; the latter does away with the oppression of the weak competitors and with every vestige of pretext for combination.

The distinction between co-operation and combination is fundamental. The former is economically unsound and oppressive; the latter is distinctly beneficial if so supervised and restricted that the levying of tribute upon the public is prevented.

## TWO FIXED PRICES.

A retail grocery publication bewails the fact that most of the charges of price cutting are directed against the retail grocer and not against the wholesaler. The editor asks that the critics "switch once in a while." All of which shows that the editor fails to grasp the essential fact that fixed prices set by the manufacturer would involve fixing wholesale selling prices quite as much as retail.

There is no denying the fact that wholesalers are quite as notorious price cutters as retailers—probably worse. It is the intervention of the wholesaler which has annoyed most grievously the manufacturers who desire to legally fix their prices. If their sales were direct to the retailer, they might readily make price observance a consideration of sale and thereby control the resale of the goods. But when most of the specialties are sold through the jobber the manufacturer and the retailer never directly join in a transaction and the control of price must pass, with the goods, through the jobber, yet be equally binding on jobber and retailer. As a legal proposition this is not easy.

Many retailers who favor being protected from price cutters secretly object very seriously to having the jobber controlled. Take the case of retailers who buy through exchanges, or who are tied up in co-operative plans of one kind or another. Their sole purpose is either to buy direct from the manufacturer at the same price as the wholesaler or to make their combination order so attractive that the wholesaler would yield a point and sell them at inside prices. The fixed price idea prevents such concession prices by jobbers—it binds wholesaler and retailer alike and enforces absolute equality of opportunity. Price cutters, chain stores, mail order houses and buying exchanges are all alike in the one respect, they seek to obtain higher profits by seeking protection for themselves from their own competitors, but are not over-anxious to have

price cutting prevented among those from whom they buy at inside prices.

## United States Express Company in New Role.

D. D. Alton, the Fremont druggist, was the principal witness of the so-called peach case of E. A. Stowe vs. U. S. Express Co., recently decided by the Michigan Supreme Court. When the defeated defendant settled the matter by paying the judgment and costs, Mr. Alton was sent a check for his fees and traveling expenses as witness. The manner in which he is expending the money so received is decidedly interesting:

Fremont, April 21—You may be interested to know how I am investing this amount of money to which I feel that I have no genuine claim, believing it rightfully belongs to you. I have purchased several hundred walnut seedlings from the Central State Normal College, at Mt. Pleasant, and shall give one to each pupil of the Fremont City Schools, below the eighth grade, who meets certain qualifications, designated by the superintendent of schools, to be set out Arbor Day. This will take several hundred and I shall fill one of my store windows full of them and the Superintendent of Schools will issue requisitions for them to those who are entitled to same.

Part of the requirements are that the tree must be set out by the pupil himself (or herself) and properly cared for for a period of three years under direction of the agriculture teacher of the school. This promise is made to me in writing by each pupil at the time of getting the tree and they will be under the supervision of the above teacher for the term of years mentioned. Do not know just how this is going to work out, but if we can get successful results from 25 per cent. of the number put out, we shall feel quite well satisfied. Someone in years to come may be benefitted and possibly it will develop the right kind of a "bug" in some of the youngsters, which otherwise might lie dormant. It is creating considerable interest among the school children already.

D. D. Alton.

Saginaw—The Columbia Western Mills is building an addition to its plant at Ring and Wheeler streets, to enable it to take over the Bay City branch, which was first organized in Saginaw about twenty-two years ago by William D. Janes.

The Reid-Blickley Auto Co., located at East Michigan street and Bond avenue, is soon to change its name to the Reid Auto Co. David Reid, now president of the company, is to be sole owner of the business.

Fred G. Mahler has opened a jewelry manufacturing, repair and retail business at 553 Eastern avenue, South. Mr. Mahler has been employed for some years by the Herkner Jewelry Co.

George Roup succeeds Peter Hamstra in the grocery business at 1222 Monroe avenue. This store was formerly conducted by J. Van Hof, Mr. Hamstra owning it but a short time.

## GOOD AND BAD CONDITIONS.

Were one to predict the business future from a study of those factors which are ordinarily considered the "fundamentals," it would probably lead to conclusions quite at variance with the prevailing pessimistic sentiment in our banking circles. Easy money conditions and excellent crop prospects are two potent arguments for an approaching betterment in business. Bank clearings on a par with this time last year, and the successful sale of a big block of New York city bonds last week are two things which might well lead to the conclusion that the much talked of business depression is, in part at least, a mental state.

But among substantial people, the talk is of the socialistic tendencies in legislation, the continued attacks on capital, and the attempts at redistribution of wealth which leave smaller and smaller margins of profit in industry. Evidences of these tendencies are found in proposed anti-trust legislation in Washington, lack of action by the Interstate Commerce Commission in the freight-rate case, low tariffs, new methods of taxation, and in certain phases of the new currency system.

There is serious doubt expressed in some quarters whether these last-mentioned factors, on which the business world is dwelling so profoundly, should not be given smaller consideration. The spurt in business activity at the beginning of the year, after the passing of the Currency bill, is quoted as evidence of the condition which might be expected to develop, should so-called fundamentals continue favorable, and should sentiment suddenly veer around. It also gives an indication of the rapidity with which the present state of mind may be altered.

It is this fact—that a good deal of the depression in business is mental—that leads certain thinking men to believe that easy money conditions and the splendid crop promise are likely to occupy the positions of chief importance in shaping the long-distance future.

Apparently Chicago's experience with its famous (or infamous, it is coming to be in trade circles) municipal grocery stores is proving not only a failure but a good deal of a farce. For the purpose of finding out just how much of the \$25,000 fund recently appropriated by the City Council for the establishment of municipal grocery stores has been used in connection with the disastrous experiment, the purveying city's food committee of the Chicago City Club has appointed a committee of three from its number to make an investigation.



## BANKRUPTCY MATTERS.

## Proceedings in the Western District of Michigan.

Grand Rapids, April 8.—In the matter of Menzo Turner, bankrupt of Hastings, the first meeting of creditors was held this date. From an examination of the bankrupt and from the schedules on file in this office it appeared that there were no assets not claimed to be exempt by the bankrupt, and no trustee was appointed. The estate will be finally closed within twenty days and there will be no dividend to creditors in this matter.

April 9.—In the matter of Appleyard & Johnson, bankrupt, formerly in the general contracting business at Grand Rapids, the trustee has filed a report showing that he has received an offer for the equity of the estate in certain real estate and an order has been issued directing creditors of the bankrupt to show cause why the sale of said equity should not be confirmed and authorized. The hearing has been set for April 23.

In the matter of the Columbian Construction Co., bankrupt of Muskegon, formerly in the pier construction business, the final meeting of creditors was held this date. Claims were allowed. The trustee's final report and account showing total receipts of \$1,400, and disbursements amounting to \$29.73 and a balance on hand of \$1,370.27 was considered and allowed. The final order of distribution was made and a first and final dividend of 46 1/2 per cent. was declared and ordered paid to general creditors whose claims have been filed and allowed.

In the matter of Harvey C. Daniels, Grand Rapids, bankrupt, the final meeting of creditors was held to-day, the trustee's final report and account showing no assets on hand except a certain patent right in a dump box, so-called, was considered and allowed. The estate containing no assets, no dividend was declared and ordered paid to general creditors. The referee made a certificate recommending the discharge of the bankrupt and the matter has been referred to the District Judge for final discharge.

April 10.—In the matter of Everett F. Northrup, bankrupt, formerly in the drug business at Boyne City, the hearing on the trustee's petition for authority to sell the assets was held to-day. Additional bids for the stock were received the highest of which was a bid for \$1,900 from Charles L. Bellamy, Boyne City, and the order was entered confirming the sale to him. The assets are practically all sold now in the matter and the trustee has been requested to file his first report and account, upon the filing of which a special meeting of creditors will be forthwith called and a first dividend to creditors declared and ordered paid.

April 13.—In the matter of Guy C. Longcor, bankrupt, formerly in the general store business at Elmdale, the trustee has filed his first report and account and a special meeting of creditors has been called for April 29. The accounts show total receipts from the sale of portion of the assets, \$364.25; receipts of sums paid to certain of the creditors of the bankrupt as a preference before adjudication and returned to the trustee upon his request, \$986.04, total \$1,350.29; disbursements for administration expenses, including feed for live stock, \$113.64; balance on hand for distribution at this time, \$1,236.65. Also showing the receipts of notes for certain assets of the estate in the sum of \$60 and a credit due the trustee of \$7.50. It is estimated that a 10 per cent. dividend may safely be paid at this time.

In the matter of John H. Kinsey, Grand Rapids, formerly in the shirt manufacture business, now bankrupt, the final meeting of creditors has been called for April 27. The final report and account of the trustee, filed in the office of the referee, Sept. 6, 1913, shows the following: Total receipts from the sale of assets and from accounts receivable collected by the trustee, \$245.20; disbursements for administration expenses, \$12.40, and balance on hand of \$232.80; also showing book accounts and bills receivable of the face value of \$296.84 and of doubtful value, and recommending that the same be offered for sale at the final meeting.

April 14.—In the matter of C. C. Rice & Son, Portland, formerly in the clothing business, the final meeting of creditors was held to-day. Claims were allowed and the first dividend of 10 per cent. heretofore allowed directed paid on the same. The trustee's final report and account showing balance on hand as per first report \$2,236.42 and disbursements of \$1,533.23 and a balance of \$697.19 on hand was considered, and the same appearing proper for allowance and there being no objection was approved and allowed. The matter was held open for determination and declaration of the final dividend.

Subsequent to the final meeting a petition for review of an order disallowing attorney fees to W. K. Clute, attorney for the bankrupts was filed and the matter will now be held open pending the decision of the District Judge on this matter.

April 16.—In the matter of Bob H. Dilliard, bankrupt, formerly in the shoe

business in Grand Rapids, under the name of The Stetson Shoe Shop, the final meeting of creditors was held this day. Claims were allowed and first dividend of 15 per cent. ordered paid on the same. The final report and account of the trustee, showing total receipts of \$7,340.19 and disbursements for administration expenses, first dividend, exemptions to the bankrupt, etc., of \$4,309.35 and a balance on hand of \$3,030.84 was considered and the same appearing proper for allowance and there being no objection was approved and allowed. A final dividend of 12 per cent. was declared and ordered paid in the matter to all creditors whose claims have been proved and allowed to date. Combined with the first dividend of 15 per cent. the total dividends paid in this matter amount to 27 per cent.

April 17.—Glenn W. Bisbee and Albert Kingsford, individually and as co-partners as G. W. Bisbee & Co., of Fremont, have filed a voluntary petition in bankruptcy and the adjudication has been made by the referee in the absence of the District Judge from the district. The first meeting of creditors has been called for May 14, at which time creditors may appear, prove their claims, elect a trustee if desired and transact such other business as may come before the meeting. The schedules on file in this office reveal the following: Total liabilities \$1,827.28; total assets, \$1,133.90. The following are listed as creditors of the bankrupts:

W. B. Jarvis Co.	\$295.78
Fremont State Bank, Fremont	35.00
King Piano Co., Chicago	300.00
Abby Embria Co., New York	230.00
McKinley Music Co., Chicago	20.21
Chicago Sporting Goods Mfg. Co.	25.94
U. S. Calendar Co., Cincinnati	19.00
Grand Rapids Stationery Co.	25.00
Michigan Cigar Co., Big Rapids	11.00
Harry W. Watkins, Flint	10.30
Clarence Hirschhorn Co., Chicago	30.17
H. Van Eecenaam, Zeeland	16.00
C. Verberkmoes, Grand Haven	11.50
Freidrich Music House	73.80
Rubber Manufacturing & Distributing Co., Chicago	13.80
The Gerlach-Barlow Co., Joliet	39.10
New Home Sewing Machine Co., Chicago	142.00
H. M. Hallett & Co., Ludington	4.00
Harold Rossiter Music Co., Chicago	4.00
Standard Piano Bench Mfg. Co., Chicago	16.25
Kuppenheimer Co.	35.30
H. Niedecken Co., Milwaukee	96.00
C. G. Coun Co., Elkhart	56.00
Baxter Clothing Co.	5.00
Hibbard-Spencer Bartlett Co., Chicago	7.00
E. P. Johnson Co.	125.00
Johnson Cigar Co.	10.50
Cadillac Cigar Co.	10.50
Rigby Cigar Co., Mansfield, Ohio	108.00
Woodhouse Co.	19.43
Iroquois Roofing Co., Toledo	32.00

It is understood that an execution and levy on the stock has been made and the assets sold. This execution will no doubt be set aside as a preference and the stock ordered turned over to the trustee.

April 18.—In the matter of Cassius E. Bunker, grocer, Bailey, the first meeting of creditors was held to-day. Frank Keegstra, of Muskegon, was elected trustee and now has charge of the assets. The stock has been inventoried and about \$1,000 and a sale of the assets will be made as soon as possible.

## St. Joseph Referee.

St. Joseph, April 13.—In the matter of Frank W. Flint, bankrupt, of Saugatuck, the final meeting of creditors was held at the referee's office and the final report and account of the trustee was approved and allowed. A final dividend of 8 1/2 per cent. was declared and ordered paid on all claims allowed to date. This amount makes a total dividend of 18 1/2 per cent. paid to unsecured creditors. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee, and no cause having been shown, it was determined that such favorable certificate be made. The final meeting of creditors then adjourned without day.

April 14.—In the matter of Abraham M. Zelensky bankrupt, of Benton township, Berrien county, the first meeting of creditors was held at St. Joseph. An order was entered by the referee allowing the bankrupt his exemptions as claimed, also that no trustee should be appointed. The bankrupt was sworn and examined by the referee without a reporter, and as no creditors manifested interest in the matter, the first creditors' meeting was adjourned without day.

April 15.—In the matter of the Mohn Wine Co., bankrupt, of Bertrand township, Berrien county, the trustee filed his first report and account showing total assets of the sum of \$155 and certain accounts receivable of doubtful value. The entire assets of the estate have been reduced to cash except the accounts receivable, and these will be sold or disposed of at the final creditors' meeting.

April 17.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the reclamation petition filed by M. Scherer & Co. for the recovery of property has been withdrawn, and the claim of the petitioner adjusted by the trustee and the petitioner.

April 18.—In the matter of Abel Schip-

per, bankrupt, of Kalamazoo, an adjourned first creditors' meeting was held at the referee's office. The trustee's report showing no assets found was filed. As no claims were proved or no creditors present or represented, the meeting was adjourned for two weeks, preparatory to closing the estate.

## Works a Hardship on the Jobbing Houses.

Detroit, April 21.—One of the growing abuses practiced by the merchants of to-day is the returning of goods actually bought by them, sold in good faith by the salesmen and the order filled exactly as requested by the jobbing house from whom the goods were purchased.

Why merchants should expect from others what they would positively refuse to do themselves, is beyond the average mind to conjecture. How many dealers will allow their customers to buy staple goods and return them weeks or months later? No successful merchant will.

Our salesmen have strict instructions to exercise the utmost care in selling their customers. It is a custom long practiced by many merchants to depend on their regular salesmen to keep them informed as to the new and best selling styles. It is our aim to have our representatives merit this confidence. Care in selling a customer means to sell them merchandise only in such quantities as they can dispose of in a fairly reasonable length of time. A merchant's profits depend largely on the number of times he is able to turn his stocks.

With the careful observance of this rule as laid down to the salesmen and the careful filling of the orders by the house the greatest apparent justification for returning goods is removed.

It seems to have become a habit with many merchants to accept or reject a shipment of goods just as the mood strikes them, regardless of the fact that the salesman used his valuable time to make the sale and the merchant gave up his valuable time to make the purchase. A good merchant will not waste his time buying goods unless he is confident he can profitably dispose of them.

Then, by what business rule does a business man find the right to return such goods? We believe the merchant, after careful thought, will see the injustice that they do us when returning merchandise they bought in good faith.

We base our purchasers, to great extent, as do all good merchants, according to the stock on hand. If the dealers feel they can return merchandise as they please you can readily see what condition our stocks would be in, to say nothing of the soiled goods and broken boxes caused by the extra cartage, transit and handling. Remember, we have thousands of accounts on our books.

Again, we are going to impress on your minds the rule relating to the return of goods that is printed on every bill head, and which we are going to, for our own protection, rigidly enforce.

"No goods taken back unless damaged, and all claims must be made within five days after receipt of goods."

Where a misunderstanding may arise in regard to a shipment of goods, we respectfully ask that you write us explaining the nature of the misunderstanding and ask for instructions before attempting to return them. We shall do all in our power to rectify anything that should in any way prove unsatisfactory, but the rapidly growing evil as mentioned in this article must be checked. It will in the end prove beneficial to both the merchant and the jobber alike, because the merchant will be more careful in making his purchases, the jobber will have cleaner stocks on hand, both will save the money that is going to the railroad company for unnecessary freight charges and much extra book-keeping will be eliminated. Let us co-operate.

Burnham, Stoepel & Co.

## Commendable Attempt To Help the Grocer.

Grand Rapids, April 20.—You may be interested in our attempt to help the grocer by appealing to the consumer through the newspapers to pay his grocer bills promptly, as exemplified in the circular we enclose entitled, "My wife needs a new dress, too."

We carried out this idea on a previous occasion, at which time our advertisement was headed, "Pay your grocer promptly."

Our first attempt met with such marked success and received so many hearty commendations from the trade that we have been encouraged to try again.

It seems to us this is a tangible demonstration of the fact that we mean what we say when we tell the dealer that "our interest in him does not end when we have sold him a bill of goods."

Of course we carry on a continuous advertising campaign in which we never fail to mention the name of our principal brand and the fact that we alone are responsible for it, but in this instance our newspaper copy, at least very modestly omits mention of our name in connection with it.

## Valley City Milling Co.

The appeal above referred to, which appeared in the Grand Rapids daily papers as a paid advertisement, is as follows:

## MY WIFE NEEDS A NEW DRESS, TOO!

But I can not buy it for her because so many people owe me money.

Many and many a time she has gone without new clothes when some of my customers with much more money than I possess have neglected to pay when they should.

If I had all the money due me, I could buy her a nice new suit and let her go and take a rest.

Heaven knows she needs it and deserves it, too.

I know, of course, that some people have so much they don't realize how we have to economize and how often we have to go without things because they forget to pay, but I hope the time will come when they will think of it seriously.

And then there are people who ought to pay me but who haven't enough money to buy other things they want and so they say, "let the grocer wait."

Friends, I need my money. No one needs it as much as I do. I have many bills to pay every day and my creditors insist on having their money promptly.

I am not a rich man and very few ever get rich in my business. If you have been thoughtless about this in the past, won't you help me by paying more promptly?

And you who do pay promptly, God bless you, won't you brag about it just a little to your neighbors so they'll take the hint?

Thank you, friends, I felt sure you would help me.

## YOUR GROCER.

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

Buffalo, April 22.—Creamery butter, fresh 22@25c; dairy, 20@22c poor to good, all kinds, 12@18c.

Cheese.—New fancy, 14 1/2@15c; choice 13@14c; poor to common, 6@12c; fancy old, 17@17 1/2c; choice 15@16c.

Eggs.—Choice, fresh, 19 1/2@20c.

Poultry (live)—Turkeys, 18@20c; cox 12@13c; fowls, 20@21c; ducks, 18@20c; dressed chicks, 18@29c; turks, 20@24c; ducks, 18@20c; fowls, 17@18c; geese, 15@16c.

Beans.—Marrow, \$3@3.35; medium, \$2.20@2.25; peas, \$2.10@2.15; white kidney \$3@3.25; red kidney, \$2.75@3.

Potatoes—70@75c per bu.

Rea & Witzig.

Never advertise a bargain to draw in a hundred or a thousand people when you could supply only a score.



## PUBLIC UTILITIES.

## Why They Appeal To Most Conservative Investors.

Written for the Tradesman.

The term "Investment of Money" is a very much abused one because it has been made to apply to the placing of funds in all sorts of ventures and under all sorts of terms and conditions. Used legitimately, it means placing money where a stable and a steady return therefor will be received.

Golden dreams have too often resulted in the accumulation of a large number of handsomely engraved stock certificates worth about the paper they are written upon. The public has been so often and so badly fooled in wild cat mining, oil and other irresponsible enterprises that it has become more cautious in the placing of money. This is as it should be. There has developed a class of business enterprises where the margin of safety for money invested in the stocks and bonds is greater than that of any other line of endeavor—public utilities.

The reason the percentage of safety is greater in the public utility field is because the public service corporations are furnishing a number of necessities of modern life, both urban and interurban, and the minimum growth of the communities served is the growth of the business of the companies serving them.

So stable and sound is the public utility business that the most conservative banking houses are buying public service corporation bonds and in some states, including Michigan, these bonds are made eligible for savings bank investment.

The record of public utility companies regarding the payment and increase of dividends during the past year is especially interesting when contrasted with the majority of railway and industrial companies. Many of the later passed or reduced their dividends, while a number of public service corporations paid initial dividends or increased those they already paid. Despite the depressed business all over the country, the earnings of public utility companies, especially light and power companies, have been steadily increased, and the increase has not been confined to gross earnings, but has extended to net and surplus in spite of the increased cost of operation and higher rates of taxation. The initial dividends declared this year were upon a capitalization of \$30,497,900, while the increase applied to a capitalization of \$110,872,280. What the investor needs to know is the amount of capitalization per capita served, the total population served by properties owned by holding companies, rate of dividends, date of payment and whether these payments have been made, the earning ability of the properties in ratio to fixed charges and operating expenses, and the percentage of monthly and yearly growth since the organization of the company. The latter is suggested for the reason that most of the public service corporations are comparatively young and therefore figures are easily obtained.

In almost all cases, it will be found that these figures are satisfactory. Among the benefits arising from corporate control of public utility operating companies is economy affected by centralized management and the efficient maintenance of the properties due to the engineering ability of able and efficient engineers. Another benefit which the investor receives from this class of corporate operation is the lower cost of supplies when obtained in large quantities for a number of companies, simplification of accounting systems and financial strength obtained by binding a number of operating companies together through the holding corporation. In addition, there is stability of earning power brought about by a diversity of companies and their widely separated locations so that an accident to one company or period of depression in one locality is scarcely felt by the holder of securities of the parent corporation, as its earnings are maintained by an average rate and what may be lost by one subsidiary is more than made up in the gains of another.

The investment therefore in the securities of well managed public utility corporations has the desirable union of good yield and comparative safety.

Investment bankers, men whose reputation and resources are beyond criticism, have become interested in the marketing of public utilities securities for the reason that the margin of safety in this class of investment is larger than it is in either the railroads or industrials, while the return upon the money invested is fully as great, if not greater, and, as before stated, where due caution is used, the investor can hardly go astray if he will put his money in public securities. Paul Leake.

## Broomlets From Bay City.

Bay City, April 20—Herman Meisel, Sr., member of the firm of Herman Meisel & Sons, wholesale grocers, died at the Bay City hospital last Friday following an operation performed Wednesday. Mr. Meisel was born in Oberlessen, Prussia, 70 years ago and came to Bay City, when 10 years old, with three brothers and a sister. That was in 1854, when the city was little more than a hamlet and he grew up with the city.

Mr. Meisel learned the grocery business and as a young man operated a retail grocery store. In 1869 he married Miss Henrietta Goeschel, of Saginaw, and the same year entered into a partnership with his brother-in-law, Louis Goeschel, in the retail grocery business, continuing this business until about 1880 when he bought an interest in the wholesale grocery business of Gustin, Merrill & Fifield, and continued with this firm until its dissolution.

In 1890 he again formed a partnership with Mr. Goeschel, this time in the wholesale business, and the firm continued until eight years ago, when it sold out to the National Grocer Co. Three years ago Mr. Meisel and his sons, Frank T. and Edward, organized the firm of H. Meisel & Sons wholesale grocers, which has been carried on successfully up to the present time.

Although taking a deep interest in public affairs Mr. Meisel never but once took real active part in political matters. Years ago he was a candidate for City Treasurer, but was defeated. He was one of the founders and always an active supporter of the Salem Evangelical church, and gave

very liberally in support of that organization. As a citizen and as a business man he held the respect of the community in a remarkable degree.

Mr. Meisel had been in poor health for upwards of two years. Last winter he went South with his wife, spending about four months at Jacksonville, Fla., but the change in climate was apparently of little benefit. He returned several weeks ago and has been gradually failing since that time.

He is survived by his wife, one daughter, Mrs. C. M. Cook, of this city, and six sons, Herman and Otto, of Chicago and Edward, Frank, Harry and Louis of this city, and also two brothers and a sister. August and Henry Meisel and Mrs. John Friebe, all of this city. The funeral was held from the Salem Evangelical church, Sunday afternoon and a number of U. C. T.'s attended in a body, as he was held in high esteem by the fraternity.

Wm. E. Bouchey has severed his connection with the Blackney Cigar Co., Saginaw.

W. H. Minard, Saginaw, formerly with the Herold-Bertsch Shoe Co., has signed a contract with Charley Case, Boston.

Wm. R. Straffon, Port Huron, is now covering Eastern Michigan for the Herold-Bertsch Shoe Co.

F. G. McCloy, salesman for the Blackney Cigar Co., is visiting his trade in a recently purchased Reo. Just watch Fred's smoke.

One of the most successful shoe salesmen in Michigan territory is W. C. Krohn, Saginaw, with the Herold-Bertsch Shoe Co., Grand Rapids. Will knows shoes from soup to nuts and this, combined with a pleasing personality, makes him popular with his customers and others with whom he comes in contact.

William Sempliner, the efficient Secretary-Treasurer of Bay Council, No. 51, holds the record for continuous service, we believe. He was

elected Secretary-Treasurer of our Council twelve years ago and has never been absent from a meeting when health permitted him to attend. He has often come from Petoskey and Traverse City to attend a meeting. He has frequently been commended by the officers of the Supreme Council for the correctness of his reports.

Pub. Com.

## Meeting Mail Order Competition.

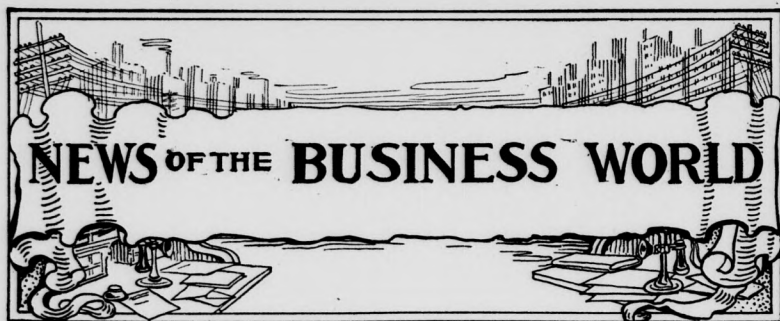
James P. Ryan, the Bangor merchant, is conducting an energetic advertising campaign against mail order competition. He offers 35 pounds of granulated sugar for \$1 with a \$10 purchase in all departments, exclusive of flour and sugar, 10 pounds of coffee (such as mail order houses sell for \$2.45) for \$1.70 and other staple articles at proportionally low prices. Mr. Ryan challenges his customers to compare his prices with those of the mail order houses in the following manner:

"We can go through the catalogue and quote you smaller prices on any item they list, not only in groceries, but on anything they sell that we carry. We quote groceries for the reason that you can compare them much easier than other items. Bring in your list and let us show you that we mean exactly what we say. We have Montgomery Ward & Co. and Sears, Roebuck & Co.'s catalogues on our grocery counter. Come in and pick out what you want and we will meet any price they quote. If you can't come to-day, come when you can. We will have the catalogue handy for you and we will have the price to meet the catalogue price."



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





### Movements of Merchants.

Belding—Charles H. Stout has opened a cigar store and lunch room here.

Greenville—Eugene Elliott has engaged in the plumbing business here.

Belding—H. E. Davis has succeeded in the plumbing business by G. M. Smith & Co.

East Jordan—L. F. Beckman has opened a meat market in the Lalonde building.

St. Ignace—Fred Krueger will open a grocery store here about May 1.

Allegan—The E. W. Hall Co. succeeds T. P. Corboy & Co. in the plumbing business.

Clarksville—William Bustance succeeds Rising & Holly in the harness business.

Alpena—James C. O'Brien & Co. succeeds Samp Bros. in the meat business.

Suttons Bay—Martin Martinson has opened a meat market in the Mork building.

Owosso—H. A. L. Ferguson has opened a drug store at the corner of Main and Ball streets.

Middleville—O. M. Chandler succeeds F. E. Pilbeam in the restaurant and cigar business.

Manistee—John Swenson, formerly of Reed City, has engaged in the marble and granite business here.

Manistee—Mrs. Marie Lidtke has opened an art and fancy needlework store at 308 First street.

Lake Odessa—Charles A. Lapo succeeds Fender & Lapo in the agricultural implement and harness business.

Nunica—The Peterseon & Easterly Lumber Co. has engaged in the retail lumber and coal business here.

Saginaw—George M. Billmeier, recently of Detroit, has opened a jewelry and optical store at 504 Genesee avenue.

Muskegon—William Milton Houser, recently of Mattoon, Ill., has engaged in the wall paper and paint business here.

Manistee—N. A. Nelson is closing out his stock of harness, robes and automobile accessories and will retire from business.

Nashville—Ross Bivens has sold his meat stock to Floyd Everts, recently of Assyria, who has taken possession.

Vicksburg—D. I. Styles has sold his hardware stock to R. J. Haas, formerly of Kalamazoo, who will continue the business.

Beulah—Voorheis & Morris have sold their stock of meats to C. H. Wood, the former owner, who will continue the business.

Grandville—George Scripsema has opened a shoe store here. Mr. Scripsema formerly conducted a similar business in South Grand Rapids.

Harbor Springs—The Hartman Grocery Co. has sold its stock to A. G. Wellbrook, who will continue the business under his own name.

Zeeland—Peter Smits and C. Dykwell have formed a copartnership and will engage in the music and musical instrument business May 1.

Eaton Rapids—Floyd W. Parks, druggist, was married to Miss Nina Hortense Messenger at the home of the bride's uncle, J. J. Flynn, April 16.

Hudsonville—M. MacEachron has sold his stock of drugs and bazaar goods to Fred Sherwood, who will continue the business at the same location.

Port Huron—The R. S. & J. D. Patterson Co., which recently lost its store building and jewelry stock by fire, will resume business at 931 Military street May 15.

Alma—Claude Hicok has sold his stock of harness and whips to C. A. Ogle, who will continue the business at the same location under the style of C. A. Ogle & Son.

Northville—William H. Cattermole, dealer in agricultural implements has filed a trust deed for the benefit of his creditors. Liabilities are estimated at less than \$15,000.

Menominee—Thomas Roberts has purchased a store building at the corner of Grand avenue and Parmenter street, which he will occupy with his stock of groceries May 1.

Lansing—Ivory Bros., druggists at Pennsylvania and Michigan avenues, have purchased the Eldred Pharmacy stock at 615 East Michigan avenue and will remove it to Detroit.

Charlotte—W. Glen Abbott, recently of Howard City, has purchased the E. S. Divine & Co. stock of bazaar goods and will continue the business at the same location.

Kalamazoo—W. M. Bryant, who has conducted a shoe store here for the past twenty-five years, is closing out this stock and will devote his entire attention to other interests.

Saline—W. R. Stierle has sold the remainder of his stock of shoes, clothing and men's furnishing goods to E. C. Greene, formerly of Jackson, who will continue the business.

Lansing—J. A. Holcomb has purchased the interest of his partner, E. M. Depuy, in the Holcomb & Depuy bazaar stock and will continue the business at 321 East Franklin avenue.

Detroit—A. J. Tulain, who has conducted a jewelry store in Alpena for the past twelve years, removed his stock here and formed a copartnership with Frank P. Mathauer and the business will be continued under the style of the Mathauer & Tulain Co. at the corner of Campus street and Woodward avenue.

Cedar Creek—E. R. Campbell has sold a half interest in his stock of general merchandise to his brother, A. L., and the business will be continued under the style of Campbell Bros.

Kalamazoo—The Woodhams-Toland Co. has been organized to engage in the general mercantile business, with an authorized capital stock of \$3,500 which has been subscribed and \$1,750 paid in cash.

Kalamazoo—Rollins Bros., druggists at 151 South Burdick street, have sold their stock to A. N. Morrow, recently of Pellston, who will continue the business at the same location.

Traverse City—J. W. Houghton has sold his interest in the Houghton & Goble stock of new and second-hand furniture to Rolla St. John and the business will be continued under the style of Goble & St. John.

Onaway—C. S. Vorhees has sold his stock of drugs to Hugo J. Reiser, of Marion, and Dr. George Lister, of Hillman, who will continue the business under the style of the City Drug Store.

Elk Rapids—The Board of Trade recently held its annual banquet which lasted until midnight. A big booster day preceded the evening's jollification. At the banquet covers were placed for 175.

Coopersville—Roy Reed, Jr., has taken charge of the general store of the Polkton Mercantile Co., succeeding Sylvester Chapel, who has taken a position with E. D. Wright.

Kalamazoo—Louis B. Garlick, proprietor of the La Mode Cloak House, has signed a ten year lease on the Ritchie building and will occupy the space now used by the Bryant shoe store and the Bacigalupo fruit store after July 1.

Fremont—Albert Kingsford has leased the Dodson building and will occupy it with the G. W. Bisbee & Co. stock of sporting goods which he has purchased. G. W. Bisbee will continue the music and musical instrument business under his own name.

Detroit—Retail clerks of this place are back of the movement to do away with Saturday night shopping in all the retail stores of the city. They are circulating pledge cards asking signers to pledge themselves to do no shopping after 6 o'clock p. m., Saturday. Co-operating with them is the retailers' bureau of the Detroit Board of Commerce and a number of clergymen. It is proposed to extend the closing movement to retail stores of every description, and also to banks and other institutions that employ clerks in the conduct of their business. Honor rolls are also being displayed, advertising the names of the retail institutions that have joined the Saturday night closing movement.

Muskegon—Cards announcing the closing of retail grocery stores and meat market in Muskegon on Wednesday afternoons between May 1 and September 30 are already in the hands of the printer and will probably be placed in the windows sometime next week. All but a few of the grocers and butchers have consented

to the plan for Wednesday closing and favor it during the months mentioned. Frank E. Anderson, on request of a number of merchants, undertook to have the grocers and butchers sign up on the mid-week holiday. He was successful in getting 99 per cent. of these doing business in the city. It is possible that the dry goods and other merchants may get together on a day for closing later on.

### Manufacturing Matters.

Charlotte—The Hancock Manufacturing Co. will build a brick and cement addition, 72 x 100 to its plant.

Menominee—The Spies-Thompson Lumber Co. has increased its capital stock from \$100,000 to \$200,000.

Menominee—The Lloyd Manufacturing Co. has declared a 4 per cent. dividend on the capital invested.

Detroit—The Armitage Leather Co. has changed its name to the Detroit Artificial Leather Co. and decreased its capital stock from \$200,000 to \$100,000.

Lapeer—A. E. Powell, manufacturer of dredging and other machinery, also tools, will remove his plant from Imlay City here about June 1.

Saugatuck—J. H. McCuen and A. C. Kelley have formed a copartnership and engaged in the baking business under the style of McCuen & Kelley.

Detroit—The Bennett Flue Blower Co. has engaged in business with an authorized capital stock of \$4,000, all of which has been subscribed and paid in cash.

Detroit—The Detroit Refrigerator Grip Co. has been incorporated with an authorized capital stock of \$25,000, of which \$18,100 has been subscribed and \$3,100 paid in cash.

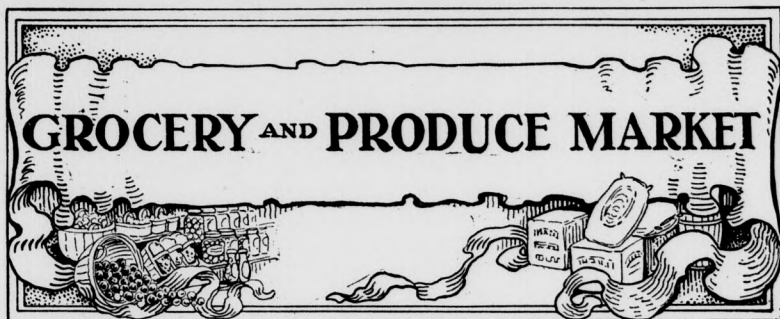
Montgomery—The Montgomery Lumber, Coal & Screen Door Co. has changed its name to the Montgomery Screen Door Co. and increased its capital stock from \$15,000 to \$30,000.

Detroit—The R. D. Baker Co. has engaged in business to manufacture and deal in all kinds of road building machinery, equipment and supplies, with an authorized capital stock of \$75,000, of which \$45,000 has been subscribed, \$2,000 being paid in cash and \$43,000 in property.

Marquette—A canning factory is to be established here by the Peter White Land Co., Ltd. The factory will put up all kinds of berries. The management will encourage the growing of strawberries, raspberries, currants, gooseberries and other small fruits. It is the intention to put up 5,000 cans of blueberries daily. M. W. Jopling, son of A. O. Jopling, of Munising and Marquette, will manage the new factory.

Howell—The Parker-Spencer Co. has dissolved partnership. H. P. Spencer has purchased the interest of A. J. Parker in the machinery and will occupy the basement of the building the old firm occupied, with a fully equipped machine shop, utilizing all the machinery of the old firm and adding more. He will manufacture the goods of the Howell Machinery Co. under contract, and has several other contracts of a similar nature in sight.





### 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.

Asparagus—\$1 per doz. bunches. Bananas—\$2.75 per 100lbs., or \$1.50 @2 per bunch.

Butter—The market is not in very satisfactory condition, from the holders' standpoint. The consumptive demand is not as good as usual at this season and the receipts are liberal. The market is steady at prices a trifle lower this week. To-day's market is about 10c per pound lower than a year ago and holders of butter have this year lost enormous sums. There is no reason to expect any material improvement in the situation for some time. Factory creamery is now being offered at 25c in tubs and 26c in prints. Local dealers pay 17c for No. 1 dairy and 13c for packing stock.

Cabbage—2½c per lb. for new stock from Texas

Carrots—75c per bu.

Celery—\$3.25 per crate for Florida. Cocoanuts—\$4.25 per sack containing 100.

Cucumbers—\$1.50 per dozen.

Eggs—Receipts continue liberal and the quality is exceptionally fancy. The consumptive demand is only fair and the bulk of the receipts are going into cold storage, at prices about like last year. The storage season promises to be big, as already there are nearly twice as many eggs in storage as a year ago at the same time. Local dealers are now paying 16½c.

Grape Fruit—The market is steady at \$4@4.50 per box.

Green Onions—60c per doz. for New Orleans, Charlottes; 18c per doz. for Illinois; 15c per doz. for home grown.

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

Lemons—California and Verdellis, \$4 for choice and \$4.50 for fancy.

Lettuce—Eastern head, \$2.25 per bu.; hot house leaf is steady at 8c per lb.

Nuts—Almonds, 18c per lb.; butternuts, \$1 per bu.; filberts, 15c per lb.; pecans, 15c per lb.; walnuts, 19c for Grenoble and California; 17c for Naples; \$1 per bu. for Michigan.

Onions—\$1.75 for home grown red and yellow; Spanish \$1.65 per crate; Texas Bermudas are now in market, commanding \$1.90 per crate.

Oranges—Floridas are now in market, commanding \$2.50@3, according to quality. Californias are in large supply at \$2.50@2.75.

Peppers—Green, 65c per small basket.

Pineapples—Cubans are in fair demand and supply on the basis of \$2.75 per crate.

Potatoes—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 15@15½c for fowls; 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—30c per dozen.

Strawberries—\$2.50 per crate of 24 pints, Louisiana.

Sweet Potatoes—Delawares in bushels, \$1.40.

Tomatoes—\$3.75 per 6 basket crate of Floridas.

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

### The Grocery Market.

Sugar—The market is quiet but some circles report a better enquiry from the country for granulated, which they attributed to the more seasonable weather. At the same time the movement is poor for this time of the year and can stand considerable improvement from the viewpoint of the jobber. The refiner has been compelled to reduce meltings because of the hand-to-mouth policy of the distributors and manufacturers and stocks have been accumulating. The fact that there is still a considerable quantity of beet sugar to work off does not help matters. On the other hand, the invisible supply of cane refined is very light and, once the tide turns, the demand to replenish the same should create business for all hands and check the demoralizing competition. Sugar is cheap, the cheapest on record as a matter of fact and this should logically stimulate the manufacturer, but the unsettled conditions in all lines prevent the full influence being felt in this direction. At 3.85c, the figure asked by the American, Howells and Warner, the margin over raws is 70 points, none too large for this time of the year, and with the busy season ahead further reduction is not expected, although the lack of business makes prognostication a difficult matter. The Federal, it should be said is still 3.80c, less the special trade discount of 1 per cent. Consumption must be at least normal, for the increase in population should offset the falling off incidental to industrial depression. With sugar retailing in some sections by the chain

and department stores at 4c, the consumer is obtaining the benefit of the reduction in the duty, as well as the large Cuban crop, which has caused the present low prices of raws.

Tea—The Japan market is unusually strong and high grades are extremely limited in supply, with no reduction in quotations. The opening market for new crop Japans is expected to be higher than last year. India and Ceylons are firm, with higher English markets. The New York arrivals are quickly taken up, the demand being principally for the better grades. High grade Formosas are scarce and firm. Chinas are easy and not so much in demand as other growths.

Coffee—In Rios and Santos everything but the fine, scarce roasting grades, is soft and easy, with prices but a few points above options. Good roasting Santos is scarce and wanted and prices are firm. Mild coffees are unchanged and quiet, but the market is steady to firm. Mocha is very scarce and high; demand good. Java quiet and unchanged.

Canned Fruits—Apples are very high, especially New York gallons. Supplies are very small. California canned goods are unchanged and in ordinary seasonable demand. Small Eastern staple canned goods are unchanged and fairly active. Spinach is still scarce and tending higher. A fair demand has ensued for future California asparagus, which rules the same as last year, excepting tips, which are higher.

Canned Vegetables—Tomatoes are weaker. Prices show no quotable change, but the feeling seems to be a shade less hopeful. The demand is fair. Corn and peas are unchanged and in ordinary seasonable demand at prices that show no change for the week. Spot peas are wanted.

Canned Fish—Salmon of all grades are unchanged, save for another nickel advance in Horseshoe. The demand is fair. Domestic and foreign sardines remain scarce, firm and high. Demand fair.

Dried Fruits—Reports received here by representatives of Coast packers were to the effect that the outlook for the coming crop of California prunes is daily growing worse. The highest estimates of the probable outturn on the new crop are now 90,000,000 pounds and some packers declare that the result will be smaller than this owing to the unprecedentedly heavy drop of young fruit, which continues. Packers are reported to be more active as buyers than as sellers. They are purchasing back all the September and early October shipment contracts they can secure at a big advance over the opening prices. Buyers seem to be ready to take their profits on such transactions and await later developments. One wire from the Coast on Saturday said that the packers are paying 6c for orchard run to the growers or fully 2c above the prices at which they placed contracts a few weeks ago. A number of the larger packers are not offering to the distributing trade. So far spot prices have not been affected by the whirlwind happenings in futures during

the past week. For one thing trade following the usual course has been comparatively slow and this has prevented holders from taking advantage of the Coast conditions, but the few holders of spot goods are very firm in their ideas and the market for spot stock closed firm, with an upward tendency. Little interest is shown at present in spot or future apricots or peaches. The feeling on spot goods is firm and holders on the Coast are not disposed to make concessions. Raisins are dull here, the approach of Raisin Day seeming to be without influence on the demand from local jobbers or retailers. Spot currants are inactive as usual at this time of the year. However, the tone of the market is firm based on reports from primary sources of supply. Figs are scarce and tending higher. Crop reports from Turkey are of a character to induce the trade here to look for a satisfactory crop.

Cheese—New cheese is commencing to arrive in some volume, but the quality is rather poor and the new receipts have to be sold at 5c below the price of old. The consumptive demand for cheese is improving a little and will continue to get better as the season advances.

Syrup and Molasses—Glucose is unchanged. Compound syrup shows no change and fair demand. Sugar syrup and molasses are both quiet at ruling prices.

Provisions—The demand for smoked meats has fallen off somewhat, and the market is unchanged. The trade look for a better consumptive demand as soon as the warm weather starts. No material change in prices seems likely. Pure and compound lard are steady and unchanged. Barrel pork, canned meats and dried beef are unchanged and quiet.

Salt Fish—Norway mackerel continues very scarce and high. The demand is fair, considering the prices. Irish mackerel are unchanged for the week and quiet. Cod, hake and haddock are unchanged in price, steadily maintained and fairly active.

Adrian J. Phernambucq, who has been employed in the cutting department of the Macey Co. for the past seven years, has formed a copartnership with his father, Peter Phernambucq, and engaged in the fruit and produce business at 138 Ellsworth avenue under the style of A. J. Phernambucq & Co. The elder partner was engaged in the grocery business at 797 South Division street for four years up to four years ago, since which time he has followed agricultural pursuits.

T. Vandermeer has purchased the dry goods and grocery stock of John W. Dykstra, at 1133 West Leonard street, and will continue the business. Mr. Vandermeer is employed in a factory and the store will be conducted by members of his family.

Leo Weiss, of Boyne City, has put in a stock of shoes, purchasing same from the Hirth-Krause Co.

Henry L. Schmidt has moved his tailor shop from his home on Nagold street to 438 Bridge street.



## MEN OF MARK.

**G. J. Wissink, Sales Manager Herold-Bertsch Shoe Co.**

Gerritt J. Wissink was born at Spring Lake, December 29, 1882. His parents were both natives of Holland, his father having come to this country at the age of 4 and his mother at the age of 11. Mr. Wissink attended the public schools of Spring Lake up to the tenth grade, when he entered the high school at Grand Haven, graduating on the commercial course. He then took a course at McLachlan's Business College in this city. His first dip into business life was with the International Harvester Co., for which corporation he did office work for three months. He then took the position of book-keeper for the Young & Chaffee Furniture Co, with whom he remained ten months. He was then offered the position of assistant book-keeper for H. Leonard & Sons, with whom he remained seven years, being promoted in the meantime to the position of head book-keeper and subsequently became credit man. Four years ago he retired from this position to take that of credit man for the Herold-Bertsch Shoe Co. and, on the re-organization of the company, on January 1, 1913, he acquired a substantial holding of stock in the company and was elected a director and Secretary. At this time his position was enlarged by his being made sales manager as well as credit man. His work in his new position has been productive of very satisfactory results, both to his business associates and the patrons of the house.

Mr. Wissink was married February 14, 1904, to Miss Nellie Stewart, of Bad Axe. They have one daughter, 6 years old, and reside in their own home at 713 Prince street.

Mr. Wissink is an attendant at the Fountain Street Baptist church, of which his wife is a member. He is not a "jiner," being unidentified with any of the fraternities. His hobbies are fishing in summer and reading in winter. His reading is mainly confined to the best works of fiction and books on physiological subjects.

Mr. Wissink attributes his success to hard work and to the fact that he has always endeavored to take an active interest in any business with which he may be connected. In fact, it is a matter of common knowledge that he always regards himself as part and parcel of the business with which he is identified. This attitude on his part has naturally always given his work a dignity and a character that has made him a profitable and satisfactory associate.

Personally, Mr. Wissink is one of the most approachable of men. He is a model of courtesy, lofty in moral character, never forgetting Christian principles and thereby exercising an influence for good that permeates the great business organization with which he is so prominently identified. Mr. Wissink is always ready to listen, to counsel and further the best interests of the wholesale trade and often sacrifices his own comfort in order to meet the wishes of the majority. Busy man

as he is, he gives much of his time to committees of various trade organizations and can always be relied upon to use his time and talents to advance the best interests of the shoe trade in particular and the wholesale trade in general.

**California Grapes Equal to Spanish Product.**

By packing California table grapes in redwood sawdust shippers last season were enabled not only to increase greatly their domestic trade but to export several thousand drums or barrels to the West Indies and South America. They sold abroad at prices fully equal to, and sometimes in excess, of the prices paid for imported Spanish Almeria grapes packed in ground cork. One small lot was exported and sold in London.

The result was a new record in the marketing of California table grapes. The shipments from the San Joaquin

Red Emperor grape. The Red Emperor is at present the only variety grown in commercial quantities in any way comparable to those of the Spanish Almeria, its chief competitor in foreign and domestic markets. It ripens, however, late in the season and reaches the most profitable markets at a time when these are already flooded with the products of vineyards closer by.

**Personal Efficiency in the Children's Department.**

The shoe dealer who is wise to his proposition is very solicitous about fitting children properly. Many of them are frank to say that they are particularly anxious to sell their children's shoes right. And this is a splendid policy for many reasons. A satisfied juvenile customer is just as valuable an asset as any other class of satisfied customers. And the little tot who wears shoes that

to parents, for most parents know from observation or experience how inconvenient it is to incur foot troubles. Here, indeed, is a big and fruitful field, not by any means wholly usurped as yet. In many communities the enterprising shoe dealer who features the accurate fitting policy of his children's department will secure the adequate reward to which he is entitled.

But the claims should be backed up by good store service. That is, if you tell the parents of your community you are going to be just as careful as you know how in fitting their children's feet, you must make good your promise. This means that you must have your sales-force in sympathy with your views. It is at this point, doubtless, that many shoe dealers break down. They realize the value of personal efficiency in the children's department—and yet they don't realize it. They don't realize it forcibly enough to get it borne in on every salesman of that department that he must do his work thoroughly no matter how humble the sale.

In this connection it may be remarked that the task of fitting little feet is beset with peculiar difficulties: first, owing to the fact that a child seven years old or younger really can't tell the clerk when the shoe does fit; and second, because the juvenile mind will not infrequently actually conceal the fact of a misfit in order to get a particular shoe its childish fancy happens to prefer.

Clerks in the juvenile department should remember this weakness of little people; and in showing shoes they should be careful to show only the size and width that ought to be about right. And this means that the foot must first be measured and studied.

Take time to determine the foot requirements of the child before you place before the child's eyes kinds and styles of shoes that may prejudice the mind and lead to a misfit. A mother was recently horrified to discover some ugly corns on her little girl's toes. On each of the little toes there was a great red-calloused spot. She interrogated the child and found that the shoes did sometimes hurt her feet. But when she examined the width of the foot and then looked at the shoe (it was built on an A last) she saw that they must hurt her pretty much all the time the little one had the shoes on. The explanation of the incident was that the little girl thought the tops of the shoes were the pretties of any in the store.

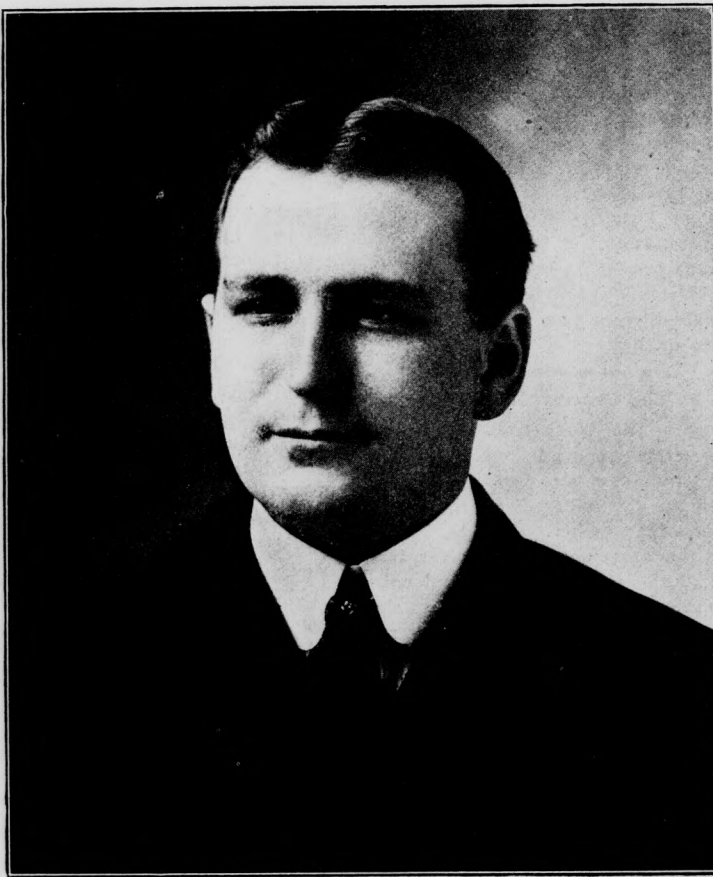
A little study of child nature is a mighty good thing for the salesman of the juvenile shoe department. To begin with, it will prevent him from making what Kiplings calls the egregious mistake of "talking down to his superiors." And it will give him the cue to the child mind. With such knowledge it is no difficult matter to get into the habit of making a hit with the children. And of course, when you've made a hit with a child, you've made a hit with its parents.—Shoe Retailer.

**The Whole Thing.**

"How's everything in your house?" asked Smith.

"Oh," replied Brown, "She's all right."

Often a woman's silence is more significant than a man's words.



G. J. WISSINK

Valley to the principal markets of the United States and Canada increased in 1913 to 70 carloads, or twice the amount shipped in 1912.

Growers who sold their own sawdust-packed grapes secured, after deducting freight and storage charges which amounted to about 90 cents a drum, a much higher average return from those f. o. b. California prices yielded. Reports of the auction sales in New York show that 3,389 drums were sold between November 28 and December 12 at an average price of \$3.58 a drum, while 3,960 drums were sold from December 15 to January 5 at an average price of \$4.05. In Chicago 3,482 drums were sold at an average price of \$3.83 a drum.

The success of the past season has been a pronounced victory for the

came from your store isn't going to be satisfied unless the shoes fit.

This means that time should be taken to insure a fit. Also it means that an intelligent study of the individual foot should be made; for the same differences that characterize grown-up people's feet obtain among the feet of little people. Some of them are long and narrow; some are short and chubby; some have a flat instep; some have a pronounced arch; and all other peculiarities noted among the feet of adults can be duplicated in the feet of children.

We know of a number of retail shoe stores that have built up a very handsome business for their children's department on the advertised policy of nile feet. And this is a subject that giving special care to the fitting of juveniles itself to exposition through newspapers and other mediums. It appeals



## MEN OF MARK.

## A. B. Merritt, Treasurer Valley City Milling Co.

Albert Bruce Merritt was born in the village of Keeler, in Van Buren county, November 20, 1867. His ancestors on his father's side were English and French. His ancestors on his mother's side were Scotch and Dutch. His father was an engineer and mechanic by occupation. When Mr. Merritt was about 3 years old, the family removed to Kalamazoo, where they remained a year. They then took up their residence in Bangor, removing to Decatur three years later. At the end of another three years, the family returned to Bangor, where they remained four years longer. Here, Mr. Merritt attended the public school and embarked in several undertakings to enable him to turn an honest penny. He formed a copartnership with another boy of about the same age and engaged in sawing wood. Their schedule price was 50 cents a cord for sawing four foot wood in two once and 75 cents a cord for cutting it in two twice. He also acted as janitor of the M. E. church, which conferred upon him the title of assistant pastor. He subsequently formed a trust and secured the janitor work of the Congregational church as well, thus monopolizing all the janitor work in the church line in that town. As the Sherman law was not in existence at that time he fortunately escaped the punishment which has been meted out to later offenders no less guilty than himself for maintaining a conspiracy in restraint of trade. The family subsequently removed to Fruitport, where Mr. Merritt taught school for six months, boarding in a log house and sleeping under a roof so full of holes that he could look up and see the stars at night. His liking for stars has followed him all through life, although most of the stars he has seen of late years are those that have appeared at the local theaters. On account of his being somewhat near sighted, it is sometimes quite difficult for him to distinguish between a chorus girl and a real star.

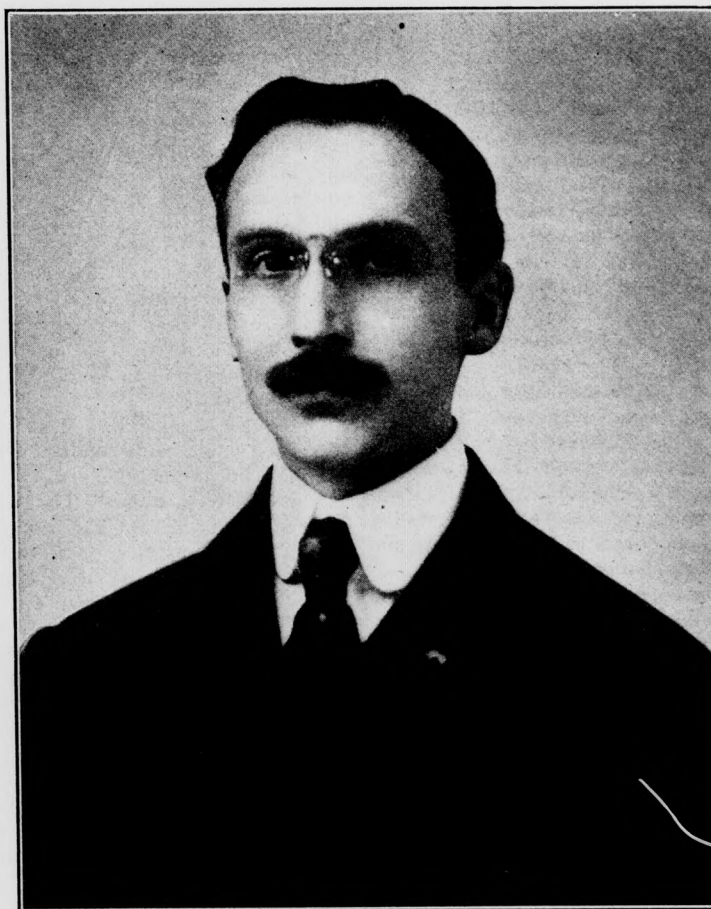
Feb. 1, 1888, Mr. Merritt came to Grand Rapids and entered upon a course of instruction at Swensberg's Business College. September 1, of that year he secured a position with the Valley City Milling Co. At the beginning he swept out the office and filed the records, but was promoted from time to time as his value to the business became more apparent to his employer and associate—the late Wm. N. Rowe. He finally landed in the management of the city sales department. Mr. Rowe, who was then sole manager of the business, was too busy to give the advertising department attention, so he usually confined the newspaper publicity of the company to printing illustrations of the mill. It struck Mr. Merritt that as the mill was not for sale, while the product of the mill was none too well known at that time, the proper thing to do was to advertise the output exclusively. He had previously dipped into poetry—cultivated the

"fine frenzy rolling," as he expresses it—and, when no one was looking, ground out some jingles chanting the praises of Lily White. Mr. Rowe used them in place of the former stereotyped matter and the good results were so manifest that Mr. Merritt was immediately installed as advertising writer for the house. Later he was placed in charge of the credit department, which position he has now held for about twenty years. Since this event occurred the capacity of the mill has been increased from 125 barrels of flour per day to 1,000 barrels and the amount sales have increased from \$350,000 to \$2,000,000. Not only is Michigan covered thoroughly, but a large trade has been built up in the New England states and the South. Mr. Merritt is not alone to blame for the remarkable growth and expansion of the business, but he has contributed,

since it was first organized and was President of the organization in 1906. He has served on every committee of the Association and has attended seven National conventions of the organization.

Mr. Merritt has several hobbies. One is his penchant to write poetry on the slightest provocation. Some of it is good and some of it is—not quite so good. Another is his entire willingness to sacrifice himself at the altar of public commendation and excretion and consent to act as toastmaster. The third is his love of books, especially books on astronomy, psychology and the classics. He has a well-selected library which he consults constantly and from which he derives much of the inspiration which makes his conversation so entertaining and fascinating and his addresses so educational and illuminating.

Mr. Merritt attributes his success to



A. B. MERRITT

in no small degree, to this result.

Mr. Merritt was married May 24, 1894, to Miss Daisy I. Putnam, daughter of Geo. S. Putnam, the pioneer Fruitport merchant. They have one child, a daughter of 16 years, who is now in her second year in high school. They reside in their own home at 423 Terrace avenue.

Mr. Merritt is a member of the Masonic order, including the Shrine and Knights Templar. He was one of the organizers and the first Treasurer of the Grand Rapids Advertising Association. He was a director of the Board of Trade and is now Vice-President of the Association of Commerce. He has served as chairman of the Wholesale Dealers' Committee. He has been a member of the Grand Rapids Credit Men's Association

hard work, but his friends insist that a delightful personality has had much to do in landing him in the proud position he holds in the business world. His knowledge of credits is little less than remarkable. He has studied the theory and science of credits until he knows the work from the ground up. As an advertisement writer he has few equals and no superiors. His advertisements are invariably couched in terse and vigorous English. He never indulges in obsolete words, flippancy or irrelevant phrases or obscure meanings. Instead of employing involved sentences and far-fetched allusions, he drives straight at the mark, without deviation or delay. Everything he writes embodies a distinctive idea and carries with it a sermon and a message. Few men have

the faculty of saying so much in a few words and then dismissing the subject with such apparent abruptness that a distinct and lasting impression is left on the mind of the reader.

## What Some Michigan Cities are Doing.

Written for the Tradesman.

After April 30, St. Joseph will have two less saloons, the number being cut down to eleven in accordance with the State law.

Jackson will pave three streets this summer at an expense estimated at \$46,000.

Roller skating by boys and girls on the paved streets in the vicinity of the high school at Muskegon interferes with traffic and has become a nuisance.

The bonded debt of Saginaw is decreasing at the rate of more than \$100,000 per year. It is now \$2,066,600.

Jackson has ordered all pop corn stands and obstructions removed from the streets in conformity with the city ordinance.

A display of the lumber interests of Marquette and the Upper Peninsula may be made at the Forest Products Show to be held soon in Chicago.

Dryden will have electric lights soon, the power coming from Lapeer, twelve miles distant. The villages of Hadley, Hunter's Creek and Metamora are also being lighted from Lapeer.

President Allmendinger, of the Ann Arbor Civic Association, in discussing the work of this body during the past year, says: "If 500 of the leading citizens of Ann Arbor will work in the years to come as you have worked during this past year of the reorganized association life, you can accomplish for the town in which you live almost anything that you may desire."

An ordinance requiring wires to be placed under ground in the business district of Flint has passed its second reading.

Battle Creek laid thirteen miles of cement sidewalk 4½ feet wide last year, but will lay more this year, over fifteen miles of construction being already under consideration.

The Petoskey Business Men's Association has appointed a committee to receive all applications for advertising, charity, etc. Members will insist on having the o. k. of this committee before dealing with solicitors. Almond Griffen.

## She Got the Wrong Meaning.

A teacher in a large city school sent one of her scholars to buy a pound of plums from a fruit vender on the street, and as she handed the little girl a dime she said:

"Be sure, Mary, before buying the plums to pinch one or two, just to make sure that they are ripe."

In a little while the child returned with flushed cheeks and a triumphant look in her eyes.

Handing the teacher the bag of plums, she placed the dime on the desk and exclaimed:

"I pinched one or two as you told me, and when the man wasn't looking I pinched a bagful."





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

**Subscription Price.**

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

Five dollars for six years, payable in advance.

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

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

April 22, 1914.

### HAPPY OUTCOME.

Twenty years ago next month Mr. William Judson was appointed a member of the Board of Police and Fire Commissioners by Mayor Wm. J. Stuart, for a term of five years—a Board that has been honored by such men as L. H. Withey, L. J. Rindge and C. H. Bender. At the beginning of his term he was appointed chairman of the Property Committee. That Committee had to do with all of the property owned by the city of Grand Rapids that was used in the police and fire departments. Mr. Judson found that the firemen were not occupied with any regular duties between fires. He encouraged the men to become interested in the betterment of the property, instead of spending their time playing cards and other useless occupations which often drifted off into looseness of deportment, which became the cause of discipline. In the selection of new men for the Department, Mr. Judson's Committee arranged to employ expert machinists and high grade men generally. During the year a machine shop was established at No. 3 Engine House. The repairs on the fire apparatus and all other equipment used by the Department were made there and have been for twenty years and a visit to No. 3 will be interesting to any citizen of Grand Rapids, as it shows an effective and substantial repair department of the machines for all of the engine houses, maintained upon a high order of efficiency. In riding around the city one can point with pride to the fine appearance of the lawns and of the buildings under the care of the Department and this can also be said of the Police Department. All of the work, particularly in the Fire Department, is done by the men, which is a great saving to the city, as well as beautifying the premises. At the inception of this campaign, the Fire Marshal, Mr. Henry Lemoin, was very much interested in the undertaking and, in co-operation with his able assistant, Mr. H. C. Bettinghouse, this plan has been carried on conscientiously by them for twenty years. No. 3 and its repair equipment are in charge of Mr. Frank Hill, who has been in direct charge all of the twenty years. He is a man of sterling character and correct habits and is devoted to

his work. There has been some talk of late of establishing a municipal machine shop in which all repair work pertaining to the two Departments may be done. On the face of it this looks like a bad plan because repairs on fire apparatus especially should be made by men thoroughly familiar with the apparatus. Unless this is done, there is likely to be a conflict between the two branches which will result in the demoralization of the Department and the impairment of its efficiency. It is quite important that the Fire Marshal and his assistants should be thoroughly familiar with the equipment. When the Department is called to a fire on a hurry-up call, it is essential that they know every piece of machinery perfectly. After twenty years of intimate acquaintance with the Department, Mr. Judson is pleased to vouch for its efficiency and its up-to-date work and pays a merited tribute to the high character and worthy achievements of the veteran fire-fighters in the Grand Rapids Fire Department.

### THE REAL MEXICO.

The prevailing amount of misconception in this country regarding Mexico, in spite of the countless books and articles which have recently been devoted to that unhappy land, is proof that words and phrases which sound alike may be capable of the most widely divergent shades of interpretation under different conditions.

What we understand by "constitutional" government is one thing; what Mexicans mean by it is another. We have a constitutional government to-day and have had one since the foundation of our republic. Mexico has none now; and has never had one in the whole course of her turbulent and disorderly career as a separate nation. The average American when thinking and talking about Mexico usually has in mind a picture of a country with ideals and a political existence like our own, although, it may be, somewhat more imperfect. He says regretfully how sad it is that our neighbor is now so distracted by civil warfare and how much it is to be hoped that "normal" conditions will soon be restored. As a matter of fact, conditions in Mexico to-day are perfectly normal and are merely reproducing the ordinary state of existence there, if we except the really abnormal years of outward calm under the dictatorship (it is absurd to call it a presidency) of Porfirio Diaz.

Mexico was colonized by a set of pirates, criminals and soldiers. In contrast with the Anglo-Saxon settlements in the United States, where the colonists came for the most part from worthy motives and under the influence of centuries of development tending towards self-control and political freedom, accompanied in many cases by their wives and families, the Spaniards descended upon the beautiful but unhealthy tropics of our continent, not from worthy motives, but almost solely as adventurers desirous of making a speedy fortune in the mines or by Indian slavery, and of returning at the earliest moment to enjoy their wealth in Europe. They

did not bring women with them, the result being the mixture of European, negro and Indian blood which now comprises at least 95 per cent. of the Mexican population, exclusive of the purely indigenous race still surviving in Mexico, like the Mayas in Yucatan, the Yaquis in the Northern states, and others who have never yet acknowledged the authority of the government of Mexico. Ask an inhabitant of Yucatan if he is a Mexican and you will always hear: "No, I am a Yucatecan."

The great need of Mexico to-day is agrarian reform—a system of revised land tenure enabling the "peon" to obtain and hold agricultural lands to cultivate for himself and his family, in order that the feudal holdings of the great landed proprietors may be broken up and forced into immediate and much-needed cultivation by peasant proprietors. Such a system would displace the conditions of peonage, or slavery, which really, although secretly exist all over the country.

Elections have always been the veriest farces in Mexico, the idea of an honest or "untrammelled" election being a highly humorous conception to any Mexican. The candidate to be elected is decided upon in advance, and orders are issued to declare so and so elected to such and such an office. Not three men in a hundred, even of those entitled to a vote, will venture to go near a polling place, and those who do are bold, indeed, if they should venture to oppose the accepted candidate.

The theory sometimes held that Mexicans would unite against a foreign invasion is another misconception in American minds. The Mexican can and does fight like a wildcat when cornered, as he expects torture and death to follow surrender; but to expect any volunteer resistance to invasion would be to ask too much in a land where criminals at the point of a bayonet are forced into the ranks of the army to fight for the government against revolutionaries.

To understand the situation in Mexico as it confronts us, we must once for all realize that although in theory Mexico is a sovereign state with an advanced republican form of self-government, in reality it is and has always been governed by despotism. Until the moment to which Madero looked forward shall come when education and practice in political freedom shall have made the Mexican people capable of self-government by law and order, until that time must Mexico be ruled by a strong hand, a despotic military autocracy. Constitutional government in that land is a theory never yet realized; anarchy and revolution, supposedly in behalf of some principle, in reality to act as a cloak of deeds of shameless brigandage, are the realities.

A man can easily grow old enough to become his twin sister's grandfather.

To make good resolutions is all right, but it is better to make good.

The man who knows the least generally thinks he knows the most.

### THE RAILROAD RATE CASE.

One of the most discouraging features of the week has been the poorer prospects of an early decision by the Interstate Commerce Commissioners on the application of the railroads in Eastern Classification territory for permission to raise their freight rates 5 per cent. The Commissioners have announced that they will, beginning April 27, hold a series of hearings for oral arguments. These hearings may occupy four days or an entire week. Then the commissioners will take the specific subject under advisement, not whether the railroads should have the 5 per cent. advance, but whether railroad revenues are sufficient to provide for proper upkeep and extensions and still pay proper returns upon unwatered capital. If the decision be in the affirmative the next point to be considered will be the means of providing the additional net revenue. Mr. Brandeis, the Commission's special counsel, is confident that the result can best be accomplished by means of scientific savings in operation, and by the elimination of free service and unnecessary payments, such as allowances to private lines where consignees and shippers themselves unload and load the cars. The information that the Commissioners have secured should, however, enable them, not unnaturally, to act promptly on the schedules for higher freight charge that the railroads have already filed. But sentiment concededly is not as confident that these increased rates will be authorized as it was a very short time ago. The attack by Senator Cummins, of Ohio, in his recent speech in the Senate is significant of the fact that he still continues (a few years ago he was elected Governor of Ohio on an anti-railroad platform) to believe anti-railroad sentiment popular in the West. That Canadian railroads, too, are beginning to suffer from railroad commissions is perhaps not an unnatural product of Western sentiment.

A new way has been discovered to collect a grocery bill—through the agency of life insurance—but the originator of the plan found that there was enough of a screw loose in his plan to lose at court all he had gained through insurance. Newspaper reports from Rochester, N. Y., say that George K. Knapp, a grocer of that city, was owed \$15 for groceries by Jacob Nunold, who died in the County Hospital. Shortly before his death the grocer took out an insurance policy for Nunold for \$165, paying the assessments himself. When Nunold died the insurance money was collected by Knapp. Nunold's wife, however, with whom he had not lived for some time, and was unknown to Mr. Knapp, on learning of her husband's death, procured letters of administration for his estate. A suit to recover the insurance money was brought against Knapp by her and resulted in a verdict of \$59 for the plaintiff.

The husband who thinks he is henpecked is very likely to suspect the truth.



**GRAND RAPIDS FURNITURE.****Its Superiority Universally Conceded on the Coast.**

Written for the Tradesman.

Until my recent removal to California I always lived within a hundred and twenty-five miles of Grand Rapids and, of course, knew something of the name and the fame of its furniture and other products; but still I was not quite prepared for such unqualified endorsement and such ringing praise of the excellence of things made in Grand Rapids as met my ears yesterday when I set out to learn what I could regarding the reputation and the sale of Grand Rapids-made goods—particularly Grand Rapids furniture—in Los Angeles.

A little explanation is needed as to local conditions here with regard to the furniture trade.

The city of Los Angeles and the surrounding small cities and towns which are in great measure tributary to it are one of the surprises which the West holds for Eastern eyes. Here is a city of nearly or quite 450,000 people, grown from a town of 11,000 in 1880. The suburban places just alluded to—most of them far younger even than the parent city—have made an almost equally amazing increase. Taken collectively they number some hundreds of thousands of inhabitants.

This population, suburban as well as city, comprises an unusually large proportion of wealthy families. The old timers grew rich, some of them through the exceptional business opportunities which this section for a time afforded, and more from the marvelous advance in real estate values. Many people of wealth have come here from other states and from foreign countries, attracted by climatic advantages. The great majority of settlers are people in moderate circumstances. These all bring some money and little or no furniture. The building of homes has gone on by leaps and bounds. The articles to furnish them and make them comfortable and even luxurious could not fail to be in great demand. As a natural consequence of these conditions, the retail furniture business in this region has taken on gigantic proportions.

Where does the supply come from?

Considerable furniture is now being made in California, but only a fraction of what is sold and used here. The making of that fraction is a thing of very recent years. The industry is still in its infancy. As everywhere, the beginning was made on cheap grades. Earlier there was some difficulty in getting skilled workmen. Now skilled workers are ready to come as fast as there are places for them, Rapid improvement is shown and especially in the mission styles some excellent work is being turned out.

Local manufacturers labor under one disadvantage that is serious and in its nature must be permanent. That is the lack of native woods suitable for furniture. The mission styles just spoken of are made from Japanese oak which is shipped here in the log. The name Siberian oak is also used for what I understand is practically the same thing. There is a duty on this wood and the Government is now considering whether it should more properly be classed as a

cabinet wood, in which case it would have to pay a higher rate. This Japanese or Siberian oak is a beautiful wood, has a smaller flake than Eastern oak (any United States oak is here called Eastern oak) and, perhaps, is somewhat less durable; but it takes a fine finish, works up nicely and from it some very handsome furniture is made.

I have attempted to give a full and fair showing as to locally made goods. What follows will throw some light on the position Grand Rapids is taking in supplying the demand for furniture that exists in this country after all the product of local factories is taken up.

In my quest for information I visited different places, among them the store that enjoys the most exclusive furniture trade of Los Angeles. Class is written all over this establishment. Its position with reference to the very highest trade of the city is unquestioned, and is evidenced not only by its reputation, but by the elegance of the store and the service and the surpassing merit and artistic quality of the large and varied stock. One of my first questions was, "How largely do you handle Grand Rapids goods?"

The reply was, "Very largely. We handle the best furniture that the market produces and this comes almost wholly from Grand Rapids."

The names of various manufacturers were mentioned, some with comment and commendation upon the specialty produced. The Widdicomb Furniture Co.'s fine bedroom furniture was spoken of as having never been equaled by any other manufacturer. The Century Furniture Co.'s luxurious easy chairs and handsome pieces came in for their share of praise; Macey sectional bookcases were called the best known and probably the best made, while the fine mahogany goods of the Royal Furniture Co. were classed as "none better produced in the world." The fact that the Royal designs are largely copied everywhere bears out the statement.

A very large mahogany living room table—the handsomest thing of the kind that I ever set my eyes on—was pointed out to me as made by the Royal Furniture Co. The price prevented my buying it on the spot; however, a connoisseur with money would consider the beautiful thing a rare bargain.

By the way, the term parlor furniture has almost passed out of use since the old-time parlor of our mothers and grandmothers has become all but extinct. Nineteen houses out of twenty have only a living room nowadays, and no matter how costly or elegant a chair or a table may be it is apt to be classed as a living room rather than a parlor piece.

At this place I talked with the vice-president of the firm who is also the buyer. He will make his semi-annual trip to Grand Rapids in July. He purchases not only from the manufacturers already mentioned, but from the Phoenix Furniture Co., the Grand Rapids Furniture Co., the William A. Berkeley Furniture Co., the Oriel Cabinet Co. and other Grand Rapids factories. While there was not time to go into details with respect to each, it is to be remembered that he is always on the lookout for the very best to be had. For any manufacturer to secure the en-

dorsement of this man's critical judgment and a share of his patronage in whatever their specialty may be is commendation of the highest order.

I talked with him as to the effect on the furniture trade of the common practice of building in bookcases, buffet and china cabinet with the house. He said that it has resulted in almost cutting out these items, as also hall seats and hall glasses, from the lines handled. He takes the matter very philosophically. He holds that bookcases really ought to be built in with every house—are better so. In the very finest homes they still prefer buffets and china cabinets as pieces of furniture rather than the built-in, for the reason that the same elegant and tasteful effects can not be secured in the latter, so there is still an occasional sale of these pieces to a wealthy and fastidious customer. But for ordinary bungalows and cottages, a very large proportion of which in this country are built with the idea of selling or renting, he regards the building in of the features mentioned as the most practical thing to do. It makes the houses look more finished and attractive to Easterners arriving in these parts with little or no furniture. The building-in practice he considers an inevitable tendency, which it is useless for the furniture dealer to fight. In some houses even the dressers are built in. The disappearing bed in every one of its many forms is found in all this region in countless numbers and of course cuts into the trade on bedsteads.

I must give the drolly expressed opinion of one man I talked with as to the grade of furniture used in very many apartment houses and hotels: "The lobby is often quite elegantly equipped. Beyond that the furniture purchased is usually of so cheap a quality that from the view point of a dealer in high-class goods, it may be just as well if the carpenters, while they are on a room, work fifteen or twenty minutes longer and build in the various pieces."

At another place I visited, a very large concern, not quite so exclusive as the one just described but still catering to a high class of trade and handling furniture of exceptionally good quality. I was told that probably more than half of their stock is made up of Grand Rapids goods. Their buyer goes twice a year to Grand Rapids to buy.

Here the excellence of Grand Rapids goods was spoken of most enthusiastically. "Grand Rapids has the best reputation in the world on case goods," I was told at this place. "The word Grand Rapids is a synonym for quality;" while the workmanship of Grand Rapids furniture workers was even likened to that of the famous old violin makers.

Berkey & Gay, Sligh, Nelson Matter, the Valley City Desk Co., the Michigan Chair Co. and the Imperial Furniture Co. were all spoken of as makers from whom this house buys largely.

A glimpse of local conditions will be given when I say that at this place a "Great Colonist Home Furnishing Sale" was on at the time of my visit.

I went to another large furniture store which, while handling a great deal of good stuff, runs more to "popular-priced" grades than the two establishments heretofore mentioned. At this place they buy upholstered and case goods in

Grand Rapids. In other lines the buyer was frank to tell me that the bulk of their goods are a little less classy than the distinctively Grand Rapids makes. This house buys from all over the country. He spoke of there being much medium-priced furniture made in the South, but said that the most satisfactory goods of this grade are made in Michigan, Wisconsin, Indiana and Ohio, many of the makers exhibiting and booking orders in Grand Rapids.

At no place did I hear any slams or knocking of Grand Rapids furniture, but everywhere high praise expressed with evident heartiness and sincerity.

The freight rate on furniture from Grand Rapids to Los Angeles is about \$2.45 per hundred by the carload. That is, this may be taken as an average rate for a mixed car. Some cheap goods that can be packed solidly come at a somewhat lower rate.

Local manufacturers doubtless will make surprising strides in furniture within the next few years and probably will come to supply a large share of the demand for cheap and medium-priced grades. In high-class goods, it would seem from all indications that Grand Rapids may be able to maintain her supremacy in this market for many years to come.

Ella M. Rogers.

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Write the State Secretary for information and get the benefit of the Card Credit System adopted by the Executive Committee, March 24-25. Have a part in the distribution of a

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at the

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Leonard Seegar, Cadillac





### Trend of Trade in the Piece Goods Market.

The business of the market for the fall season has arrived at the stage where it is subject to the varying influences of the trend of business throughout the country generally. It is between seasons, and, although there is the lingering demand of the spring season still on hand, there is also apprehension of what may happen to the solicitation of business for the fall, now that clothiers are getting out upon the road with their new lines.

The between-season period is always fruitful of much retrospection and speculation as to the probable future course of the market. It affords an opportunity that is not to be had when the rush of conducting initial business is on or the sellers are absorbed with the constructing of new lines for the future. The immediate influences of business are not at all satisfactory, and the economic conditions throughout the country as a whole are not reassuring. The condition in which railroads find themselves is a serious handicap to general business, and the passing of dividends and the failure to make money that was the general experience last year, is universally accepted as a situation providing unlimited problems for the business this year. Business can be done, to be sure, on the basis of turning over an old dollar for a new one, but this is not particularly popular, and cannot be indulged in for very long with any degree of success.

Some of the most eager among the clothiers ventured out on the road this season earlier than was advisable, and after they had met with some reverses they immediately got in touch with their houses and advised the rest of the trade that the "laying off" of workmen by large industrial corporations was having a bad effect upon retailers. The subsequent action of the railways has had much the same effect since that time. However, it would seem as though the suggestion to wait until after Easter before attempting to interest retailers was a good one.

The orders that have been placed for fabrics by the tailors to the trade for the future have been satisfactory, regardless of what setback their business sustained in the cold, stormy weather that extended late into the new year. The fact that Easter was later than usual this year helped out immeasurably, and to a large extent made up for the falling off of business that occurred after the middle of January and extended for several weeks into the year.

Selling agents understand that the continuing of this cold, stormy spell had the effect of reducing the stocks of overcoatings and wearables to a low ebb, and therefore, for this reason, they look forward to a good business. Some think that there will be a shortage of woollens about the later part of May or the first of June, because of the condition of the woolen business generally and the fact that there are but a few woolen mills that have been successful enough to take care of their production over any considerable period of time.

The worsted machinery is better occupied, and, in some instances, although few, the mills are running night and day. Prices continue to advance, and there is evidence that goods will cost still more than they do at the present time. Before the season is over it is believed that a substantial advance will be necessary to make up for the shortcomings of the initial prices which were figured so low that in some cases they entailed a loss. In any case, they did not show a profit and, with the rise in the wool market as a stimulus, the entire industry is being treated to the paradox of business depressed and negligible and prices advancing.

This is true abroad as it is in this country. Some think that prices will be somewhat softer later in the year, but there is nothing to warrant this belief in the raw material market, and all who are concerned are watching the coming London wool sales as an indication as to what the future of prices will be, inasmuch as local wool markets are devoid of stocks and the selections are poor. Most of the wool on sale in the domestic market at the moment is foreign grown, and the incoming domestic clip has had higher prices than those prevailing at the time of purchase.

The "Balmacaan" craze is still on, although there has been a change in the fabrics sought for this outlet. The softer Shetland and velour finished fabrics are being given the preference by the more exclusive houses over the harsher tweeds that have been bought in such large quantities at a wide range of prices. This range of prices is one of the reasons why the trade is not particularly anxious to purchase more of the homespun type of tweeds, and to some extent is more interested in the big yarn mixture fabrics that have been popular. The velour and Shetland finished fabrics have the precedence over all in the recent trend. As to prices, the standard of the market is now about 7½ cents higher than the opening. Although many have not advanced their prices, they will be compelled to do so as soon as

the orders from the tailors are in and it is time to look for duplicates. Spring prices will undoubtedly be at a substantial advance.—Apparel Gazette.

### Methods of Attracting Trade.

It pays to be original, to have display signs novel and striking in character, to have the show windows attractive, even if a bit old; to have the inside display so as to arrest attention, even if the stock on the shelves has to be rearranged frequently. Novelty need not involve expense. In some stores cleanliness would be a novelty, and this is inexpensive. A bright store pleases visitors, and therefore the paint should be clean and the light brilliant. Don't copy your competitor's methods of display. If you lack originality, hire some one that has it.

### Window Displays Move Goods

A New York artist has hit upon a new scheme of moving his pictures. A window of a Broadway store has been vacant for some time. This he hired and displayed therein a large oil painting with a sign "for sale," also giving the address of his studio. This scheme proved so satisfactory that during the week the display had to be changed seven times, all of the pictures finding ready sale. These same pictures had been on exhibition in his studio for some time, but he found it impossible to sell them in the regular ways. This clearly demonstrates the value of show windows as an advertising medium and one that should not be overlooked by the smallest merchants in the smallest cities.

### Unique Window Display

A New York City house used an attractive window setting last year which attracted a great deal of attention. It consisted of a window trimmed with cotton batting and diamond dust to represent snow. The central attraction was a revolving circular mirror, the edges being cleverly hidden by the batting. This represented a frozen lake. On this a figure of a man several inches high was fastened to represent a skater gliding gracefully around the lake on one foot. The lower front of the window foreground had a four-sided oblong sign bearing appropriate wording, which turned slowly enough to allow the passer-by to read the advertising thereon.

### How to Make Railroad Claims.

In presenting claim to the railroads the following papers are needed:

Bill of lading.  
Paid freight bill.  
Bill against line for loss.  
Certified copy of original invoice to consignee.

Affidavit from the man who packed the goods.

Affidavit from the man who unpacked the goods.

Certified statement from teamster who hauled from shipper to depot.

Similar statement from teamster who hauled goods from depot to consignee.

The owner of the goods, or consignee, is the only man who is logically entitled to make claims.

## 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.

## Memorial Day

We carry a  
complete stock of

## FLAGS

Red, White and Blue crepe  
paper, streamers and

## Jap. Lanterns

Order now  
May 1st dating

Will P. Canaan Co.

## "Sunbeam" Luggage



THEY WEAR AND WEAR.

The line is staple, a live seller, and highly profitable. Right now is the time to stock up on these excellent values, with the spring and summer travel ahead of you.

Our trunk catalogue not only shows you "What's what" in the luggage line—but it actually places these within your reach, at prices that will surprise you. If you haven't your copy, send for it today—NOW.

BROWN & SEHLER CO.

HOME OF "SUNBEAM" GOODS  
Grand Rapids, Michigan



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, April 20—Chas. Allen, proprietor of the hotel at Nogi, left Saturday for Rochester, Minn., with his wife, where Mrs. Allen will undergo an operation at the Mayo institute.

Capt. E. M. Smith, one of the best known masters of the Great Lakes, passed away at the Sault Ste. Marie, Hospital, April 14. His death was a shock to his many friends here, also old residents of the Soo who have known the Captain for so many years, he having spent the greater part of his life on the lakes, as commander of the steamer Thomas Lynch, of the Pittsburgh Steamship Co. fleet, from which he retired several years ago, having reached the age limit of 65 years. Capt. Smith had the reputation of being one of the most careful navigators on the lakes and was considered one of the best commanders of the Pittsburgh fleet. For the past few years he has made his home on his farm near Rain's Landing, on St. Mary's River, as he could not live away from the water where he could watch the passing vessels for which he had outlived his term of command.

Supt. L. H. Davis, of the Northern Michigan Power Company here, has just returned from Washington, where he went to represent the company's interest before the International Joint Commission. Mr. Davis has much to do with the development of the Power Company, which means so much to our business interests here, and while much repair work and improvements has been made at the Power Company during the past year, it is understood that in the near future preparations will be made to develop additional horse power, after which we may expect new industries and more enterprises here.

Knute Marin, the popular young meat cutter in the meat department of the Eddy Emporium, celebrated his 21st birthday last week, and in commemorating the event the other employees of the store and Mr. Eddy put him through the trying ordeal of showing his strength, after attaining his majority and much to the surprise of his fellow workers, it required four of the strongest men in the store to handle him. He succeeded in piling three men, one on top of the other, before he was finally conquered, and he is now considered the champion middle weight of the Soo. The young Hercules is one of our cleanest and most respected young men here. Many politicians are now making his further acquaintance and from what we can learn he is going to support them all to the best of his ability. Knute is still unmarried and many of the Soo's fairest daughters are casting smiles upon this young prospect. He says there is nothing doing, as he has a best girl at Manistique.

F. A. Allison, salesman for the Cornwell Beef Co., who is the champion long distance hiker, second only to G. Hauptli, who holds the championship for long distant walking, paid Swift & Company, St. Paul, a visit last week in the interest of the house. As this was Mr. Allison's first trip to the city, he has numerous experiences to relate, some of which are very interesting.

The Michigan State Telephone Co. held a two day reception at the opening of its new office here. Each lady visiting the place was presented with a carnation, while the gentlemen received a handsome souvenir. The Soo has now one of the most complete telephone systems in the State and the local plant is certainly a credit to the company, as to arrangement and location, which is ideal and complete, and will be greatly appreciated by the citizens and patrons here.

J. A. Kennedy, one of the best known lumbermen and merchants at Garden River, Ont., paid us a visit this week. This is his first call to the Michigan Soo for the past two years and his many friends were more than pleased to see him. Mr. Kennedy reports a fair season in the Canadian woods and made a record in taking out hemlock ties for his company. Mr. Kennedy is a man of a jovial disposition and while attending strictly to business, he has always time for a friendly visit with all who have business dealings with him.

Mat. Shaw, proprietor of the De-Tour stage, has added an auto to his equipment. He made his first trial trip from the Soo to DeTour Saturday, taking with him a small consignment of freight, but as this is Mr. Shaw's first experience as chauffeur, he informed his friends here that this would not be any record breaking trip, as he was going to be careful until he got better acquainted with the horseless stage. It will be pleasing news to the travelers to know that they can get an auto at DeTour hereafter to take them on their country trips, as heretofore the traveling public could not depend on anything but the boats in the summer time. It is a foregoing conclusion that Mr. Shaw's new auto will be a profitable venture.

Three Algoma freighters are waiting at DeTour for the opening of navigation. While the River is free from ice, Mud Lake is still frozen over solid and it will probably be the end of the week before they will be able to force a passage. The residents on the River points are anxiously waiting for supplies which they are unable to get until the boats are able to make deliveries. Whitefish Point is still filled with ice and somewhat of a lull is experienced here waiting for the coming of the boats.

The local Y. M. C. A. raised \$3,200 in the past three days to carry on the work of the Association in the city for the next two years. Secretary DuBridge feels very enthusiastic over the outcome. They will need a little more than \$4,000 yet, however, but there is no worry on the part of the local members but what the balance will be easily raised within the next few days. It requires about \$5,100 a year to pay the expenses of the local "Y" and about \$1,000 a year is secured for membership, leaving the balance to be taken care of by the subscriptions. They are doing a good work here and receiving much encouragement from the local business men.

The jewelers here are feeling very much encouraged with the outlook so far this spring, as they are selling an unusually large number of wedding rings in this vicinity, which will mean that many other merchants will also fair well in the sale of other lines. One jeweler reports having sold fifteen wedding rings during the past three days. Heretofore it has been customary to have the month of June the banner wedding month, but June will have to "go some" to beat this month.

The first recall of election was asked for here this year, when W. J. Armstrong, one of our aldermen in the second ward, was recalled by a list of 25 per cent. of the voters in the second ward, which was filed with Mayor Handy Monday. The charges were that Mr. Armstrong did not carry out the promises made by him to the people of his ward previous to election. This is the first case under the new election law and it is being watched with much interest by the voters here.

J. Miller, former traveling salesman for J. Fuoco, who left for parts unknown last summer with \$600 of his employer's money, has been located in Indianapolis, Ind., and has been brought back here by Sheriff Bone and lodged in the county jail. He was unable to furnish bail, which was fixed at \$1,000.

The new time-lock safe has just been installed in the First National Bank here. It is an automatic triple time lock safe of the most modern type and is claimed to be absolutely burglar proof, so that some of the Sooiters need have no further worry of their money being taken.

From present indications, the fall fair to be held this year will exceed all expectations. Much enthusiasm is being shown and amusements planned for, a three days' race meet for horses, dog teams and boys and many other sports and various attractions. It is going to be open night and day and somewhat of a Coney Island during the evening.

Great preparations are now under way and much work is being done between now and fair time.

R. H. Campbell, one of our pioneer grocers on Easterday avenue, is seriously ill at his home and his children, who are living in different parts of the State, have been called to his bedside. His many friends wish him a speedy recovery.

G. H. Campbell, the popular Superintendent of the D., S. S. & A. dining car service, is at present in Duluth on business. W. G. Tapert.

Most of us spend more time than money—for good and sufficient reasons.



## Good Goods

Good goods means in our Coffee department, expert care in buying and roasting, extraordinary and unusual methods of cleaning, and 16 ounces to the pound.

Our Coffees Are Unexcelled

**WORDEN GROCER COMPANY**  
Grand Rapids—Kalamazoo  
The Prompt Shippers

## To Fathers And Mothers

The season is again here when boys and girls begin playing in the streets. To avoid possible accident to your children we respectfully urge you to

### Keep in Their Minds the Danger of So Doing

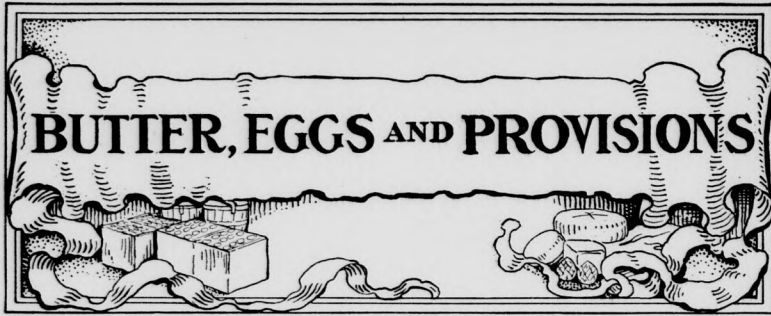
And give them strict instructions to particularly

## Watch Out for Street Cars

The motormen are on the alert, but the children cannot be too careful, and must be frequently reminded.

**GRAND RAPIDS RAILWAY CO.**  
BENJ. S. HANCHETT,  
President and General Manager.





#### 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.

#### Two Hundred Million Egg Loss Annually.

The annual American egg crop is estimated to be worth \$500,000,000, but, according to the egg specialists of the Department of Agriculture the value of our eggs should be \$700,000,000. Between the hen and the consumer there is a waste of \$200,000,000 annually. Of this waste \$50,000,000 is due to needless breakage of eggs in transit from the nest to the retailer. The balance, \$150,000,000, represents unnecessary adding, spoiling and deterioration of good eggs due to bad handling. The egg as the hen lays it is almost invariably a good egg. But one out of every ten eggs which she lays for market is broken in shipment. Three out of the remaining nine good eggs are so badly handled that they are either stale or of a much lower market grade by the time they are opened by the housewife or dropped into the boiling water. In other words, not more than six out of every ten eggs laid reach the consumer in anything like the shape that nature intended when she provided this form of food for humans. This means that about 40 per cent of our eggs are fit only for unusually strong palates or for use in tanning leather or else go to add to the crematory bills and dump heap bills of our great cities—the unpleasant monuments to needless American waste of good food in the face of lowered food production and increasing population.

Uncle Sam, through his Department of Agriculture, is tackling this problem of egg food waste in two practical ways. Through the Bureau of Animal Industry he is trying to teach people how to raise more and bigger eggs and also how to raise pullets at such time and feed them in such ways that they will lay in the fall after the hens have stopped laying. But Uncle Sam also feels that it will take an awful lot of egg raising to meet the demand if about four eggs out of every ten get smashed or contribute to the size of his costly garbage heap. He is doing his utmost to see if he cannot get those four extra eggs to the tables of his nieces and his nephews with whole shells and insides that will promote rather than kill egg appetites.

#### To Lessen Breakage.

The country gets its eggs from the great central corn belt, where the gray hen does not have to scratch so hard for her living. Egg production on the East Coast and on the Pacific Coast consists principally of eggs raised for individual home use or for the fancy local trade in newly laid eggs. There are not nearly enough left over to supply the cities and towns. The important supply of eggs along our coasts therefore must come by rail considerable distances from the central corn belt. In the past, every mile the egg had to travel meant broken eggs and the arrival of "scrambles" in New York. Before eggs were shipped in refrigerator cars every mile traveled through the summer heat meant good eggs deteriorating, growing more and more stale and nearer the explosive stage—30 per cent of each carlot lowered in value, and 6 per cent or more consigned to the dumping barges of the coast cities.

The latest experiment undertaken with the egg crates has been to place delicate instruments which record shocks in such crates and ship them across the country. At the end of the journey the instrument shows exactly the force of the blows that the case has undergone and consequently the amount of shock from which the eggs have to be protected. As fast as experience proves any device to be practical, the Department's discoveries are made common knowledge throughout the egg handling trade. Meanwhile, the Department is sending its egg and poultry demonstration car through the corn belt and showing egg shippers all the little improvements in egg grading, candling and packing that the experiments have revealed.

If the hens laid eggs regularly all the year round and the supply were constant, the saving of eggs from the tanneries and dumps would not be so complicated. It would largely be a matter of teaching the farmers to gather the eggs from the nests before a long, hot day has had time to start them by increase in temperature on the downward road through blood rings, spots, floaters, white rots, black rots and other downright rots, as the egg's history from goodness to explosive perversity is written by the egg men. For eggs, even more than humans, have to keep cool to be good eggs. The human can get hot under the collar and then cool down and be all right—not so the egg, one little spell of heat and

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.

## The Secret of Our Success

is in our

## BUYING POWER

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

## M. PIOWATY & SONS

GRAND RAPIDS, MICH.

Western Michigan's Leading Fruit House

SHIP YOUR

BUTTER  and EGGS

to us. We pay spot cash. Ask for quotations.

We also receive Veal and Poultry on consignment.

## Schiller & Koffman

References:

Dime Savings Bank  
Bradstreet and Dun  
Mercantile Agencies

323-25-27 Russell St.

DETROIT, MICH.

## SUN KIST ORANGES

Send us your order.

Write us for our weekly price list.

M. O. BAKER & CO.

TOLEDO, OHIO

## Try F. J. SCHAFFER & CO.

Eastern Market Detroit, Mich.

EGGS AND LIVE POULTRY

WRITE FOR QUOTATIONS

WHEN IN THE MARKET FOR

## Potatoes

or have any to sell, call or write

H. Elmer Moseley Co.

GRAND RAPIDS-  
MICH.

Citizens 2417  
Bell M. 66



it never again regains its pristine sweetness. Then the farmer would have to be taught, after the eggs are gathered, to keep them in a cool place and to keep them cool and covered by the big umbrella on the wagon on his trip to town. Of course, he would have to learn to bring them in promptly because the egg does not employ any sort of life—even country life—to improve itself.

After that the egg shipping man in the little railroad town would have to learn to chill those eggs at once—chill them thoroughly, pack them in proper cases and put them in a refrigerator car and see that they never got above 50 degrees until delivered at the end of a 500 to 2,000-mile journey. Then, if there were not too many delays and the wholesale commission man kept the eggs cold, and Mrs. Housekeeper kept these widely traveled eggs in her refrigerator until she broke them into the pudding or got them ready for a ride on toast to the breakfast table, father would not sniff and say: "I don't seem to care for eggs as much as I uster."

But the perverse little hen will not act like a clock—you can wind her up on any sort of food that you like, but when fall comes she will moult and go off the egg laying job until warm weather. True, her young daughters—if hatched in the right months of the spring and properly fed, may not moult and may lay in the fall just to show mother hen what a new generation can do. But anyway you fix it—there will be a lot more eggs laid in spring and summer than people can use in spring and summer, and there will be a lot fewer eggs laid in winter than are needed by Uncle Sam's egg hungry family. Consequently, a large part of that 30 per cent waste results in summer when eggs are plentiful and so cheap that most folks don't bother much about them.

So Uncle Sam, who is an unusual sort of bachelor, decided he would look into the matter of keeping eggs not needed in summer fresh until Mrs. Hen stopped laying. He soon came to the conclusion that the answer lay in cold storage and cleanliness. He found that when he had taught farmer and country merchant and refrigerator car operator to get the eggs fresh and keep them cold the refrigerator men in the big centers could then store these cold eggs and keep them edible for ten months. But, as he was careful to point out, an egg intended for the table ten months hence must be kept so cold all the way that it would never start to be a bad little egg. Once it had started to be bad, cold would not make it good again. Cold would merely keep it quiet watching for a chance to get a little warm to be as

bad as possible. At first Uncle Sam's nieces didn't like the idea of stored eggs, but gradually the lesson of cold stored beef and mutton had made them accustomed to eating things that are a long way and a long time from the pasture or chicken yard. For life in great crowded cities necessarily is far removed from digging your own vegetables and personal friendship with the cow that gives one milk or the hens that provide one's beautiful pink egg for breakfast. Getting one's milk via a dumb waiter and in a bottle after all is scarcely less artificial than eating an egg laid 1,000 miles from one's apartment.

For these reasons, Uncle Sam and his trained specialists are studying every phase of the egg—getting at the exact conditions that make good eggs bad and finding out how much cold will keep a good egg good long enough to give the hen her winter vacation and yet not force most of us to do without eggs at breakfast or to eat our cakes and puddings with fewer eggs than our grandmothers say are needed in them.

#### Nature the Great Shop-keeper.

"I see somebody gave you a black eye," said Mrs. Finnerty to her husband.

"Gave it to me," exclaimed Pat; "like fun they did—I had to fight for it!"

And so saying, Pat unintentionally expressed a Great Truth.

Nothing is given away. Everything is purchased at a price—even black eyes!

Nature is a Great Shop-keeper.

For every need of life you must deal with her.

And she gives nothing away—nor does she open charge accounts!

Nature demands an equivalent!

If you want Good Health, Nature has a big supply of it in stock at all times, and the "price-tag" will read: "Plain Living."

If you want Success, you can get it from Nature at the very reasonable price of "Brains, Hard Work and Honor."

If you want Happiness, again you must deal with Nature. She can supply it in any quantity at the cost of "Love, Kindness and Good Will."

Nor does Nature only deal in the Good Things of Life.

Down in the "Bargain Basement" you can get a big assortment of failure, Disease and Poverty, all marked very cheaply.

Of course, you wonder how Nature can do any business in her "Bargain Basement," since all the Good Things are on sale above.

So do I wonder—but she does just the same!

When a man starts out to make a fool of himself he usually works overtime on the job.

You don't have to explain, apologize, or take back when you sell

## Walter Baker & Co.'s Chocolate and Cocoa



Registered U.S. Pat. Off.

Grocers will find them in the long run the most profitable to handle.

They are absolutely pure; therefore in conformity with the pure food laws of all the States.

53 Highest Awards in Europe and America  
**Walter Baker & Co. Ltd.**  
Established 1780 DORCHESTER, MASS.

### Dear Grocer:

Who are you working for, Mr. Leaks or Mr. Profit? This is not mere

TALK,

but a sincere business question. A modern 20th Century Standard Computing Scale connects you WITH prosperity.

WRITE FOR INFORMATION

**W. J. KLING**

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

We can supply you with all kinds of Southern fruits and vegetables. Write or wire. Citizens Phone 5638.

**A. J. PHERNAMBUCQ & CO.**

138 Ellsworth Ave., S. W., Grand Rapids.

### POTATO BAGS

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

**ROY BAKER**

Wm. Alden Smith Bldg. Grand Rapids, Mich.

### Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

### THE QUALITY 5c CIGAR AMERICANO

Order from your jobber or  
**A. SALOMON & SON MFRS.**  
KALAMAZOO, MICH.

## Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

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

Dairy and Creamery Butter of the better grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

### Eggs Highest Prices for Eggs

Country Collections—Returns day of arrival.

**Zenith Butter & Egg Co.**

Distributors to Retail Trade

Harrison and Greenwich Sts.  
NEW YORK

Eggs Refer to your bank or Michigan Tradesman Eggs

### Geo. L. Collins & Co.

Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.

29 Woodbridge St. West  
DETROIT, MICH.

### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

## HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

### 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 to buy or sell

## FIELD SEEDS

Call or write

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

## POTATOES TO OFFER

LOVELAND & HINYAN CO.

236-248 Prescott St.

Grand Rapids, Mich.

We have seed potatoes to offer in local lots

Use Tradesman Coupons





### Suppressing Unwarranted Promotion of New Banks.

Early in my administration of the affairs of the Michigan Banking Department it became obvious to me that there were banks in the State that never should have been permitted to organize. Charters should have been refused in some cases on account of incompetency and inexperience of the men in charge; and in certain instances it developed that the stockholders were absolutely incapable of meeting additional liability in case of failure. Also, instances were discovered where banks had been organized in communities whose banking facilities had been manifestly ample. It was patent, therefore, that stringent restrictions and requirements should be thrown around the organization of State banks for the protection of depositors, and incidentally some of the stockholders, not taking into consideration the trouble, worry, and criticism to be thus escaped by the banking department.

Up to 1911 the organization of a State bank in Michigan was a very easy procedure. Any five or more persons could organize a State bank by merely filing with the department the necessary papers required by statute, and paying one-half of the capital stock. Up to that time no discretionary authority had been exercised in the direction of ascertaining the experience, competency, character, and financial responsibility of the persons seeking to become stockholders.

In Michigan, as in other states, new banks are organized under one of the following conditions:

1. In communities not having banking facilities of any kind.
2. In cities or villages where a State or National bank is already established.
3. In localities where only private banks exist.

Before approving applications for the organization of State banks under the first above named condition, the department has during this administration endeavored to satisfy itself that the community could properly support a bank; that the commercial and agricultural pursuits of the people argued for the success of the bank during its corporate life; that the stockholders were men of proper character and financial standing, and that the men to be in charge were experienced in the business and well acquainted with the property valuations and local credit conditions; and that the bank was not organized for the purpose of permitting excessive loans to any of the officers or directors.

Where applications were made to organize State banks in localities already having State or National banking facilities, in addition to the qualifications of officers, directors, and stockholders, mentioned above, the department sought to inform itself as to the animus of the people behind the new bank, whether they were "getting even" with the old bank on account of unjustifiable credit not being extended to the organizers, or enterprises with which they were connected; whether the organization was the outgrowth of local jealousies or quarrels; whether some successful and ambitious local financier desired to create a place for a relative or protege; whether someone was seeking through the organization to unload at a good price certain real estate as a bank building; whether the established bank was fulfilling the needs of and had the confidence of the community (which fact was judged largely by growth, etc.); or whether or not it was dry-rotting or at a standstill, and the deposits and business of the community were going elsewhere.

In communities where only a private bank existed, which was desirous of organizing as a State bank, the department made careful enquiry into the reputation of those connected with the bank; also, an exhaustive examination of the affairs of the private bank, especially frowning upon excessive valuations of bank building, furniture and fixtures, and excessive bonuses or premiums to be paid or allowed for "good will" of the business. All of the assets to be taken

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

**3½ Per Cent.**

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

## Fourth National Bank

Savings  
Deposits

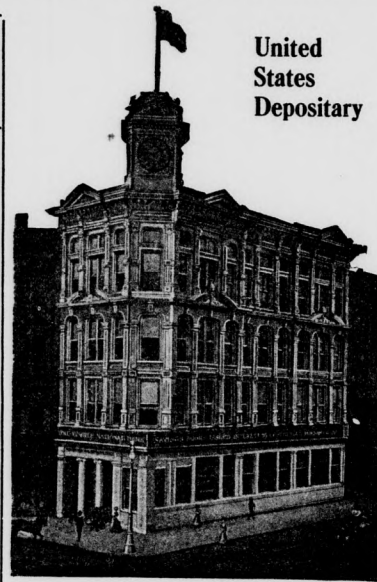
**3**

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

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

United  
States  
Depository



Commercial  
Deposits

**3½**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000

## 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

## The Old National Bank

GRAND RAPIDS, MICH.

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



over by a State bank from such a private bank must be approved and accepted by the directors of the State bank, as well as by the department examiner. If individuals in such a village, independent of the owners of the private bank, seek to organize a State bank the Department does its utmost to bring all of the interests together, with the idea of insuring to the community one good, strong, incorporated bank, and doing justice to the then existing private bank.

In many cases in the past the department has gone to the expense of sending its examiners and representatives to make a personal investigation into the affairs, character, etc., of the people seeking to organize State banks; and in many instances some startling conditions have been uncovered.

By a multiplicity of banks in any locality, whether city, village, or State, it does not necessarily follow that good conditions prevail. The tendency is to take chances, and a bank thus acquires undesirable loans on account of undue competition. This has proven to be only too true in many cases in the past and has been an expensive experience to the stockholders, and at times to the depositors.

While the Michigan statutes do not give specific authority as to the restrictions, requirements, and procedure, now a part of the bank organization system of the Michigan Department, no attempt has been made through the courts to question the right of the department to pursue its course. Of course, there have been murmurings, but the objections have ended there. I am thoroughly convinced, however, that some such authority should be delegated by statute, either to the commissioners of banking of the several states, or to commissions or charter boards. Such laws would help make better banking conditions, and lessen the number of bank failures in the future. By assuming to itself this discretionary authority, the Michigan department has prevented the organization of some thirty-five banks, a considerable number of which would have been in the hands of a receiver within a very short time after organization. In fact, some private banks applying for State charters have since failed, and in some cases the

officers have been apprehended for pursuing irregular methods. It can not be denied that it would have been much more satisfactory had the Michigan department been backed up by the proper statutes; but it has proceeded on the theory that any set of men who could not meet the conditions and requirements of the department would not dare to expose to the public the exact conditions, and of course, any clique or coterie of men with ulterior motives could not stand the publicity of legal proceedings and afterward carry their promotion scheme to a successful issue.

My experience in supervising work convinces me that public opinion will uphold any commissioner in matters of this kind. The public now expect, and will demand by statute in the future, that its interests be protected by making it impossible for irresponsible, inexperienced, unworthy, or crooked individuals to engage in the banking business.

Edward H. Doyle,  
Commissioner of Banking.

#### Quotations on Local Stocks and Bonds. Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	345	350
Am. Light & Trac. Co., Pfd.	105	108
Am. Public Utilities, Pfd.	72	74
Am. Public Utilities, Com.	47½	50
Cities Service Co., Com.	89	91
Cities Service Co., Pfd.	74	76
Citizens Telephone Co.	77½	79
Comw'th Pr. Ry. & Lt., Com.	60	60½
Comw'th Pr. Ry. & Lt., Pfd.	80½	81
Comw'th 6% 5 year bond	98	100
Pacific Gas & Elec. Co., Com.	38	39
Tennessee Ry. Lt. & Pr., Com.	16½	17½
Tennessee Ry. Lt. & Pr., Pfd.	70	72
United Light & Rys., Com.	76	78
United Light & Rys., 1st Pfd.	75½	76½
United Lt. & Ry. new 2nd Pfd.	70	72
United Light 1st and ref. 5% bonds		89

#### Industrial and Bank Stocks.

Dennis Canadian Co.	99	105
Furniture City Brewing Co.	64	70
Globe Knitting Works, Com.	135	141
Globe Knitting Works, Pfd.	97	100
G. R. Brewing Co.	130	140
Commercial Savings Bank	215	220
Fourth National Bank	215	220
G. E. National City Bank	173	177
G. E. Savings Bank	255	
Kent State Bank	255	265
Peoples Savings Bank	250	

April 22, 1914.

#### One of Three.

An insurance agent was filling out an application blank.

"Have you ever had appendicitis?" he asked.

"Well," answered the applicant, "I was operated on, but I have never felt quite sure whether it was appendicitis, professional curiosity, or surgical avarice."

A yellow cur looks as lonesome as a defeated candidate after election.

## United Light & Railways Co.

H-S-C-B

H-S-C-B

Write us for quotations on First Preferred 6% Cumulative Stock of the United Light & Railways Co. This stock is exempt from the normal Federal Income Tax to the holder, for the reason that the Tax is paid at the source. Send for circular showing prosperous condition of this company.

### Howe, Snow, Corrigan & Bertles

Citizens 4445 and 1122  
Bell Main 229

Grand Rapids, Mich.

Fifth Floor  
Mich. Trust Bldg.

#### THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST

WHAT ARE YOU WORTH TO YOUR FAMILY?

LET US PROTECT YOU FOR THAT SUM

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

6%

## NO STATE, COUNTY OR LOCAL TAX

If you never have bought bonds from us you have yet to find the simplest surest way of making your money work.

Write us

The Michigan Trust Co.

We own and offer

6%

## REAL ESTATE FIRST MORTGAGE BONDS

Secured by improved city properties

Denominations \$100, \$500 and \$1,000

TAX EXEMPT IN MICHIGAN

Circulars upon request

## GRAND RAPIDS TRUST COMPANY

123 Ottawa Avenue, N. W.

Both Phones 4391

**P**EOPLE HAVE TO RIDE ON STREET CARS, use gas and electric light during poor times as well as good. For this reason securities issued by Public Utility Companies are attractive investments. Let us tell you of a safe investment yielding better than 7%.

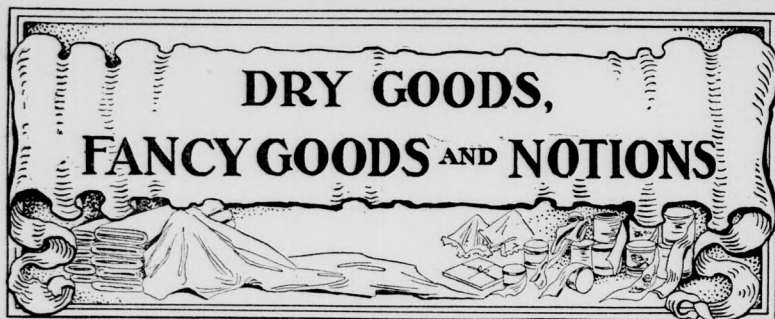
## Kelsey, Brewer & Company

Bankers, Engineers and Operators

Michigan Trust Building

GRAND RAPIDS, MICH.





#### Retailer's Side of the Returned Goods Question.

The Tradesman is in receipt of the following letter from a general merchant located in a town not far from Grand Rapids, which is worthy of careful perusal by both wholesale and retail dealers:

I have read the strictures of several leading members of the jobbing trade on the subject of returned goods as they have appeared in the Tradesman from week to week with much interest and it occurs to me that perhaps the Tradesman, in its anxiety to arrive at the exact facts and present the subject fairly and dispassionately, would like to know something about the other side of the question. I think it is very generally conceded that there are two sides to any subject and certainly this is one in which the pros are quite as likely to predominate as the cons.

Let me say in the beginning that I feel no hesitation in condemning the practice of returning goods that are retained in stock until they become shop-worn or out of date. I have no excuse to offer for this practice and I will not undertake to stand up and defend it on any legal or logical ground because I do not believe it is right and I do not believe that any merchant who indulges in such practices is an honest man.

My contention is that when the jobber makes mistakes—as he frequently does—he should bear the burden of the mistakes and not throw them on the shoulders of the retailer. For instance, I placed an order with a Grand Rapids shoe house October 30, 1913, for goods to be shipped April 1, and billed May 1. As a matter of fact, the goods were not shipped until April 11 and did not reach me until April 13, so the possession of the goods for a half month of the best part of the spring season was denied me. In one item of a dozen pairs of shoes, I had to return five pairs. One pair was damaged on the cap of the right shoe. Four pairs were made on lasts entirely different from the sample shown and they were not all alike at that. In another lot of a dozen pair of shoes, one pair was made on an old last.

In a shipment sent me last fall by a Grand Rapids jobbing house, none of the goods ordered were actually shipped. Instead of sending what I had ordered, the jobber took the liberty of substituting other numbers altogether, which I could not use and which I immediately returned.

In ordering goods of a Grand Rapids dry goods house recently—

the order amounted to \$225—I was obliged to return goods to the amount of \$17. I ordered red stripes in percales. Instead of sending what I ordered, they sent me patterns with small checks, which I could not use. Similar errors were made with other items. If, instead of substituting as it did, the house had sent me a letter, stating that it was out of the goods I ordered and enclosed samples of something very similar and permitted me to use my own judgment, instead of leaving the selection to a clerk, I might have been able to have saved the house the expense of taking the goods back.

At the same time I placed the above order, I ordered a line of combination suits in sizes 38, 40 and 42. Instead of sending me the sizes ordered, they sent 34 and 36, which I could not use. There was no other alternative for me to do but send them back.

Another dry goods house in Grand Rapids solicited my order for combination suits. I placed a liberal order, but, instead of getting combination suits, I received princess slips, for which I had no use and which I was obliged to return.

When I first engaged in trade, jobbing houses made very few mistakes of this character and when they could not fill my orders as given, they gave me the opportunity of selecting something to take the place of the goods that were out of stock. Instead of pursuing this policy, it seems now to be the policy of jobbers generally to permit their clerks to select the substitutes, but I sometimes think that too little care is exercised in reading and interpreting orders, so that the failure to receive the exact goods ordered is quite as much due to carelessness on the part of the packer as it is to the house being out of the goods specified.

I think also that many jobbing houses are over-sampled, by which I mean, that their road men are carrying a larger line of samples than their stocks justify.

I have plenty of trouble from the accumulation of odd lots and unsalable lines in the regular course of business and can not consent to have this loss augmented by having this class of goods come to me without my authority along with new purchases.

There seems to be a constantly increasing tendency on the part of jobbers generally to fill orders complete with something. If they have not what is ordered, they fill in with something else and take chances. The increase of this evil has, no doubt, paved the way for most of the returned goods by inviting the habit.



Have you prepared for the warm weather that is upon us? If not, we have stocked up in preparation for you and you will find our "Lincoln Mills" Underwear and Hosiery all that you could wish for to show those discriminating customers of yours.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

GRAND RAPIDS, MICHIGAN

## Newest Wash Goods

In White and Colors Are Here in Wonderful Variety—All Grades and Colors

Those dainty, filmy fabrics that are sure to delight women and win new customers for your store. All strikingly attractive, not alone from the standpoint of beauty, but also from the standpoint of value. The Ratines, Voiles, Batistes and Dress Gingham are staples every merchant knows, but these are augmented by a rare line of novelty textures and combinations that will give a tone of distinction to your stock. Place your order now and be ready when the selling season begins.

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.



**A Good, Strong,  
Medium-Priced Line**

**Buffalo Trunk Mfg. Co.**

MANUFACTURERS OF

**TRUNKS, BAGS, SUIT CASES**

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

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

Write for Catalogue



I can readily see how retailers might take advantage of the jobbers by sending back some old goods when he sees how ready the jobber is to force on him goods he has not ordered and for which he has no demand. I have never done this myself, but I confess it is a temptation sometimes to do wrong when I see how jobbers sometimes take advantage of the retailers in this matter.

#### Personality in Salesmanship

The head of one of the largest sales forces in this country was asked what he considered first in employing a salesman. His reply was: "The personality of the man—his mental organization and capacity and his outward appearance."

Clothes are the advance agent, so to speak, of a salesman's personality. Personality counts in everything the salesman does. It is often your manner of presenting an article that makes a man desire it, not merely the article itself. If this were not the case there would be no need of salesmen.

If you present your proposition with confidence, seriousness and dignity you cannot fail to impress and interest. Answer questions with an air of cheerfulness and courtesy. Try constantly to make the impression of an agreeable personality.

A strong direct personality and manner always attracts. Have something to say. Know when and how to say it. Don't talk so fast that your man can't keep up with you, nor so slowly that he gets fidgety while waiting for you to catch up with his thoughts. Be sparing of humorous anecdotes. He is thinking more about how much money he can make out of your proposition than he is of being entertained. Avoid personal remarks.

Be sincere. Sincerity is the inspiration of that confidence which is the basis of all business relations. It must be manifest in the salesman's every expression and attitude. He must be sincere in his show of interest in his customer's welfare and his desire to see him actually benefited. The customer quickly perceives this, and his confidence is established.

An air of frankness, openness and generosity puts a salesman in immediate sympathetic touch with all mankind. It lends a peculiar, irresistible charm to his personality and covers a multitude of other faults.

A. N. Tate

#### His Last Act

There had been an explosion in a powder mill. The proprietor was telegraphed for. He hurried to investigate the cause. "How did it all happen?" he asked the foreman breathlessly. "Who was to blame?"

"Well, you see, sir," replied the foreman, "it was this way: Jake went into the mixing room, probably thinking of something else, and and struck a match in mistake. He —"

"Struck a match!" interrupted the proprietor in dismay. "I should have thought that would have been the last thing on earth he would do!"

"It was, sir," the foreman calmly replied.

**May.**  
Modern Woodman of America, Grand Rapids, 4-5.  
Homeopathic Medical Society of Michigan, Saginaw, 12-13.  
Michigan Laundrymen's Association, Bay City, 12-13.  
Michigan Congregational Conference, Grand Rapids, 12-14.  
Michigan Printers' Cost Congress, Saginaw, 21-23.  
Republican State Mass Meeting, Detroit, 21.  
Michigan Grand Lodge, F. & A. M., Flint, 26-27.  
Michigan Letter Carriers' Association, Detroit, 30.

**June.**  
Michigan Dental Society, Detroit.  
Knights of Columbus of Michigan, Detroit, 10.  
U. C. T. Grand Council, Saginaw, 12-13.  
Eagles, Holland, 16-19.  
National Association Chiefs of Police, Grand Rapids.  
B. P. O. E., Petoskey.  
Annual Encampment of the Michigan G. A. R., Lansing, 17-19.  
Michigan State Bankers' Association, Alpena.  
Michigan Unincorporated Bankers' Association, Alpena.  
Michigan State Firemen's Association, Saginaw, 23-25.  
Michigan State Golf League, Detroit, 25-27.

**July.**  
Michigan State Barbers' Association, Flint.  
Michigan Retail Jewelers' Association, Michigan Association of Police Chiefs, Grand Rapids, 14-15.  
Sheriffs and Prosecuting Attorneys, Alpena.  
Michigan Association of the National Association of Stationary Engineers, Muskegon, 15-17.  
Michigan Association of County Clerks, Mt. Clemens, 25-26.  
Grand Circuit Races, Grand Rapids, 29-Aug. 1.

**August.**  
Michigan Association of Local Fire Insurance Agents, Grand Rapids, 4-5.  
Michigan Abstractors' Association, Ann Arbor, 6-7.  
Michigan Retail Clothiers' Association, Detroit.  
Grand Circuit Races, Kalamazoo, 10-15.  
Michigan Postmasters' Association, Grand Rapids.  
Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.  
American Pharmaceutical Association, Detroit, 24-29.  
Michigan State Pharmaceutical Association, Detroit, 25-27.  
Michigan Pharmaceutical Travelers' Association, Detroit, 25-27.  
National Encampment of the G. A. R., Detroit, 31-Sept. 6.

**September.**  
West Michigan State Fair, Grand Rapids, 1-7.  
Middle West Association of Deaf Mutes, Lansing, 7.  
Michigan Federation of Labor, Lansing.  
Michigan State Humane Society, Muskegon.  
Michigan State Fair, Detroit.  
International Association for the Prevention of Smoke, Grand Rapids.  
Michigan Association of County Superintendents of the Poor, Grand Rapids.  
Michigan Constitutional Convention, Grand Rapids.

**October.**  
Order Eastern Star, Grand Rapids.  
Michigan Poultry Association, Grand Rapids.  
Michigan State Teachers' Association, Kalamazoo, 29-30.

**November.**  
Michigan State Sunday School Association, Adrian.  
Michigan Association for the Prevention and Relief of Tuberculosis, Grand Rapids.

**December.**  
Michigan State Potato Association, Grand Rapids.  
Michigan State Grange, Battle Creek.  
Michigan Bricklayers, Masons and Plasterers' Association, Jackson.  
Michigan Bee Keepers' Association, East Lansing.

**January.**  
Michigan Tax Association, Detroit.  
**February.**  
Michigan State Association of County Drain Commissioners, Lansing.  
Michigan Retail Hardware Dealers' Association, Saginaw.  
Michigan State Rexall Club, Detroit.  
Michigan Retail Grocers and General Merchants' Association, Lansing.

**March.**  
Michigan Sheet Metal Contractors' Association, Grand Rapids.  
Michigan Master Steamfitters' Association, Detroit.

Cutting prices may possibly produce an increase in business but it certainly produces an increase in profits.

The merchant who has trouble in being on time should wear alarm clocks in his socks.



We are manufacturers of  
**TRIMMED AND UNTRIMMED HATS**

For Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

**CORL, KNOTT & CO., Ltd.**  
Corner Commerce Ave. and Island 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

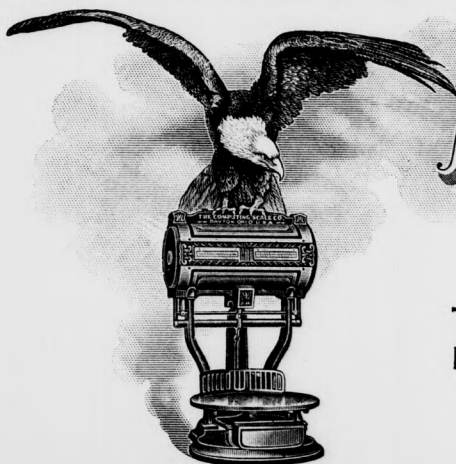
add the final assurance of cleanliness and sweetness. They are a necessity to the woman of delicacy, refinement and good judgment. NAIAD DRESS SHIELDS are hygienic and scientific. They are ABSOLUTELY FREE FROM RUBBER with its unpleasant odor. They can be quickly STERILIZED by immersing in boiling water 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



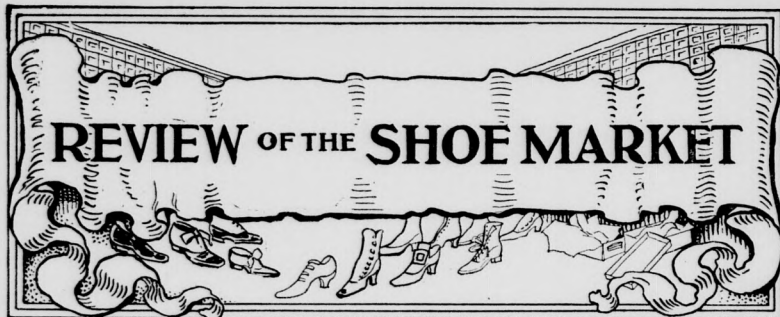
**MONEYWEIGHT Scale Co.**  
GENERAL DISTRIBUTORS FOR  
**The Computing Scale Co.**  
Dayton, Ohio.

**THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES**

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



### Parcel Post Presents Opportunity to Shoe Retailers.

Prior to the establishment of the parcel post the measure was bitterly fought by all classes of retail merchants on the ground that it would result in increasing the business of mail order houses to the great injury of retail dealers in all sections of the country; but since the establishment of the parcel post, and the increasing of the size of the package, etc., all being conditions formerly deemed favorable to mail order concerns, there appears to be an awakening among retail shoe dealers to the fact that the parcel post brings them nearer to their customers and opens up new fields of trade. The indications seem to be that in the future, instead of a few large mail order houses being interested in the work of distributing shoes by mail, there will be thousands upon thousands of retail shoe dealers meeting the mail order houses in the field formerly occupied by the latter exclusively.

#### First Thing to Be Done

There is no reason why any legitimate shoe dealer should fear to meet this competition. There is no doubt an opinion in the minds of many consumers that the mail order houses give superior values. This impression has been created by their advertising and by statements made in their catalogues rather than by test of the actual goods and prices. As long as the mail order houses had the field exclusively to themselves they were able, no doubt, to strengthen this impression, but if the retail shoe dealers enter strongly into the mail order field, the shoes they sell should go far to disprove the claims for superiority in product and cheapness in price that the catalogues of mail order houses contain.

#### Prices and Values Compared.

A business man recently sent for the mammoth catalogue issued by one of the largest mail order houses in the United States. His purpose was to look over the catalogue with the idea of comparing prices and values of things he knew something about. This man who happened to be quite well posted in matters of plumbing, heating and lighting, positively found that he could buy these supplies cheaper in his home city, and yet the catalogue made extravagant money-saving claims in regard to plumbing, heating and lighting fixtures and supplies. Similar conditions were found as to other articles listed in the catalogue that were known to the investigator and he assumed that if there were no real bargains offered in the things he knew about, the same condition would ob-

tain generally in regard to other merchandise mentioned in the catalogue. Manufacturing Conditions and Credits.

In the matter of shoes, why should any one suppose that they would get a superior value in shoes when purchased from a mail order concern. The materials must be bought in the same market and, if the credit of the purchaser is good, he can buy at the market price, and no one may buy very much below the market place. This relates to manufacturing and is intended to show that a mail order concern cannot buy shoe materials any cheaper than other shoe concerns of ample credit. There are probably eight or ten shoe concerns in the United States that do a large shoe business than is done by and mail order house. Their credit ought to be just as good and they ought to understand their market as well.

A visit to shoe factories operated by one big mail order concern does not disclose any advantage in material, machinery, method or workmen over other shoe factories, and one cannot understand why there should be any basis for any claim for superiority of shoe values. If mail order houses manufacture shoes they must have a manufacturing profit, and if they distribute shoes they must have a distribution profit. It is nothing new for a concern manufacturing shoes to sell the wearer direct. For quite a good many years there have been some shoe manufacturers running their own retail stores, but there has never been any general impression in the shoe trade that these manufacturers were justified in claiming to give the public better shoe values than they could obtain from other manufacturers or other retailers.

#### An Open Field

There are some fairly smart men engaged in the shoe business in one way or another and some of them were in it and had cut their eyeteeth before the mail order houses entered the game. Some of them have achieved a very large measure of success, but none of them have ever had a "lead pipe cinch," to use a slang expression, on the whole shoe trade, and so there appears to be no reason why any one should suppose that mail order houses had secured any advantage. Certainly such an advantage does not lie in the manufacturer of shoes on the belief that they can buy cheaper than they can make, an opinion that is shared by a large number of wholesale shoe concerns.

#### Compare Cost of Doing Business.

Where, then, lies the advantage of the mail order house in shoes? Cer-

Try this....

## Box Calf Outing Shoe

We recommend this shoe to you as a  
**Special Value**



Genuine Box  
Calf Stock.



Hemlock Sole.



Union Made.



A Great Shop  
Shoe.

**T 2645 at \$1.75**

5% "Prompt Payment" Discount in 30 Days.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

## TIME TO STOCK UP

Farmers and other outdoor men are getting active and your call for heavy shoes will soon be brisk. Supply your trade with the famous

**H. B. HARD PAN**

Shoes for Service

We show here our number 849 H. B. Hard Pan—three sole, standard screw, full bellows tongue, plain toe Blucher... \$2.50

838—Same shoe only unlined and has double sole and tap..... \$2.50

909—Same shoe only unlined and has ½ double sole \$2.30

892—Is a tan elk skin with ½ double sole, plain Blucher..... \$2.35



You simply cannot go wrong on the H. B. Hard Pan Shoes. They wear like iron.

No. 849

**HEROLD-BERTSCH SHOE CO.**  
GRAND RAPIDS, MICH.



tainly not in manufacturing, because some of them do not manufacture and those who do, must do so on even terms with other shoe manufacturers. Does it lie in distribution? If so, it comes to a question of a comparison of expense. The tremendous amount of printed matter represented in their catalogues, that are circulated freely, also the postage on goods returned, together with heavy advertising expenses in publications of all kinds must to some extent offset the fixed expenses of a legitimate retail business.

#### Advantages Possessed by Retailers.

Given a live shoe retailer in a small town and rural community and a mail order house a thousand miles away, who is better qualified to serve the people of that section? Who best knows their needs and desires in regard to shoes? If a retailer on the spot is not more intelligent in regard to supplying the needs of the public for whose patronage he is catering, than a mail order house a thousand miles away, he would deserve to lose.

The only advantage that the writer can see that the mail order house has in the matter of shoes, is in the impression it has created in the public mind. This is the impression that the local shoe dealer must overcome by getting into the mail order business himself in his own particular section, so as to meet the competition of the mail order houses face to face.

#### High Quality Goods Will Win.

As a general rule, the mail order house will offer shoes at prices which have the appearance of being cut prices, but the quality of the shoes will be cut in the same degree. Let the retail shoe dealers who seek to do a mail order business appeal to their prospective customers on behalf of their better grades of shoes and they will be selling shoes the equal of which in quality the mail order houses do not carry. At the same time they can show shoes at prices and qualities on a level with the mail order grades, thus proving to the people of their community and section their ability to give the same grade of shoes, but also carry shoes at higher prices which are better merchandise, better values, and really more economical purchases for the public.

Besides this the local retail shoe dealer's stock should be more nearly representative of the needs of the people of his community than the general shoe stock of any mail order concern, which must be made up with a view of covering the whole country and cannot give the same attention to the varied needs of the people of any particular section.

The writer is confident that the more apparent will be the advantages that lie within the grasp of those retail shoe dealers who will seek to bring themselves in closer touch with residents of the rural districts in their vicinity who have been large purchasers of mail order houses in the past. In this way the parcel post system which was at first looked upon as a calamity for retail dealers in all lines, may turn out to be of vast

benefit to the retail trade instead of a commanding advantage to the large mail order houses as was feared.—  
Shoe Retailer

#### One Cigar a Day.

"You are to go up to O'Brien's farm," said the doctor, "get up and go to bed with the birds, mow and pitch hay, shuck the corn, and all that sort of thing. And you'll cut out the booze, absolutely, and—"

"Oh, yes," said the patient wearily, "I expected that."

"And one cigar a day."

"Oh, doc—not that!"

"One cigar a day," reiterated the doctor inexorably.

"Oh, very well."

Six months later the patient returned to report.

"Well, how did you like it?"

"Fine, doctor. I'm fit as a fiddle. Me for that early to bed and early to rise thing. It's great."

"Liked it all, eh?"

"Everything but the one cigar a day. That pretty nearly killed me."

"The tobacco habit—" began the doctor.

"At my age, doctor, it's no joke to take up smoking."

#### Selling at a Profit.

Selling goods without profit is injurious to manufacturer, jobber, retailer and consumer.

It destroys reputation, depreciates quality and leaves ruin and demoralization in its path.

It is the father of deception, misrepresentation and business hypocrisy.

It creates strife, discord, distrust and dishonesty.

It opens the doors of bankruptcy and closes the gates of opportunity.

It deprives honest effort of reward and puts a premium upon lying inconsistency.

Its pernicious influence forces all to a common level.

Cutting the price merely for the sake of making a sale regardless of the fact that you obtain a mighty small margin of profit, is poor business and a decidedly dangerous practice to follow.

#### Just Ask Yourself.

Have I found a way to cut expense?  
Have I cleaned up any of the old stickers?

Have I used enough for leaders?  
Have I marked all the new—and old—good plain figures?

Have I done anything to get new people into the store?


Have I given my advertising in show windows proper attention?

Have I overstocked on any article?

Have I explained the talking points of the goods to the salespeople?

Have I made plans for a better day to-morrow?

Some people seem to think a philanthropist merely an easy mark.



**HONORBLT SHOES**

Well known among consumers. The line that's easy to sell.

## Are You On the Job?

### Everybody is buying Spring Footwear

We have just received a large shipment of Men's Ventilated Oxfords at

**\$1.85**

Also get in line with buyers of our celebrated

### E-Z SCUFFERS

selling for \$1.85 and \$2.15. These are the real trade getters, and live buyers are stocking up with these shoes.

## Rindge, Kalmbach, Logie Company

Grand Rapids,

--

Michigan

## A Difference of 2 cents may Make or Break You



If for each dollar invested your net returns are only 99 cents, you are on the road to financial ruin. Two cents added, turns loss to gain and your business to a success.

The difference between profitable and unprofitable merchandise is slight, but that difference spells your success or failure.

Stock Hirth-Krause Shoes.

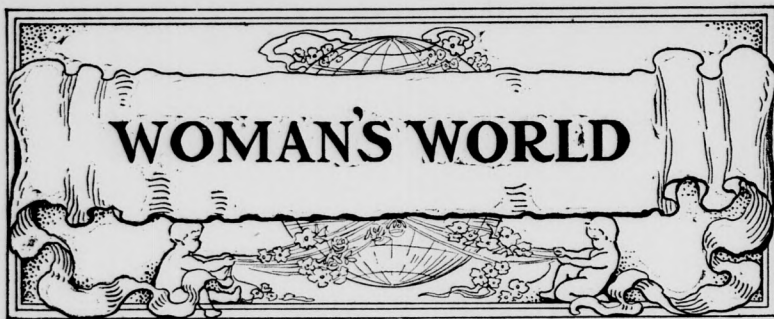
Our men's Planet Welts, Saturn, Jupiter and Mars are shoes with a snappy appeal to men that makes them quick and profitable sellers.

Send for our catalog.

## Hirth-Krause Company

Hide to Shoe

Tanners and Shoe Manufacturers  
Grand Rapids Mich.



### Taking It Out on Innocent By-standers.

Written for the Tradesman.

We see so much of this. Here is a case that occurred on a street car a few evenings ago.

As the conductor was passing through collecting the fares, a middle-aged woman, well dressed and having a small grip, evidently a stranger in the city, asked him to let her off at the corner of Thirteenth and Webster streets.

"I can't let you off just at Webster. There it no car line on that street. The place for you to stop, Madam, is at the corner of Henry Clay street and Thirteenth. Then you are only one block from Webster and Thirteenth. I'll come and tell you when to get off."

"But they told me at the waiting room that the car ran right past where I want to go," she protested petulantly.

"I can't help what they told you, lady," the conductor answered patiently but firmly. "the nearest any car line goes to Webster and Thirteenth is Henry Clay and Thirteenth. And I'll remember to let you off." He passed on.

The woman was evidently distrustful and worried. A lady sitting in the seat back of her now tried to quiet her fears.

"I used to live at 1353 Webster street, and I will tell you right where to get off in case the conductor should forget about you," this kind-hearted sympathizer began. "And it's only a step to where you want to go."

"What direction is it over to Webster street from where I get off?" the woman asked sharply.

"Straight north" her would-be helper answered, still courteously.

"But I'm always all turned around when I get off a car in a strange place. I know I can't tell which way to go. And I'm timid about trying to find my way alone," the woman whined.

"It's a very nice neighborhood around there. You needn't be in the least afraid. It's all perfectly safe. Besides,"—here a bright thought seemed to strike this good Samaritan—"I'll tell you just what you can do I am acquainted with a family that lives right on the corner of Thirteenth and Henry Clay and I can point out the house before you get off the car. You go there and enquire the way over to Webster street."

"I don't like to go around to strange houses after dark," was the reply made to this well-meant suggestion. (It was not dark nor anywhere near dark, just the beginning

dusk of the very early evening.) "I supposed there would be hacks at the depot and that I could take one right out where I want to go and be saved all this bother," she went on crossly. "I was so disappointed that that there weren't."

"You could have gotten a hack or an auto by telephoning for it, but there are none regularly waiting there. A hack costs 50 or 75 cents so most people would rather take the street car and pay only a nickel."

"Well, I'm sure I'd rather pay a dollar and know where I'm going," the stranger snapped.

The woman in the seat behind sank back hopelessly and lapsed into silence.

Then a man sitting directly in front of the complaining woman turned around and took hold of the case.

"Madam, you needn't have the least apprehension. You say you want to go to 1302 Webster. That house is right on the corner. You get off on Henry Clay street at Thirteenth, walk to the sidewalk and then straight ahead in the same direction over to Webster. It's only a hundred and fifty feet. That is a short block there between Clay and Webster—only a little over half the length of most blocks. And you're perfectly safe."

Still the woman's face remained clouded and her sour, grumpy manner continued. When Henry Clay street was called, the conductor came and carefully handed down this troublesome passenger, she meanwhile brusquely cautioning the motorman to give her plenty of time to get off. She left without a word of thanks to the conductor or any expression of gratitude to the lady behind or the gentleman in front who had so disinterestedly tried to help her in her uncertainty and confusion. As they saw that one hundred and sixty pounds of grouchiness landed on the pavement the other passengers gave a sigh of relief and the car sped on.

Here was a woman, evidently well and strong, perfectly able to walk one block or a dozen blocks if need be, making every one within sound of her querulous voice uncomfortable with her complaints and fears. True, she was not accustomed to finding her way around in a strange city alone, but she was in no serious dilemma, in fact in no dilemma at all, and had she been willing to use good sense and good temper she need not have made herself disagreeable to those about her. As it was she rather gave the impression that she considered those who were trying to assist her as in some way to blame for her difficulties.

It was simply a case of a person displeased and irritated, taking it out on those in no way responsible for the real or imaginary wrong.

Such instances are by no means rare. On the contrary they are, as Mrs. Jarley says of villains, "too common to be any curiosity."

A man has suffered a disappointment in his business affairs. Perhaps another firm has booked a large order that he was trying hard to land, or he has met with some loss or setback. In consequence he is surly and overbearing to his clerks, curt and exacting to his stenographer, or, worse yet, a bear in his own home, cross and sullen to his wife and children. As business disappointments of one kind and another are of pretty constant occurrence, it easily can be seen that those who have to do with such a man have a hard time of it.

A woman is thwarted in some social ambition and vents her choler on her dressmaker or her housemaid, or possibly on a devoted and long-suffering husband. A teacher or business woman wears her nerves to a frazzle in her chosen work, and then eases off her irritability on "Mamma" or on the forbearing lady with whom she boards. There is far too much of this.

As things come out in this world, it rarely happens that we are privileged to wreak our vengeance or even our ill temper on whoever or whatever is the particular cause of our distress, even when some person or some thing is distinctly to blame for our inconvenience. Often we should like to get even, even though this may not be in accordance with the highest ethical principles. Indeed, very few of us have gotten beyond the old eye-for-an-eye and tooth-for-a-tooth stage of moral development. But when we are prevented from giv-

ing tit for tat to the cause of our grief, that we can get any possible satisfaction from taking out our spite on someone who is entirely blameless in the matter—this is one of the inexplicable paradoxes of human nature.

Life is crowded full of small worries, disappointments, losses, annoyances and delays. With the complications of modern living these seem to be on the increase. As the machine becomes more and more intricate, the number of hitches and breakdown becomes correspondingly greater. Most of us find that it is necessary to put on a serene front to the outer world. It will not answer to show our displeasure to our customers or our rivals. Alas! that so many of us feel free to give full expression to our irascibility in the presence of those who stand nearest to us and who are entitled to our best manners and our cheeriest moods. Our fellow passengers on the way of life, those who are with us most constantly and become most thoroughly acquainted with our real selves, we should see to it that their acquaintance with us is not confined to the seamy side of our natures but that they see us and know us at our best.

It is the part, not only of wisdom and philosophy but of religion and morals as well, to bear the tribulations of life with calmness and fortitude. He is the real hero, she is the real heroine, who is uniformly pleasant and affable, not only to strangers and outsiders, but to the home folks, to business companions, to employees, and to all immediate associates; and this while enduring the pin pricks of small misfortunes and disappointments and even the cruellest buffetings of adverse fate.

Quillo.

## Pere Marquette Railway Co.

FRANK W. BLAIR, DUDLEY E. WATERS, SAMUEL M. FELTON, Receivers

## FACTORY SITES AND LOCATIONS for INDUSTRIAL ENTERPRISES IN MICHIGAN

The Pere Marquette Railroad runs through a territory peculiarly adapted by Accessibility, Excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and prompt attention and will be treated as confidential.

Address,

**GEORGE C. CONN,**  
Freight Traffic Manager,  
Detroit, Mich.



**BANKRUPTCY MATTERS.**

**Proceedings in the Western District of Michigan.**

April 2—In the matter of William Harrison, bankrupt, Grand Rapids, the final meeting of creditors was held this day. It was determined that the claims of this estate based upon the commercial paper of the Harrison Wagon Co., bankrupt, and endorsed by this bankrupt has received 59.9 per cent. on their claims in dividends, and it was therefore ordered that this particular class of claims should be allowed in this estate for the balance of 40.1 per cent. of the amount in which they were allowed in the matter of the Harrison Wagon Co. The trustee's final report and account, showing total receipts of \$70,636.24 and disbursements \$5,662.11 and a balance of \$65,024.24 on hand, was considered and allowed. The petition of the trustee for \$500 extra compensation for extra ordinary services in connection with the estate was considered and allowed. The estate was held open, pending final adjustment on several of the claims filed. It is estimated that the estate will pay between 40 and 50 per cent. in dividends, which will, no doubt, be declared within the next few days.

April 3—In the matter of the Ludington Manufacturing Co., Ludington, bankrupt, the first meeting of creditors was held to-day. By unanimous vote of creditors present and represented the former receiver, Wilmer T. Culver, was elected trustee and his bond fixed at the sum of \$15,000. An order was entered authorizing the trustee to sell a portion of the assets to the Electric Orchestra Co., of Chicago. The first meeting was then adjourned to April 28, and the officer of the bankrupt ordered to appear.

In the matter of Augustus H. Barnard, bankrupt, Grand Rapids, the first meeting of creditors was called for April 21, at which time creditors appeared, elected a trustee, proved claims, and transacted such other business as came before the meeting.

A voluntary petition has this day been filed by Benjamin Van Raalter Sr., of Holland, adjudication made and the matter referred to Referee Wicks for administration. The first meeting of creditors was called for April 21, at which time creditors appeared, elected a trustee, proved claims and transacted such other business as came before the meeting. The schedules of the bankrupt on file at this office reveal the following: Total liabilities, \$12,927.38; total assets, \$300. The following are listed as creditors of the bankrupt:

First State Bank of Holland	.....\$1,756.00
(This represents seven notes endorsed by the following persons: J. Boss, G. J. Kollen, Jan Miskotten, H. Boss, Otto C. Schaaps, H. Plaggerman and H. Van Kampen.)	
Kate G. Van Raalte	.....\$ 800.00
C. Bloom	.....275.00
P. H. McBride	.....200.00
W. H. Beach	.....200.00
John Meussen	.....400.00
A. B. Bosman	.....400.00
A. Hoffman	.....190.00
Bert Ter Haar	.....150.00
G. J. Van Duren Estate	.....200.00
Henry E. Van Kampen	.....100.00
H. Nibbink	.....400.00
M. F. Van Slooten	.....400.00
L. F. Van Slooten	.....600.00
Wm. Schutmaat	.....250.00
P. F. Boone	.....700.00
B. J. Albers	.....30.00
D. De Kruif	.....1,754.38
A. W. Kappinga	.....775.00
Jane and Fannie Drost	.....2,250.00
Prof. J. H. Klumkesel	.....400.00
Kleyn Lumber Co.	.....38.00
Holland City State Bank	.....650.00

April 4—The trustee has filed his third report and account in the matter of Simon Dosie, bankrupt, Boyne City, and a special meeting of creditors has been called for April 22. The account shows the following: Balance on hand, as per second report and account, \$3,219.67; additional receipts, \$10; disbursements for dividends and administration expenses, \$2,316.89; balance on hand, \$912.78; the account also shows that all of the assets have been reduced to cash except book accounts of uncertain value; also showing pendency of petition for accounting against the bankrupt and inability to make service upon him. This will be a final meeting of creditors of the bankrupt unless new developments make another meeting necessary. A small dividend will be paid at the time of the allowance of this account.

April 7—In the matter of Edward J. Carrol, bankrupt, Manton, the final meeting of creditors is being held to-day. A small final dividend may be reasonably expected in addition to the 10 per cent. heretofore paid in this matter.

**St. Joseph Referee.**

St. Joseph, April 1—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the referee has filed an opinion denying the petition of the Kalamazoo Spring and Axle Co. for the reclamation of property.

In the matter of the Mohn Wine Co., bankrupt, of Bertrand township, Berrien

county an order was entered by the referee confirming the sale of the personal property of the bankrupt estate to H. S. Gray, of Benton Harbor, for \$5. The property was sold subject to certain chattel mortgages.

April 2—In the matter of the Sanitary Laundry Co., a corporation, bankrupt, of Kalamazoo, the final meeting of creditors was held at the referee's office. The final report and account of the trustee was approved and allowed and a final order of distribution made. No dividend was declared, as there were not sufficient funds to even pay the administration expenses. The trustee recommended that a certificate favorable to the bankrupt's discharge be made by the referee, whereupon such favorable certificate was made.

April 3—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, a special meeting of creditors was held at the referee's office and a third dividend of 5 per cent. declared on all claims that had been allowed to and including said date. Certain insurance policies and corporate stocks were returned to the bankrupt by the trustee, as the same was worthless property and of no value to the estate.

April 4—In the matter of the Mohn Wine Co., bankrupt, an adjourned first meeting of creditors was held at the referee's office and claims allowed. The trustee reported that the total amount received from the bankrupt's assets was the sum of \$155, which amount will not pay the administration expenses.

In the matter of James Ingersoll Day, bankrupt, of Decatur, the first creditors' meeting was further adjourned for three weeks.

April 6—In the matter of Burt A. Hatch, bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at the referee's office for the examination of the bankrupt. No creditors were present or represented or no claims proved. After the examination of the bankrupt, as no assets were discovered, an order was entered by the referee allowing the bankrupt his exemptions as claimed and also that no trustee be appointed. The meeting was adjourned without day.

April 7—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the examination of the officers of the bankrupt was further continued for three weeks.

April 8—In the matter of Herman Vetter, bankrupt, of Kalamazoo, the first meeting of creditors was held, claims allowed and Stephen H. Wattles elected trustee. Appraisers were appointed and the bankrupt sworn and examined by

the referee without a reporter. An order was entered directing the trustee to dispose of the bankrupt stock at private sale, and the meeting adjourned for two weeks.

April 9—In the matter of Frank S. Shannon, bankrupt, of Centerville, the first meeting of creditors has not been held for reason the bankrupt is in quarantine on account of smallpox in his family.

April 11—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the petition of H. Strauss & Sons for the reclamation of property has been withdrawn by the petitioner.

There are two kinds of men—the self-made ones and those who have to listen.

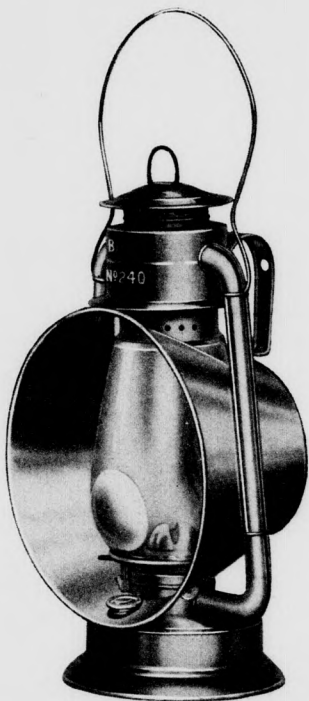


To try a **FLOUR** that is *noticeably different* and *noticeably better* after using ordinary kinds *surprises* most people—and may surprise **YOU**.

**WYKES & CO.**  
DISTRIBUTORS  
GRAND RAPIDS, MICH.

# Buhl "Special Drive" Lantern

**Built Purposely for the Man who drives at night**



The Spring Clip is strong and holds the lantern firmly to the dash. The reflector throws a strong light ahead, giving the driver a good view of the road.

The Special Drive Lantern combines all of the good features of other Buhl Lanterns, all of which are desirable sellers and so well known that it is unnecessary to give here the details of their construction.

Every one of your customers who does any driving at night, ought to buy one of these Drive Lanterns. And every one **WILL** buy if shown this lantern.

There is Satisfaction to your customers and profit to yourself in handling Buhl Lanterns.

Order from your jobber.

**Send for Particulars and Prices.**

## BUHL STAMPING COMPANY

**208 West Larned Street, Detroit, Michigan**



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

#### Advantage of Featuring the Cutlery Department.

Mark E. Tully used to look around the wide and often thronged floor of the Superior Hardware Store and do his darndest to persuade himself that, as monarch of all he surveyed, Robinson Crusoe had nothing on him. You see, he had graduated in the cutlery under the shrewd, quick-witted tutelage of old Ferguson, who could sell your grandmother a bowie knife for a bread cutter; and he loved to think that, as a cutlery salesman, rivals he had none. Yet, sometimes—

"But," Mark Tully used to say to himself, "what's the use of bothering about little things? Get the money—that's the game. There's only me and Pud Kuebler to run this department, and if I can't put it all over that dub I don't belong in the business."

Which was an honest opinion, honestly if privately expressed. And for that very reason, Mark, about half a dozen times a week, used to wonder whether, with all his dash and skill in selling, he really did belong in the business.

There was nothing showy about Pud Kuebler. He had climbed into the cutlery by way of the stock room, and he seemed, somehow, to hold a customer's confidence from the minute he asked, with his inimitable bluntness: "Vot iss it?" Mark would stand around, when leisure allowed, and try to master the innumerable hosts of hard facts about cutlery that seemed to well up from Pud's inner consciousness when a customer needed convincing. For the niceties of the art of salesmanship, as exemplified in their highest estate in the person of Mark E. Tully, Pud Kuebler didn't seem to care a tinker's dam, which is an ancient and delectable trick of the tinsmith's art and by no means wicked profanity.

Every man to his trade, Mark tried to tell himself on those humiliating occasions when Pud sold a difficult buyer before whose captious criticisms he knew he would have quailed. But his secret feeling of inferiority would not down. And there were times—those times every hardware store knows of rumors of reductions in the force—when Mark felt anxious twinges as to which of them would be retained in the cutlery if it came to the pinch.

During such periods, his genius for getting the goods over the counter blazed like a comet in the dull horizon of the store, and the other clerks

loved to linger near and admire him.

With two such salesmen, it went without saying that the stock was always spick and span. If Mark's pride of appearances let up in its watchfulness, Pud's methodical thoroughness overtook the neglect before it had time to do damage. That cutlery counter, so far as quality went, asked favors of nobody.

But Kuebler, where it was a question of nimble shrewdness in the off-take, was miles behind Mark; and both of them knew that, too. Let a man come in and ask to see a pocket-knife, and Pud never departed from the approved rule of showing him a two-bladed article of moderate if not low price, and then conscientiously displaying better quality and higher price up to the level the customer was willing to stand for.

But let a well-dressed arrival blow in breezily, buy something freely at another counter, show a lizard-skin bill book in paying for it, and hesitate only an instant as he passed the cutlery. Mark beat Pud to it in a flash, and Pud never so much as made a murmur. And then Mark, with a dazzling disregard of precedent, would flash a \$3 knife on that ready spender and have the money before Pud's eyes stopped goggling.

If a man stalked in resolutely and displayed a pocketknife whose broken blade showed every sign of rust and neglect, Mark glanced him over, sold him one a trifle better, and produced an empty little oiling can.

"By the way," he suggested. "The knife you've taken is, of course, in perfect condition. But if, about once in so often, you'll just touch the blade action, where it springs from the back, with a single drop of oil, you'll find it will stiffen up. Thought I'd mention it, because I've tried it myself."

Exit man, reflecting that he certainly likes a hardware salesman who doesn't think exclusively of his money.

Enter another man, needing another knife. Mark would sell it to him, as his circumstances dictated, and always the best he could put over. With the sale concluded, Mark would produce his own exquisite example of the cutler's art and observe:

"Had this five years now. Pretty good shape, isn't it?"

"Oh, well," the customer replied usually, "a knife like that comes pretty high. Why, the blades aren't even worn down."

"That's just what I want you to notice. Let me show you a little trick: I use this knife right along to demonstrate; yet, as you say, the sharpening hasn't cut away the steel.

angle of about 25 degrees, you'll get the same result and wear off only a fraction of what is lost on the flat draw."

He kept certain high-grade knives, razors, scissors and other features of the line as baits, designed to lure on purchasers from one height to another. He had every lesson pat which he had learned from the departed Ferguson, and then some, which were winners, of his own.

For all that, Mark Tully found it impossible to be completely content. In the modest presence of stolid, quiet Pud Kuebler, he was ever aware of his shortcomings, even as the university graduate may tremble before his blonde typewriter who knows how to spell "separate."

Business was dull enough when the time came around for Mark's vacation one summer, and the head of the Superior Hardware Store manifested but small annoyance when Mark asked, as a great favor, to be allowed three weeks instead of two, the extra week to be at his own expense.

"Haven't got a hen on, Tully, have you?" he enquired.

"Only one, that I want to train to hatch its eggs for this store," was the prompt answer.

"All right. Tell us about it when you come back."

Mark put in those three weeks at a town identified with cutlery manufacture of the highest grades known in the domestic market. He had to introduce himself to get the entree to You always sharpen with the blade flat to the stone, or whatever you

use, don't you? Well, keep it at an the various plants; and he did his post-graduate course as completely as a half-trained expert could within the space of three weeks. He learned, at least, the theory of edged steels from the crucible up. He returned from his trip looking fresher and brighter than from any other vacation he had enjoyed since he entered the store.

"Tully," said the chief, "don't forget you were to tell me what you wanted that extra week for."

"Oh sure; I'll tell you," Mark responded. "I used those three weeks learning my A, B, C's as a cutlery man. I got tired of feeling that any man here had it on me when it came down to brass tacks in knowledge of my line."

"Say, Tully," he said confidentially, "I knew it all along. We had a couple of queries from the firms you called on, asking whether you really were our cutlery man."

"It was all right, wasn't it?" Mark asked.

"It was so much all right, Tully," the chief replied, "that you've about decided the store on extending its cutlery. We often thought of doing it, but we knew you lacked the thoroughness and we knew Kuebler lacked the dash. Now we know there's one man in the shop who has them both. And the best thing about it is, you've gone after your information yourself. That hen of yours is a quick hatcher, Tully, around these diggings."—Philadelphia-Made Hardware.

## Michigan Hardware Company

Exclusively Wholesale



Corner Oakes St. and  
Ellsworth Ave.

Grand Rapids, Mich.

## Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.



## THE MEAT MARKET

### Letters of an Old-Time Butcher to His Son.

Dear Ed: When I used to be behind the block in my own shop there was a competitor of mine who was a wonder when it came to figuring out new schemes for attracting new customers to his shop. There was hardly a week went by that he didn't come up on deck with a new one, and practically all of them were successful in doing what they started out to do.

You might think that he was a pretty tough competitor to have to stack up against all the time. Well, it wasn't near as bad as you think, for there was one big flaw in that gentleman's system, and that flaw was important enough to allow me to do a bigger business than he, without half his ability to figure out new ways of attracting trade. The trouble with him was that he devoted all his time and thought to getting new trade, and failed to pay any attention to the trade which he had already developed. The consequence was that, while practically all of my customers had traded with him at one time or another, they eventually came back to me, after giving him a trial, and once back, why they stuck right along.

My competitor saw his business from one angle only. A new face was a good deal more welcome in his shop than an old face. In my shop, on the contrary, an old face was just as welcome as a new one, and a new one as welcome as an old one. There was no difference in my treatment between the two of them, and so I held my business.

There are a lot of butchers nowadays that are making just the same mistake as my old competitor. All their thoughts are wrapped up in reaching out for new customers, and they have no time to devote to serving their old ones in the proper fashion. And that system of business doesn't pay, though it may seem to at first.

An old customer is a more valuable asset to you than a new one, and you should devote as much time and thought to them, if not more. It's all right to go after new trade—you must do that in order to have your business go ahead, but new trade is of no value to you if it only takes the place of trade which you have lost through not giving them the proper service. When this is the case you are not standing still even, you are going back, for the simple reason that it costs you a good deal more to sell a new customer than it does to sell an old customer exactly the same amount of meat. Increased

selling cost eats up profit, and profit is what you are in business for.

And that's why I can't agree with you when you say that the most important subject for the retail butcher to study is getting new trade. I think that the study of methods to hold the trade you have already is more important. It isn't as spectacular, neither does it show results so soon as the former, but in the long run it is the thing that makes the successful butcher shop.

What are the best methods to hold your trade? Well, there are three things that have never been beaten for that, and they are: Quality, service and value. Add to these reliability and you have all the essentials. Quality consists of giving the best meat possible for the price which you charge, and value consists of but the reverse of that. Service is a thing that can not be exactly defined, but it is the sum of all those things which go to make up what is known as good will. Reliability consists of having your customers know that they can telephone for a sirloin steak and be sure of getting the same quality as if they went to your shop in person and picked it out themselves. Be sure of all those things and you will have no trouble in holding your trade, providing you take care of the personal side of your dealings with them.

I have seen many a butcher fail in business just because he did not have or failed to cultivate a pleasant personality. Butchers of this kind seem to regard courtesy as something in the nature of frills and furbelows, for which they have neither the time nor the inclination. Courtesy is nothing like this. Courtesy is an asset which has a dollar and cents value to every butcher who makes use of it. The personal grouch never made a success in any business yet. The man who is there with the glad hand and the smile is the man who gets there every time. And if you want to know the reason, why just go into a store to make a purchase and deal with a man that does not treat you in the proper way. You will be mighty unlikely to ever go into that store again, no matter how fine the goods were that you purchased, or no matter how great a bargain you received.

There's another point that I want to bring out in relation to this matter. No butcher who did not treat his customers with the proper courtesy ever found his benchmen treating them in the proper way. Like boss, like benchman is always the way. And you can't blame the benchmen for that. It is only natural

that they should pattern after the example which the man who employs them sets. Men take their manners from those who are about them, and the employee take his manners from the employer. That is something that works out every time.

So you see getting new trade is no more important than holding old trade. After you have made sure of the latter go after the former hard, by all legitimate methods. Among them you won't find price-cutting, however. No man ever made steady customers through that method, though what he did do was to spoil his regular trade—turn them into confirmed bargain hunters. I will write you another letter shortly about what I know in the line of getting new trade. Maybe my ideas of that will be old fashioned to such a progressive young merchant as you, but, at that, there may be something of value to you in them.—Dad in the Butchers' Advocate.

### T. P. A. Has Fifty Members in Detroit.

Detroit, April 21—The Travelers Protective Association of America, a National accident organization for traveling salesmen and business managers of wholesale houses, comprising a membership of approximately 50,000 and represented in thirty-six states, has shown a very satisfactory growth in Michigan during the past year.

The State Division officers have recently instituted Post B of the Michigan Division at Detroit, with a charter membership of nearly 100 members. At the institution of Post B, Mr. Sanborn, of Sapolio fame, was elected Post President, and Mr. Squier, of the Acme White Lead and Color Works, was chosen Secretary. On the Board of Directors are represented some of the largest industries of Detroit and it is predicted that the membership of Post B will reach 500 before the end of a year.

The Travelers Protective Association of America is one of the best financed organizations of its kind. It gives its members the highest efficiency and protection at a minimum of expense. The interest on its investments, which are all gilt edge and protected, pay all the running expenses and, as a result, the surplus fund is showing a very remarkable increase each year. During the year 1913 nearly \$50,000 was added to the protection fund.

F. H. Locke, Sales Manager of the Alabastine Company, Grand Rapids, is President of the Michigan Division, and Clyde E. Brown of Sherwood Hall Co., Grand Rapids, Secretary.

### Not Pleased.

Jones met his neighbor Smith, who carried a gun in his hand.

"Been shooting this morning?" asked Jones.

"Yes, I had to kill my dog," answered Smith.

"Why, was he mad?" asked Jones.

"Well," said Smith, dryly, "he didn't seem to be any too well pleased."

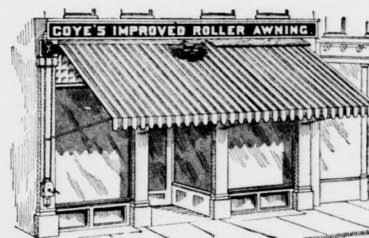


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Graham & Morton  
Line

Every Night

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CHAS. A. COYE, INC.

Campau Ave. and Louis St., Grand Rapids, Mich.



Steadily Growing  
In Popular Favor

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is a very necessary item  
in all up-to-date  
stores.

Order from

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Crescent Mfg. Co., Seattle, Wash.

## E. D. COLLAR

Expert

Merchandise Salesman

Our work gets results and gives  
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For terms and prices address,

E. D. COLLAR, Ionia Mich.

Use  
**Tradesman Coupons**



## 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





**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.**

### When Retail Dealers Come to Market

One of the surest tests of a salesman's ability is his manner of dealing with the customer "who comes to market." Selling goods on the road is one thing; selling the same goods to the same customers in the house is quite a different matter and one which is not given sufficient attention by many of the veteran salesmen as well as by the majority of beginners.

That period in the season when salesmen remain in the house to take care of customers who "come to market" should be remarkable for even greater activity on the salesman's part than the weeks spent on the road. But this period is too often regarded as something in the nature of a vacation. Comparatively few salesmen are sufficiently alive to their own interest to reap all the profit they might reap when the customer comes to buy.

The time when thousands of country merchants are flocking to the city to look over and compare stocks of competitive firms offers a golden opportunity to the road man who is delegated to remain in the house and show these customers around. He should remember that the yearly trip to the city is a great event in the lives of most of these country merchants. They come expecting to be interested in the lines of goods exhibited to them and for this reason they are in a more favorable frame of mind than the salesman will usually find them in the course of his road work. They will not only compare various lines of goods, seeking to determine which they can buy most advantageously, but they will consciously or unconsciously draw a similar comparison between the different salesman who receive them and attend to their needs. They

will remember every attention shown them—and will go away with just as retentive a recollection of every slight and every oversight. This is the time when they are making up their minds from which house they will prefer to buy in the future. Every little act at this time that contributes to such a decision is especially significant.

The season when the buyer comes to market is the time when the salesman should make a special effort to regain the patronage of any old customers who for one reason or another he may have lost.

It is his most favorable opportunity to open new accounts; to strengthen his hold on regular customers and increase their trade.

"This is my chance," thinks the wise salesman, "to get back Jones, who went over to a competitor last year. This is where I shall sell Brown, whom I could never get near a sample room last year. I shall certainly be able to get Robinson's order now that I have him in the house and away from the environment which heretofore has enabled him to keep me at a distance."

"This," thinks the easy-going salesman, "is my chance to rest up after pounding the rail for so many weeks at a stretch. It is a snap to have customers come to you and make their purchases of their own accord. I guess I have a strong enough hold on them so I won't need to hustle very hard to keep them from buying elsewhere."

In New York, St. Louis, Chicago and other large commercial centers is enacted every year the Great Business Drama. It is the time and place for the erection of new accounts—for the formation and strengthening of relations between the trade and the supplier—for lavish expenditures of money, for transactions compared to which the average order taken by the road salesman on his travels is dwarfed into insignificance. The salesman is naturally one of the principals in this Great Business Drama. He should exert his skill to the utmost to make the performance a profitable and memorable one.

A salesman should provide himself in advance with a list of the people whom he expects to sell on their arrival in the market. This list should include not only his regular customers, but prospects whom he has heretofore been unable to close and (in case there are any such) dealers whom he has formerly sold, but whose accounts had been transferred.

As far in advance of the market season as may be practicable he should send an announcement to each

man on the list, and secure from that man in return information as to the exact day of his arrival in the market; whether he will come alone or with a party of other buyers, or in company with his family; at what hotel he will stop.

This gives the salesman something definite to work on when his customer arrives.

A great deal of business is lost by some salesmen who rely upon the "hit or miss" method of meeting their customers and directing their movements.

"Jones will be here; I will just drop in on him at his hotel. There won't be any need to bother with him particularly. He gave me about 75 per cent. of his total business last year and that means that I am pretty solid with him. I guess there isn't any occasion to worry about Jones."

Nine times out of ten this salesman will receive a shock when at last he actually finds his Jones in the market. Jones, left to his own devices, has been getting acquainted and has formed new affiliations.

"I have done my buying already," is usually the response when the salesman, affecting a rather belated interest in him, invites him to take a look at his line.

Having found out when his prospects will be in the city, the salesman should try to make definite engagements with each of them,—making each feel that he is, in a measure, the guest of that particular salesman and that he has "friends in town."

While the salesman cannot devote himself exclusively to any one customer, he should try to give each one the impression of being "lionized" to an extent. He should make it a point to meet each customer as soon after the latter's arrival in the city as possible, ascertain the class of entertainments he wishes to see and the houses he wishes to call on and plan his stay out carefully. This done, he should book his order for goods needed, leaving all social and entertainment features until all business transactions are concluded. The amount of time and money that should be expended on each customer depends altogether on circumstances, to be decided by each salesman on his own account.

### Faithful to the End.

Port Huron, April 20—Agreeable with the instructions of the convention and the Board of Directors, at their final meeting, your Secretary-Treasurer begs leave to submit the following final report of the disposal of all funds on hand when the Michigan Knights of the Grip were disbanded by the action of the members in convention assembled at Port Huron, December 26 and 27, 1913.

December 27, 1913, the various funds contained the following balances:

Death benefit fund	\$ 424.18
Employment and relief fund	447.66
Promotion fund	51.00
General fund	318.98

Total cash on hand in all funds ..... \$1,241.82

At a meeting of the Board of Directors held in Lansing, January 17, 1914, it was moved, supported and carried that the money in the Death Benefit fund, the Employment and Relief fund and the Promotion fund be transferred to the General fund.

General Fund.	
Cash on hand	\$1,241.82
Exchange on checks sent by various members	.77
Sale of safe and office furniture	24.50
Total	\$1,267.09

Disbursements.	
Paid 9 death claims, \$100 each	\$900.00
Postage stamps	17.50
Printing	8.00
Expense of Board meetings	61.56
Stenographer at convention	10.50
Dray and freight	2.00
Secretary's salary	25.00
Return of money on deposit and reimbursing new members who joined after November 1	145.00
Total	\$1,169.56

Balance	\$ 97.53
This balance was distributed by the Board of Directors to the following persons, according to instructions of the convention assembled in Port Huron, December 26 and 27:	
Mrs. Minnie Hewett, Chicago Ill.	\$30.00
Mrs. Cassie Gibbs, Ybor City, Fla.	30.00
Carrie and Eva Connell, Detroit, Mich.	37.00
Total	\$97.53

Held in trust for Mrs. Samuel M. Lemon ..... \$75.00  
 "We have lived the life; we have kept the faith; we have died the death."

We have lived a life of usefulness, doing much good in many, many ways.

We have kept faith with the widows and orphans of deceased brothers. Every death claim has been settled and every bill paid—surely a record to be proud of.

We have died the death that all organizations founded along the same lines as the Michigan Knights of the Grip must die.

In conclusion, I wish to thank the members for their many expressions of confidence and good will. It was with deep sorrow and regret that I watched our grand old organization go down. You who stood loyally by the Michigan Knights of the Grip to the last. You are the manly men who made it possible for our organization to pass out with a clean and honorable record. I salute you. I am honored to have been,

Your obedient servant,  
 W. J. Devereaux, Sec'y-Treas.

Approved by F. L. Day, President, and H. P. Goppelt, Chairman Finance Committee.

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

**HOTEL CODY**  
 EUROPEAN  
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 Rates \$1 and up. \$1.50 and up bath.

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 Let us send you our weekly Financial Letter. Ask us about any security.  
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**TO REACH YOUR PATRONS AND FRIENDS**  
 USE THE MICHIGAN STATE TELEPHONE



### Gabby Gleanings From Grand Rapids.

Grand Rapids, April 21.—The first Grand Rapids Industrial Exposition is now an assured success. One hour and a half after the doors of the Klingman exposition building were opened at 7:30 Monday evening, the gate receipts showed over 1,500 paid admissions and from every quarter one heard exclamations of praise and delight for the many attractive displays of Grand Rapids Made products and the beautiful decorations in blue, gold and white, the colors of the order of the United Commercial Travelers of America. Under this roof one million dollars' worth of Grand Rapids made goods, with about five million dollars' worth of Grand Rapids ideas, were displayed. A shortage in the market supply of blue, gold and white bunting has occurred because of the heavy demands of the exhibitors for these colors for decorative purposes. The exposition building is a bower of beauty. No two exhibits have even a near likeness, yet, because of the predominance of the decorative colors they all blend in one grand harmonious array. Many of the exhibitors have spent dollars where they intended to spend cents in graceful competition with their fellows to have the most attractive display. The Exposition is one which will permit of many visits during the week from the fact that you always see something different. Special attention is attracted to the display of the Grand Rapids filtration plant, under the able management of W. A. Sperry, the City Chemist and Bacteriologist. This display shows the contaminated river water, the forms of contamination, the process of purification and, finally, the most wholesome of drinking water.

Another display which is highly instructive is that of the Grand Rapids Anti-Tuberculosis Society. Suggestions are offered by the attendants or this booth that are of great aid to the present movement for the abolition of the white plague.

As a whole, the Exposition must be seen to be appreciated. It is immense from an educational standpoint and is a revelation tending to surprise even the best posted on Grand Rapids Made products.

Friday evening, John I. Gibson, Secretary of the Western Michigan Development Bureau, will give an illustrated lecture on the great work being done in agriculture throughout this great section of the State. There will be no extra charge for this added attraction.

On Saturday evening the trustees of the Exposition will give a complimentary dancing party in the exposition building to the members of the Grand Rapids Council and visiting U. C. T.'s. Tuller's orchestra will furnish the music and the floor will be in charge of the regular Council dancing committee.

A great deal of credit is due the entire committee for the energy, tenacity and enthusiasm which have accomplished this great show. It has been a great undertaking for Grand Rapids Council and its success is justly deserved.

Nearly every concern in Grand Rapids climbed into the band wagon and boosted and several days before the opening, the anxious looks on the faces of the committee were changed to smiles and they all joined the Don't Worry Club.

Monday afternoon Governor Woodbridge N. Ferris was met at the depot by the reception committee and escorted to the Hotel Pantlind, where he was the guest of honor at a 6 o'clock dinner. Those gracing the festive board were, besides the Governor, J. Harvey Mann, O. W. Stark, F. E. Beardslee, Harry D. Hydorn, Paul Leake, Walter Lawton, H. W. Harwood and C. B. Kelsey. After the dinner the party got into an Austin "made in Grand Rapids" automobile and the Governor was escorted

by the Grand Rapids Battalion of the Michigan National Guards, under the command of Major Earl Stewart, headed by the Second Regiment Band and the reception committee to the Klingman exposition building. H. W. Harwood gave the address of welcome and took that occasion to thank the manufacturers, the jobbers and the Association of Commerce for their co-operation. He then presented Charles B. Kelsey, President of the Association of Commerce, who spoke briefly on the purposes of the exposition. Mr. Kelsey then introduced Governor Ferris, who seemed greatly pleased at the evidence of Grand Rapids' commercial prosperity. The Governor praised the enterprise of Grand Rapids manufacturers. He spoke in glowing terms of the brains that conceived and the skilled mechanics which executed those wonderful products which have made Grand Rapids famous. He next paid tribute to the commercial travelers. He said: "These energetic young men are more than mere sellers of goods which are made or sold in the confines of your city. They are the torch bearers of progress, moulders of public opinion and men on whose judgment the merchant has found he can safely rely."

Members of Grand Rapids Council, No. 131, you sure are going to the meeting of the Grand Council in Saginaw, June 12-13. Then send a postal card at once, for it is positively necessary for the transportation and hotel committee to know, so they can complete arrangements for a special train Friday morning, June 12. A number of rooms are engaged for the Grand Rapids delegation and the committee have the location and number of each room and can assign your room now and avoid all confusion on arriving at Saginaw, for the hotels will have the names of occupants for each room sent them in advance. Do it now! Just drop a card to John D. Martin, 254 Henry avenue stating whether you want room with or without bath, and whether or not you will be accompanied by your wife. The committee also want to state there are some single rooms in this assignment, for one person, and again some are large enough to allow placing in an extra cot, so a family of three could occupy the same room.

The Petoskey division of the Pere Marquette Railroad is showing a marked improvement in its freight service; in fact, one Thompsonville merchant received his freight from Grand Rapids so promptly that he thought it must have come by parcel post. We have always found the P. M. very prompt in co-operating with the Grand Rapids shippers to secure better freight service. Just touch up the Chicago division a little and we will put our O. K. on the whole system.

Harry D. Hydorn has always been a great friend of Ye Scribe and he is universally admired, but there are times when he shows evidence of some queer freak of nature. This may be noticed when he participates in a base ball game or one of the other national sports. On these occasions he has caused us considerable worry. In reading his biography we find that in early youth he met with a severe accident and his skull was crushed. Some have thought that his conduct was due to being born in that funny town in New York—we can't pronounce it, let alone spelling it—but we are confident it is the result of that early accident. Have you noticed that Vopper Lawrence makes the same excuse?

Know one more thing about Detroit: The base ball season is open and it is surprising how many of the members of the Detroit councils are having business in and around Detroit Fridays and Saturdays. We are not mentioning any names—not

even Jim Goldstein or A. G. MacEachron.

W. J. Wernette has gone with the Thomas Canning Co.

Percy English is successor to H. T. Holt as manager of the union depot eating room. Percy is a friend of the traveling man and will be glad to welcome all the boys.

For the past fifteen years John D. Martin has been the Western Michigan representative for the Welt & Son Paper Co., Detroit, manufacturers of Fiberetto and Protecto building paper. In addition, he has also represented several well-known factory lines of furniture, calling on the trade in about seventy towns in Michigan. Last July John concluded to quit the building paper business and devote his entire time to the furniture lines, but the old firm of Welt & Son got lonesome to have him and John says he was also lonesome to get back. A trip to Detroit last week, a renewal of the old contract and again Mr. Martin will, in addition to handling his furniture line, tell the dealers in building paper why he considers his lines of building paper better than any other grades of fibre paper manufactured.

Gerrit Lindemulder (Worden Grocer Co.) is the purchaser of a new Ford touring car. He is breaking it in touring for orders for his house.

W. R. Bennett, hardware dealer at Rothbury, who has been seriously ill, has improved so that he is around and attending to business once more. The proprietor of the hotel and livery has purchased a new automobile and is ready to take the boys wherever they want to go. He sets a good table and gives a good ride.

Ernie Welton (Hume Grocer Co.) smiles broader than ever this week. He sold two opening stocks.

Archie Platt, of Hart, has five automobiles in his livery and can take care of all comers. Archie wears one of those smiles that won't come off.

They are redecorating the office and dining room of the Wigton Hotel, at Hart.

Saginaw Council, No. 43, holds its annual ball Friday night, April 24, at the Auditorium.

H. G. Crippen (Central Electric Co.) has purchased a new automobile. He has had his hair cut close and, we understand, has made application for entrance in the sweepstakes at Indianapolis.

Have you B. V. D.'d yet?

We notice that a west side grocer has evidently added a line of furniture. A sign in his window reads "Caned Goods."

P. M. Blake and wife, Freeport; H. Roek, Vriesland; W. S. Goff, Hoxeyville; F. E. Perkins, Cascade; R. C. DeHart, Butternut; D. W. Shattuck, Wayland; Clarence Welch, Rockford, were callers at the Worden Grocer Co. last week. Will E. Sawyer.

### Peace to Its Ashes!

The Tradesman feels compelled to commend the painstaking and faithful manner in which the affairs of the Michigan Knights of the Grip have been wound up by the surviving officers. The duty was not a pleasant one, but the manner in which it was performed deserves praise for the men who remained at their posts of duty and insisted that the organization be given a decent burial, with the honors of a hero. The closing scenes are duly chronicled on page 24 of this week's issue. No more self-sacrificing work was ever undertaken than that carried out by President Day, Secretary Devereaux and their associates. They are entitled to a great deal of credit for the manner in which they have discharged the difficult duties devolving upon them.

### Cogent Criticisms From Michigan's Metropolis.

Detroit, April 21.—Learn one thing each week about Detroit: The largest malleable iron plant in the world is located in Detroit.

Naturally enough, the first item of interest we can mention at this balmy season of the year is base ball. This all important topic was taken up, cooked, turned over and back again by the members of Cadillac Council, at their last meeting, with the result that a base ball committee, headed by the mighty Mique Howarn, was appointed and a collection taken up to defray the expenses of the team which, according to advance predictions, will bring back a certain silver cup from the U. C. T. convention to be held in Saginaw next June. The remainder of the base ball committee consists of J. E. Bullock, W. B. Downing, A. J. Hawley and W. W. McEwen.

April 26 is the 350th anniversary of the birth of Shakespeare. This reminds us that, although Shakespeare long since shuffled off this mortal coil, we still have Ura Donald Laird with us.

The London Specialty Co. has opened a new store at 263 Michigan avenue. It will carry a complete line of ladies, mens and childrens' furnishing goods.

A deaf mute was made a Methodist minister in Cumberland, Md., the other day. Which should be another inducement to certain people who use the church for a slumber hall to attend.

Mike Cassidy, who owns a men's furnishing goods store in Adrian, was a Detroit visitor last week.

There is no place like home. Hence the well attended lodge meetings.

"Tom" Elliott, manager of the C. Elliott & Co. branch of the National Grocer Co., has returned from a trip to Bermuda, looking like a man who has been working in the fields pitching hay.

Just to show that Detroit is in an exceptionally healthy condition at the present time, the Detroit Clearing House announced that all records for bank deposits were broken last week. The deposits showed a gain of \$7,951,000.

No one ever heard of a loan shark complaining about hard times.

M. J. Hallinan, manager of the Pontiac branch of the J. L. Marcero Co., wholesale tobacconists, has taken an indefinite leave of absence to take effect May 1. Mr. Hallinan's health has been failing for some time and it is with the view of recuperating that he has given up his work with the Marcero Co. He has many friends who hope to see him back again in a short time in the best of health. Mr. Hallinan is one of those only too few buyers who always finds time to be courteous to all traveling men and it is the traveling men who will pull for his early recovery. He will be succeeded by A. E. St. Clair former Detroit boy but later of Indianapolis. Mr. St. Clair has been representing P. Lorrillard & Co. He will divide his time between working in the house and calling on the city trade, as well as some of the suburban towns.

The emptier some traveling men's heads are the bigger they swell.

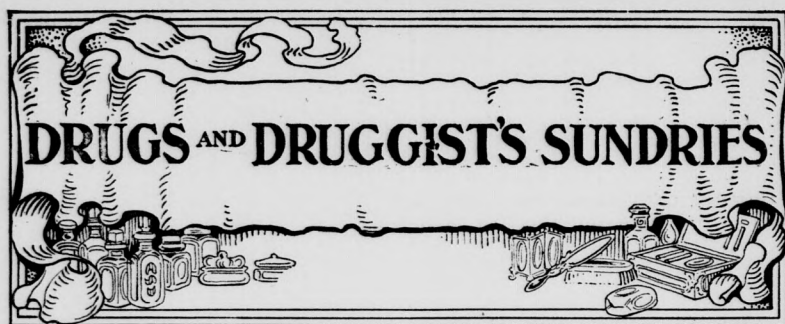
Harry Bernstein, general merchant at Memphis, visited Detroit on business last week.

It is a wise guy who owes his mother-in-law.

"Bill" Reiss (C. Elliott & Co.) has been spending a few weeks' vacation in Detroit, Bill, you know, being a firm disciple of one Theodore Roosevelt, has carried out some of his teachings to the extent of being with Mrs. Bill, joint owner of eight young Americans. Being American kids, naturally they are full of life, so much so that Bill has often read a newspaper through upside down without ever knowing the difference. A few weeks ago Bill's and Mrs. Bill's aggregation of young Reisses were taken down with scarlet fever and the house quarantined, there was nothing else for Bill to do but take a vacation. He accepted the situation stoically, but from the expectant look on his face last week he—this was written before the quaran-

(Continued on page 32.)





## DRUGS AND DRUGGIST'S SUNDRIES

**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.

### 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.

### The Downs and Ups of a Druggist.

Having worked from 7 a. m. to 11 p. m., day in and day out, for several years, and receiving the large sum of \$15 per week, an obliging salesman pointed out to me, the foolishness of my laboring so hard for another, when I could be my own boss, and be no worse off. He, by the way, knew of a store which could be bought very "cheap." After a long conversation, I decided to accept his advice, as he appeared honest in every respect. Being married only a week, and with \$1,000 in the bank, representing my entire capital, I took a chance.

Upon superficial inspection I discovered what appeared to me a good proposition. The store was located in a mixed neighborhood, comprising mostly German, Irish, and Yankees of the working class. Several factories which employed many hundred young men and women were situated close by. From a glance it looked like a very busy little neighborhood, with no competition in the vicinity. The store in question was supposed to net an average of \$20 per day, which covered only drugs and prescriptions and no patents to speak of. The place seemed moderately well stocked. The prescription books contained prescriptions of a fair quality, with a majority of typical compounded remedies. Strangely enough, not one prescription had been dated. No book records of any kind were kept. I was assured there was no necessity for them, the business being a strictly cash one. The store was established some forty years, and was now owned by the widow of the last proprietor. Her reason for selling was a plausible one, claiming inability through lack of experience to run the place.

This sounded good to me, and I disregarded further investigation. We

agreed upon a rental of \$30 per month for five years. This included a basement and store with living rooms above. This seemed an added attraction. The reasonable rent and apparently good qualities of the entire business, together with my experience in matters of this sort, hastened the transaction. The purchase price was \$5,000, \$3,000 of which was to be cash and the remainder on time notes. A very dear friend advanced the necessary \$2,000 which, together with my \$1,000, equalled the required capital. I proceeded to take possession the next day. In order to have some cash to conduct business, I was compelled to pawn my gold watch. The great awakening came within twenty-four hours, when I discovered the whole "shooting-match" was worth about \$800, including stock and fixtures. It is needless to describe my feelings. All that was left for me to do, was to make the best of the situation. My first day's receipts, which seems almost unbelievable, were 80 cents. The second day was even worse, netting only 50 cents. Fortunately my credit with the jobbers was good, and I took advantage of this, by ordering \$500 worth of goods, to be settled within thirty days, and the remainder in sixty days.

I realized that drastic measures must be taken to save everything possible. Gathering all the old valueless stuff together, I advertised by circulars, distributed by boys, that on a certain day and hour all the old stock would be burned outside the store door, and this stock would then be replaced with new fresh drugs.

This method of advertising caused an added calamity. The widow felt that this was a reflection on her dead husband. She therefore personally visited the homes of her former customers, instructed them to go elsewhere to make their purchases, and to take no stock in my cheap method of advertising. This added to my already depressed condition, but I stuck to my announcement, and set fire to the junk promptly at the hour mentioned. This, strange to say, attracted the major portion of the neighborhood, who turned out to see the "drug cremation." They came less from good will than from motives of curiosity. The receipts jumped up to \$3.50 that day, which offered great encouragement. Needless to mention I did my own cleaning, clerking, and everything else. The following day I spent \$5 more on "throw-aways." I made this a semi-weekly feature, dwelling in each pamphlet on some one home article, such as a seidlitz

powder, magnesia, cough mixture, cod liver oil or other household remedy. The place was kept scrupulously clean and neat at all times, which, together with modern displays finally did attract. After patiently waiting prescription for a patent remedy, which I priced at \$1.25, which he agreed to pay. Not having the article on hand I picked up a boy from the street and dispatched him downtown to my wholesale house as fast as possible. The article cost me \$1, plus 10 cents for car fare, and 15 cents for the boy's trouble, which netted me the good will of my first prescription customer, as I thought. To my surprise, about an hour later he returned, very indignant, stating that I was a "highway robber," and the neighborhood wouldn't stand for any such deal, when he could get the same medicine for 85 cents, two blocks down the avenue. I was dumbfounded by this statement. I offered to pay for it at that price, and keep him supplied for a month, if he allowed my wife to go along to see if the purchase was a legitimate one. He took me up and departed, accompanied by my wife. He returned shortly and handed me the prescription which he had had filled for 85 cents. In conversation, I discovered it was the doctor who has advanced the "robber" information. In his presence, and that of a neighbor, I sealed the bottle he purchased outside and immediately mailed it to the manufacturer, to ascertain the genuineness of the article, stating the facts of the case in a letter. In due time a reply was received that the article was genuine, but that they could not see how an article which sells for \$12 per dozen less 5 per cent. in three dozen lots, could be sold for 85 cents. I sent this letter to the doctor, and what at first appeared a calamity, proved most advantageous. The doctor felt he had done me an injustice, and for the first time, came and introduced himself and apologized. I saw him scrutinizing the place and that he was favorably impressed. Within a short time he was sending me the bulk of his prescriptions.

In order to meet my \$250 note at the end of thirty days, I had to fall back on my old friend, who had advanced \$2,000.

By persistent advertising with handbills, frequent and attractive window displays, cleanliness, and personal attention, I was able to elevate the receipts to \$12 per day. By living on next to nothing, and making every cent count, I was finally able

to meet my second note at the end of sixty days unassisted. From this time on the struggle became less severe. The receipts grew daily. One doctor brought in another, and thus I finally established a good size prescription business. I managed to secure a postoffice sub-station, which paid a rental fee of \$400 per year, which more than covered my yearly rent. Within a year, I established a pharmacy which averaged \$30 per day, practically all of which covered prescriptions, 5 and 10 cents sales, and a fair amount of soda water during the summer months. Within two years, I was able to repay my loan of \$2,000. Three years later saw me in a position to purchase another store in the neighborhood, which was doing a nice business, for spot cash.

George Hohmann.

### Ten Commandments of Good Citizenship.

1. Thou shalt honor thy city and keep its laws.
2. Remember thy "clean-up" day and keep it wholly.
3. Thou shalt love and cherish thy children and provide for their decent homes and playgrounds.
4. Thou shalt not keep thy windows closed day or night.
5. Thou shalt keep in order thy alley, thy back yard, thy porch and stairway.
6. Thou shalt not kill thy neighbor's bodies with poisonous air, nor their souls with bad companions.
7. Thou shalt not let the wicked flies live.
8. Thou shalt not steal thy children's right to happiness from them.
9. Thou shalt bear witness against thy neighbor's rubbish heap.
10. Thou shalt covet all the air and sunshine thou canst obtain.

**Largest and best equipped vulcanizing shop in Michigan.**

**Standard Tire Repair Co.**  
15 Library St. Grand Rapids, Mich.

### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

**THE Tisch-Hine Co.**

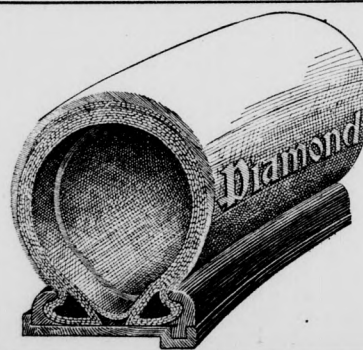
237-239 Pearl St. (near the bridge), Grand Rapids, Mich.

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

## DIAMOND

The Diamond Auto Tires are built of vitalized rubber, which assures the motorist of the Greatest Mileage and the best service that can be built into a tire. Made in Squeegie and Smooth treads.

**Distributors,**  
**Sherwood Hall Co., Ltd.**  
30-32 Ionia Ave. Grand Rapids, Mich.





## WHOLESALE DRUG PRICE CURRENT

<b>Acids</b>		Cubebs .....	@4 50	Digitalis .....	@ 60
Acetic .....	6 @ 8	Erigeron .....	@2 50	Gentian .....	@ 60
Boric .....	10 @ 15	Eucalyptus .....	75 @ 85	Ginger .....	@ 95
Carbolic .....	16 @ 20	Juniper Berries ..	@1 00	Gualiac .....	@1 05
Citric .....	63 @ 70	Juniper Wood ..	@1 25	Gualiac Ammon. ..	@ 80
Muriatic .....	1 1/4 @ 5	Lard, extra .....	40 @ 50	Iodine .....	@1 25
Nitric .....	5 1/2 @ 10	Lard, No. 1 .....	85 @ 90	Iodine, Colorless ..	@1 25
Oxalic .....	13 @ 16	Laven'r Flowers 4	50 @ 50	Ipecac .....	@ 75
Sulphuric .....	1 1/4 @ 5	Lavender, Garden	85 @ 1 00	Iron, clo. ....	@ 60
Tartaric .....	38 @ 45	Lemon .....	3 25 @ 3 50	Kino .....	@ 80
<b>Ammonia</b>		Linseed, boiled, bbl.	@ 54	Myrrh .....	@1 05
Water, 26 deg. ..	6 1/2 @ 10	Linseed, bdl. less	58 @ 62	Nux Vomica .....	@ 70
Water, 18 deg. ..	4 1/2 @ 8	Linseed, raw, bbls.	@ 53	Opium .....	@2 00
Water, 14 deg. ..	3 1/2 @ 6	Linseed, raw, less	57 @ 61	Opium Camph. ....	@ 65
Carbonate .....	13 @ 16	Mustard, true ..	4 50 @ 6 00	Opium, Deodorz'd ..	@2 25
Chloride .....	12 @ 15	Mustard, artif'l ..	2 75 @ 3 00	Rhubarb .....	@ 70
<b>Balsams</b>		Neatsfoot .....	80 @ 85	<b>Paints</b>	
Copaiba .....	75 @ 1 00	Olive, pure .....	2 50 @ 3 50	Lead, red dry ..	7 @ 8
Fir (Canada) ..	1 75 @ 2 00	Olive, Malaga, ..	1 30 @ 1 50	Lead, white dry ..	7 @ 8
Fir (Oregon) ..	40 @ 50	Olive, Malaga, ..	1 30 @ 1 50	Lead, white oil ..	7 @ 8
Peru .....	2 00 @ 2 25	Orange, sweet ..	4 75 @ 5 00	Ochre, yellow bbl.	1 @ 1 1/4
Tolu .....	1 00 @ 1 25	Organum, pure ..	1 25 @ 1 50	Ochre yellow less ..	2 @ 5
<b>Berries</b>		Origanum, com'l ..	50 @ 75	Putty .....	2 1/2 @ 5
Cubeb .....	65 @ 75	Pennyroyal .....	2 25 @ 2 50	Red Venet'n less ..	2 @ 1 1/2
Fish .....	15 @ 20	Peppermint .....	4 75 @ 5 00	Shaker, Prep'd ..	1 40 @ 1 50
Juniper .....	7 @ 10	Rose, pure .....	16 00 @ 18 00	Vermillion, Eng. ..	90 @ 1 00
Prickley Ash ..	@ 50	Rosemary Flowers	90 @ 1 00	Vermillion, Amer. ..	15 @ 20
<b>Barks</b>		Sandalwood, E. ..	6 25 @ 6 50	Whiting, bbl. ....	1 @ 1 1/4
Cassia (ordinary) ..	25	Sassafras, true ..	80 @ 90	Whiting .....	2 @ 5
Cassia (Saigon) ..	65 @ 75	Sassafras, artif'l ..	45 @ 50	<b>Insecticides</b>	
Elm (powd. 25c) ..	25 @ 30	Sperm .....	90 @ 1 00	Arsenic .....	6 @ 10
Sassafras (pow. 30c)	@ 25	Tansy .....	5 00 @ 5 50	Blue Vitrol, bbl.	@ 5 1/2
Soap Cut (powd. ..	25c .....	Tar, USP .....	30 @ 40	Blue Vitrol less ..	7 @ 10
25c .....	15 @ 20	Turpentine, bbls. ..	@ 54	Bordeaux Mix Pst ..	8 @ 15
<b>Extracts</b>		Turpentine, less ..	@ 55	Hellebore, White ..	15 @ 20
Licorice .....	24 @ 28	Wintergreen, true ..	@ 50	Insect Powder ..	20 @ 35
Licorice powdered ..	25 @ 30	Wintergreen, sweet	2 00 @ 2 25	Lead Arsenate ..	8 @ 16
<b>Flowers</b>		Wormseed .....	3 50 @ 4 00	Lime and Sulphur ..	15 @ 25
Arnica .....	18 @ 25	Wormwood .....	6 00 @ 6 50	Solution, gal. ....	15 @ 25
Chamomile (Ger.) ..	25 @ 35	<b>Potassium</b>		Paris Green .....	15 1/2 @ 20
Chamomile (Rom) ..	40 @ 50	Bicarbonate .....	15 @ 18	<b>Miscellaneous</b>	
<b>Gums</b>		Bichromate .....	13 @ 15	Acetanilid .....	30 @ 35
Acacia, 1st .....	40 @ 50	Bromide .....	45 @ 55	Alum .....	3 @ 5
Acacia, 2nd .....	35 @ 40	Carbonate .....	12 @ 13	Alum, powdered and	5 @ 7
Acacia, 3d .....	30 @ 35	Chlorate, xtal and	12 @ 16	ground .....	5 @ 7
Acacia, Sorts .....	@ 20	powdered .....	12 @ 16	Bismuth, Subni-	2 10 @ 2 25
Acacia, Powdered ..	35 @ 40	Chlorate, granular	16 @ 20	trate .....	2 10 @ 2 25
Aloes (Barb. Pow) ..	22 @ 25	Cyanide .....	30 @ 40	Borax xtal or ..	6 @ 12
Aloes (Cape Pow) ..	20 @ 25	Iodide .....	3 20 @ 3 40	powdered .....	6 @ 12
Aloes (Soc. Pow.) ..	40 @ 50	Permanganate ..	15 @ 30	Cantharides po. ..	2 50 @ 2 75
Asafoetida .....	@ 50	Prussiate, yellow ..	30 @ 35	Calomel .....	1 20 @ 1 30
Asafoetida, Powd. ..	@ 75	Prussiate, red ..	50 @ 55	Capsicum .....	20 @ 25
Pure .....	@ 75	Sulphate .....	15 @ 20	Carmine .....	@ 35
U. S. P. Powd. ....	@1 00	<b>Roots</b>		Cassia Buds .....	@ 40
Camphor .....	55 @ 60	Alkanet .....	15 @ 20	Cloves .....	30 @ 35
Guaiac .....	35 @ 40	Blood, powdered ..	20 @ 25	Chalk Prepared ..	6 @ 8 1/2
Guaiac, Powdered ..	50 @ 60	Calamus .....	35 @ 40	Chalk Precipitated ..	7 @ 10
Kino .....	@ 40	Elecampane, pwd. ..	15 @ 20	Chloroform .....	38 @ 48
Kino, powdered ..	@ 45	Gentian, powd. ....	12 @ 16	Chloral Hydrate ..	1 00 @ 1 15
Myrrh .....	@ 40	Ginger, African, ..	15 @ 20	Cocaine .....	4 10 @ 4 40
Myrrh, Powdered ..	@ 50	powdered .....	15 @ 20	Cocoa Butter .....	50 @ 60
Opium .....	7 25 @ 7 50	Ginger, Jamaica, ..	22 @ 25	Corks, list, less 70%	@ 70
Opium, Powd. ....	8 75 @ 9 00	powdered .....	22 @ 25	Copperas, bbls. ..	@ 5
Opium, Gran. ....	8 75 @ 9 00	Ginger, Jamaica, ..	22 @ 25	Copperas, less ..	2 @ 5
Shellac .....	28 @ 35	powdered .....	22 @ 25	Copperas, powd. ....	4 @ 6
Shellac, Bleached ..	30 @ 35	Goldenseal pow. ..	7 00 @ 7 50	Corrosive Sublim. ..	1 05 @ 1 10
Tragacanth .....	10 @ 15	Ipecac, powd. ....	2 75 @ 3 00	Cream Tartar .....	30 @ 35
No. 1 .....	1 40 @ 1 50	Licorice .....	14 @ 16	Cuttlebone .....	25 @ 35
Tragacanth, Pow ..	75 @ 85	Licorice, powd. ....	12 @ 15	Dextrine .....	7 @ 10
Turpentine .....	10 @ 15	Orris, powdered ..	25 @ 30	Dover's Powder ..	2 00 @ 2 25
<b>Leaves</b>		Poke, powdered ..	20 @ 25	Emery, all Nos. ....	6 @ 10
Buchu .....	1 85 @ 2 00	Rhubarb .....	75 @ 1 00	Emery, powdered ..	5 @ 8
Buchu, Powd. ....	2 00 @ 2 25	Rhubarb, powd. ....	75 @ 1 00	Epsom Salts, bbls ..	@ 1 1/2
Sage, bulk .....	18 @ 25	Rosinweed, powd. ..	25 @ 30	Epsom Salts, less 2 1/2	@ 5
Sage, 1/2s Loose ..	20 @ 25	Sarsaparilla, Hond.	25 @ 30	Ergot .....	1 50 @ 1 75
Sage, Powdered ..	25 @ 30	ground .....	@ 50	Ergot, powdered ..	1 80 @ 2 00
Senna, Alex. ....	45 @ 50	Sarsaparilla Mexican,	25 @ 30	Flake White .....	12 @ 15
Senna, Tinn. ....	15 @ 20	ground .....	25 @ 30	Formaldehyde lb. ..	10 @ 15
Senna, Tinn. Pow. ..	20 @ 25	Squills .....	20 @ 35	Gambier .....	7 @ 10
Uva Ursi .....	10 @ 15	Squills, powdered ..	40 @ 60	Gelatine .....	35 @ 45
<b>Oils</b>		Tumeric, powd. ....	12 @ 15	Glassware, full cases	80%
Almonds, Bitter, ..	6 00 @ 6 50	Valerian, powd. ....	25 @ 30	Glassware, less 70 & 10%	@ 1
Almonds, Bitter, ..	@1 00	<b>Seeds</b>		Glauber Salts bbl.	@ 1
Almonds, Sweet, ..	90 @ 1 00	Anise .....	15 @ 20	Glauber Salts less ..	2 @ 5
Almonds, Sweet, ..	40 @ 50	Anise, powdered ..	22 @ 25	Glue, brown .....	11 @ 15
Amber, crude .....	25 @ 30	Bird, 1s .....	8 @ 10	Glue, brown grd. ....	10 @ 15
Amber, rectified ..	40 @ 50	Canary .....	9 @ 12	Glue, white .....	15 @ 25
Anise .....	2 25 @ 2 50	Caraway .....	12 @ 18	Glue, white grd. ....	15 @ 20
Bergamont .....	7 50 @ 8 00	Cardamon .....	1 75 @ 2 00	Glycerine .....	23 1/2 @ 30
Cajeput .....	75 @ 85	Celery .....	30 @ 35	Hops .....	85 @ 1 00
Cassia .....	1 50 @ 1 75	Coriander .....	12 @ 18	Indigo .....	4 25 @ 4 60
Castor, bbls. and ..	12 1/2 @ 15	Dill .....	25 @ 30	Iodoform .....	5 40 @ 5 60
Cedar Leaf .....	@ 85	Fennel .....	@ 30	Lead Acetate .....	12 @ 18
Citronella .....	@ 75	Flax .....	4 @ 8	Lycopodium .....	55 @ 65
Cloves .....	1 50 @ 1 75	Flax, ground .....	4 @ 8	Mace .....	80 @ 90
Cocunut .....	20 @ 25	Foenugreek, pow. ..	6 @ 10	Mace, powdered ..	90 @ 1 00
Cod Liver .....	1 10 @ 1 25	Hemp .....	5 @ 7	Menthol .....	4 25 @ 4 50
Cotton Seed .....	80 @ 1 00	Lobelia .....	@ 50	Mercury .....	75 @ 85
Croton .....	@1 60	Mustard, yellow ..	9 @ 12	Morphine all brd ..	5 05 @ 5 30
<b>Tinctures</b>		Mustard, black ..	9 @ 12	Nux Vomica .....	@ 10
Aconite .....	@ 75	Mustard, powd. ....	20 @ 25	Nux Vomica pow ..	@ 15
Aloes .....	@ 65	Poppy .....	15 @ 20	Pepper, black pow ..	20 @ 25
Arnica .....	@ 60	Quince .....	75 @ 1 00	Pepper, white .....	30 @ 35
Asafoetida .....	@1 00	Rape .....	6 @ 10	Pitch, Burgundy ..	10 @ 15
Belladonna .....	@ 60	Sabadilla .....	25 @ 30	Quassia .....	10 @ 15
Benzoin .....	@ 90	Sabadilla, powd. ....	35 @ 45	Quinine, all brds ..	29 @ 40
Benzoin Compo'd ..	@ 90	Safflower .....	5 @ 8	Rochelle Salts .....	23 @ 30
Buchu .....	@1 00	Worm American ..	15 @ 20	Saccharine .....	1 50 @ 1 75
Cantharadles .....	@1 00	Worm Levant .....	50 @ 60	Salt Peter .....	7 1/2 @ 12
Capsicum .....	@1 20	<b>Tinctures</b>		Seidlitz Mixture ..	20 @ 25
Cardamon .....	@ 60	Aconite .....	@ 75	Soap, green .....	15 @ 20
Cardamon, Comp. ..	@ 60	Aloes .....	@ 65	Soap, mott castile ..	10 @ 15
Catechu .....	@1 05	Arnica .....	@ 60	Soap, white castile ..	@6 25
Cinchona .....	@ 60	Asafoetida .....	@1 00	less, per bar .....	@ 68
Cubeb .....	@1 20	Belladonna .....	@ 60	Soda Ash .....	1 1/2 @ 5
<b>Seeds</b>		Benzoin .....	@ 90	Soda Bicarbonate ..	1 1/2 @ 5
Alkanet .....	15 @ 20	Benzoin Compo'd ..	@ 90	Soda, Sal .....	1 @ 4
Anise .....	15 @ 20	Buchu .....	@1 00	Spirits Camphor. ....	@ 75
Anise, powdered ..	22 @ 25	Cantharadles .....	@1 00	Sulphur roll. ....	2 1/2 @ 5
Bird, 1s .....	8 @ 10	Capsicum .....	@1 20	Sulphur Subl. ....	2 1/2 @ 5
Canary .....	9 @ 12	Cardamon .....	@1 20	Tamarinds .....	10 @ 15
Caraway .....	12 @ 18	Cardamon, Comp. ..	@ 60	Tartar Emetic .....	40 @ 50
Cardamon .....	1 75 @ 2 00	Catechu .....	@1 05	Turpentine Venice ..	40 @ 50
Celery .....	30 @ 35	Cinchona .....	@ 60	Vanilla Ex. pure ..	1 00 @ 1 50
Celery .....	30 @ 35	Cubeb .....	@1 20	Witch Hazel .....	65 @ 1 00
Coriander .....	12 @ 18	<b>Seeds</b>		Zinc Sulphate .....	7 @ 10
Dill .....	25 @ 30	Alkanet .....	15 @ 20	<b>Seeds</b>	
Fennel .....	@ 30	Anise .....	15 @ 20	<b>Seeds</b>	
Flax .....	4 @ 8	Anise, powdered ..	22 @ 25	<b>Seeds</b>	
Flax, ground .....	4 @ 8	Bird, 1s .....	8 @ 10	<b>Seeds</b>	
Foenugreek, pow. ..	6 @ 10	Canary .....	9 @ 12	<b>Seeds</b>	
Hemp .....	5 @ 7	Caraway .....	12 @ 18	<b>Seeds</b>	
Lobelia .....	@ 50	Cardamon .....	1 75 @ 2 00	<b>Seeds</b>	
Mustard, yellow ..	9 @ 12	Celery .....	30 @ 35	<b>Seeds</b>	
Mustard, black ..	9 @ 12	Coriander .....	12 @ 18	<b>Seeds</b>	
Mustard, powd. ....	20 @ 25	Dill .....	25 @ 30	<b>Seeds</b>	
Poppy .....	15 @ 20	Fennel .....	@ 30	<b>Seeds</b>	
Quince .....	75 @ 1 00	Flax .....	4 @ 8	<b>Seeds</b>	
Rape .....	6 @ 10	Flax, ground .....	4 @ 8	<b>Seeds</b>	
Sabadilla .....	25 @ 30	Foenugreek, pow. ..	6 @ 10	<b>Seeds</b>	
Sabadilla, powd. ....	35 @ 45	Hemp .....	5 @ 7	<b>Seeds</b>	
Safflower .....	5 @ 8	Lobelia .....	@ 50	<b>Seeds</b>	
Worm American ..	15 @ 20	Mustard, yellow ..	9 @ 12	<b>Seeds</b>	
Worm Levant .....	50 @ 60	Mustard, black ..	9 @ 12	<b>Seeds</b>	

1914  
Seasonable Goods

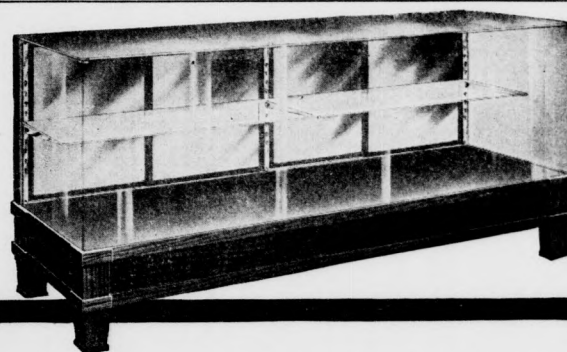
Linseed Oil Turpentine  
White Lead Dry Colors

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

## DECLINED

## Index to Markets

### By Columns

Col.	1	2
<b>A</b>	<b>AMMONIA</b>	<b>Beans</b>
Ammonia	12 oz. ovals 2 doz. box 75	Baked 85@1 30
<b>B</b>	<b>AXLE GREASE</b>	Bloomington 18 1/2
Baked Beans	Frazer's	Carson City 18 1/2
Bath Brick	1lb. wood boxes, 4 doz. 3 00	Wax 75@1 25
Bluing	1lb. tin boxes, 3 doz. 2 35	<b>Blueberries</b>
Breakfast Food	3 1/2 lb. tin boxes, 2 doz. 4 25	Standard 1 80
Brooms	10lb. pails, per doz. 6 00	Gallon 7 25
Brushes	15lb. pails, per doz. 7 20	<b>Clams</b>
Butter Color	25lb. pails, per doz. 12 00	Little Neck, 1lb. 1 00
<b>C</b>	<b>BAKED BEANS</b>	Little Neck, 2lb. 1 50
Candles	No. 1, per doz. 45@ 90	<b>Clam Bouillon</b>
Canned Goods	No. 2, per doz. 75@1 40	Burnham's 1/2 pt. 2 25
Carbon Oils	No. 3, per doz. 85@1 75	Burnham's pts. 3 75
Catsup	<b>BATH BRICK</b>	Burnham's qts. 7 50
Cheese	English 95	<b>Corn</b>
Chewing Gum	<b>BLUING</b>	Fair 65@ 70
Chicory	Jennings'	Good 90@1 00
Chocolate	Condensed Pearl Bluing	Fancy 1 30
Clothes Lines	Small C P Bluing, doz. 45	<b>French Peas</b>
Cocoa	Large C P Bluing, doz. 75	Monbadon (Natural)
Cocoanut	<b>BREAKFAST FOODS</b>	per doz. 1 75
Coffee	Apetizo, Biscuits 3 00	<b>Gooseberries</b>
Confections	Bear Food, Pettijohns 1 95	No. 2, Fair 1 50
Cracked Wheat	Cracked Wheat, 24-2 2 50	No. 2, Fancy 2 35
Crackers	Cream of Wheat, 35-2 4 50	<b>Hominy</b>
Cream Tartar	Cream of Rye, 24-2 3 00	Standard 85
<b>D</b>	Posts Toasties, T. 2 80	<b>Lobster</b>
Dried Fruits	No. 2 2 80	1/4 lb. 1 85
<b>F</b>	Posts Toasties, T. 2 80	1/2 lb. 3 15
Farinaceous Goods	No. 3 2 80	<b>Mackerel</b>
Fishing Tackle	Farinose, 24-2 2 70	Mustard, 1lb. 1 80
Flavoring Extracts	Grape Nuts 2 70	Mustard, 2lb. 2 80
Flour and Feed	Grape Sugar Flakes 2 50	Soused, 1 1/2 lb. 1 60
Fruit Jars	Sugar Corn Flakes 2 50	Soused, 2lb. 2 75
<b>G</b>	Hardy Wheat Food 2 25	Tomato, 1lb. 1 50
Gelatine	Postma's Dutch Cook 2 75	Tomato, 2 1/2 2 80
Grain Bags	Holland Rusk 3 00	<b>Mushrooms</b>
<b>H</b>	Kellogg's Toasted Rice 3 30	Hotels 15
Herbs	Kellogg's Toasted Rice 3 30	Buttons, 1/2s 14
Hides and Pelts	Flakes 2 80	Buttons, 1s 25
Horse Radish	Kellogg's Toasted Wheat 3 30	<b>Oysters</b>
<b>J</b>	Kellogg's Krumbles 3 30	Cove, 1lb. 1 85
Jelly	Krinkle Corn Flakes 1 75	Cove, 2lb. 1 60
Jelly Glasses	Maple-Wheat Flakes 2 85	<b>Plums</b>
<b>M</b>	Maple-Wheat Flakes, 3 doz. 2 85	Plums 90@1 35
Macaroni	Maple-Corn Flakes 2 80	<b>Pears in Syrup</b>
Mapleline	Minn. Wheat Cereal 3 75	No. 3 cans, per doz. 1 50
Meats, Canned	Algrain Food 4 25	<b>Peas</b>
Mince Meat	Ralston Wheat Food 4 50	Marrowfat 90@1 00
Molasses	Ralston Wheat Food 10c 1 45	Early June 1 10@1 25
Mustard	Saxon Wheat Food 2 60	Early June sifted 1 45@1 55
<b>N</b>	Shred Wheat Biscuit 1 80	<b>Peaches</b>
Nuts	Triscuit, 18 1 80	Pie 1 00@1 25
<b>O</b>	Pillsbury's Best Cer'l 4 25	No. 10 size can pie 1 25
Olives	Post Tavern Special 2 80	<b>Pineapple</b>
<b>P</b>	Quaker Puffed Rice 4 25	Grated 1 75@2 10
Pickles	Quaker Puffed Wheat 2 85	Sliced 95@2 60
Pipes	Quaker Brkfst Biscuit 1 90	<b>Pumpkin</b>
Playing Cards	Quaker Corn Flakes 1 75	Fair 90
Potash	Victor Corn Flakes 2 20	Good 90
Provisions	Washington Crisps 1 85	Fancy 1 00
<b>R</b>	Wheat Hearts 1 90	Gallon 2 40
Rice	Wheatena 4 50	<b>Raspberries</b>
Rolled Oats	Evaporated Sugar Corn 90	Standard @
<b>S</b>	<b>BROOMS</b>	<b>Salmon</b>
Salad Dressing	Fancy Parlor, 25 lb. 4 25	Warrens, 1 lb. Tall 2 30
Saleratus	Parlor, 5 String, 25 lb. 4 00	Warrens, 1 lb. Flat 2 40
Sal Soda	Standard Parlor, 23 lb. 3 50	Red Alaska 1 55@1 60
Salt	Common, 23 lb. 3 25	Med Red Alaska 1 15@1 30
Salt Fish	Special, 23 lb. 2 75	Pink Alaska 1 15@1 30
Seeds	Warehouse, 33 lb. 4 25	<b>Sardines</b>
Shoe Blacking	Common Whisk 1 00	Domestic, 1/4s 3 50
Snuff	Fancy Whisk 1 25	Domestic, 1/2 Mustard 3 25
Soap	<b>BRUSHES</b>	Domestic, 3/4 Mustard 2 75
Soda	Scrub 75	French, 1/4s 7@14
Spices	Solid Back, 8 in. 75	French, 1/2s 13@23
Starch	Solid Back, 11 in. 95	<b>Sauer Kraut</b>
Syrups	Pointed Ends 85	No. 3, cans 90
<b>T</b>	<b>STOVE</b>	No. 10, cans 2 40
Table Sauces	No. 3 90	<b>Shrimps</b>
Tea	No. 2 1 25	Dunbar, 1st doz. 1 35
Tobacco	No. 1 1 75	Dunbar, 1 1/2 doz. 2 35
Twine	<b>SHOE</b>	<b>Succotash</b>
<b>V</b>	No. 3 1 00	Fair 90
Vinegar	No. 7 1 30	Good 1 20
<b>W</b>	No. 4 1 70	Fancy 1 25@1 40
Wicking	No. 3 1 90	<b>Strawberries</b>
Woodenware	<b>BUTTER COLOR</b>	Standard 95
Wrapping Paper	Dandelion, 25c size 2 00	Fancy 2 25
<b>Y</b>	<b>CANDLES</b>	<b>Tomatoes</b>
Yeast Cake	Paraffine, 6s 7 1/2	Good 1 05
	Paraffine, 12s 8	Fancy 1 35
	Wicking 20	No. 10 3 10
	<b>CANNED GOODS</b>	<b>CARBON OILS</b>
	Apples	Barrels
	3 lb. Standards @ 90	Perfection @10 1/2
	Gallon @3 60	D. S. Gasoline @15 1/2
	<b>Blackberries</b>	Gas Machine @24
	2 lb. 1 50@1 90	Deodor'd Nap'a @14 1/2
	Standard gallons @5 00	Cylinder 29 @34 1/2
		Engine 16 @22
		Black, winter 8 @10
		<b>CATSUP</b>
		Snider's pints 2 35
		Snider's 1/2 pints 1 35

## 3

Acme	CHEESE	@19
Bloomington	Adams Black Jack	55
Carson City	Adams Sappota	55
Hopkins	Beeman's Pepsin	55
Brick	Beechnut	55
Leiden	Chiclets	1 25
Limburger	Colgan Violet Chips	60
Pineapple	Colgan Mint Chips	60
Edam	Dentyne	1 10
Sap Sago	Flag Spruce	55
Swiss, domestic	Juicy Fruit	55
	Red Robin	55
	Sen Sen (Jars 80 pkgs. \$2.20)	55
	Spear Mint, Wrigleys	60
	Spear Mint, 5 box jars	3 00
	Spear Mint, 3 box jars	1 80
	Trunk Spruce	55
	Yucatan	55
	Zeno	60

Adams Black Jack	CHEWING GUM	55
Adams Sappota	McLaughlin's XXXX	55
Beeman's Pepsin	McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago	55
Beechnut	Extracts	55
Chiclets	Holland, 1/2 gro. bxs.	95
Colgan Violet Chips	Felix, 1/2 gross	1 15
Colgan Mint Chips	Hummel's foil, 1/2 gro.	85
Dentyne	Hummel's tin, 1/2 gro.	1 43
Flag Spruce	CONFECTIONERY	
Juicy Fruit	Stick Candy	Pails
Red Robin	Horehound	8
Sen Sen (Jars 80 pkgs. \$2.20)	Standard	8
Spear Mint, Wrigleys	Standard, small	8 1/2
Spear Mint, 5 box jars	Twist, small	9
Spear Mint, 3 box jars	Jumbo	8
Trunk Spruce	Jumbo, small	8 1/2
Yucatan	Big Stick	8 1/2
Zeno	Boston Cream	13

Bulk	CHICORY	5
Red	Broken	8
Eagle	Cameo	12
Frank's	Cut Leaf	9
Scheuer's	Fancy	10 1/2
Red Standards	French Cream	9
White	Grocers	6 1/2

Walter Baker & Co.	CHOCOLATE	22
Germans Sweet	Kindergarten	11
Premium	Leader	8 1/2
Caracas	Majestic	9
Walter M. Lowmyer Co.	Monarch	8 1/2
Premium, 1/4s	Novelty	10
Premium, 1/2s	Paris Creams	10
	Premio Creams	14
	Royal	7 1/2
	Special	8 1/2
	X L O	7

No. 40 Twisted Cotton	CLOTHES LINE	95
No. 50 Twisted Cotton	Per doz.	1 30
No. 60 Twisted Cotton	No. 40 Twisted Cotton	1 70
No. 80 Twisted Cotton	No. 50 Twisted Cotton	2 00
No. 50 Braided Cotton	No. 60 Braided Cotton	1 00
No. 60 Braided Cotton	No. 80 Braided Cotton	1 25
No. 80 Braided Cotton	No. 60 Sash Cord	1 75
No. 50 Sash Cord	No. 60 Sash Cord	2 00
No. 60 Sash Cord	No. 72 Jute	1 00
No. 72 Jute	No. 60 Sisal	90

No. 20, each 100ft. long	GALVANIZED WIRE	1 90
No. 19, each 100ft. long	No. 20, each 100ft. long	2 10
No. 20, each 100ft. long	No. 19, each 100ft. long	2 10

Baker's	COCOA	37
Cleveland	Cocoa	41
Colonial, 1/4s	Cocoa	35
Colonial, 1/2s	Cocoa	42
Epps	Cocoa	30
Hershey's, 1/4s	Cocoa	36
Hershey's, 1/2s	Cocoa	36
Huyler	Cocoa	34
Lowmyer, 1/4s	Cocoa	34
Lowmyer, 1/2s	Cocoa	34
Lowmyer, 1/4s	Cocoa	33
Lowmyer, 1/2s	Cocoa	33
Van Houten, 1/4s	Cocoa	12
Van Houten, 1/2s	Cocoa	18
Van Houten, 1/4s	Cocoa	36
Van Houten, 1/2s	Cocoa	65
Wan-Eta	Cocoa	36
Webb	Cocoa	33
Wilber, 1/4s	Cocoa	33
Wilber, 1/2s	Cocoa	22

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

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

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

Fair	Maracalibo	24
Choice	Choice	25
Choice	Mexican	25
Fancy	Fancy	26
Fair	Guatemala	25
Fancy	Fancy	28

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

## 4

Short Bean	Mocha	25@27
Long Bean	Short Bean	24@25
H. L. O. G.	Long Bean	26@28
Fair	Bogota	24
Fancy	Fair	26
Exchange Market, Steady	Fancy	26
Spot Market, Strong	Exchange Market, Steady	26
Package	Spot Market, Strong	26
New York Basis	Package	19 50
Arbuckle	New York Basis	21 50
Lion	Arbuckle	21 50

McLaughlin's XXXX	McLaughlin's XXXX	55
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago	McLaughlin's XXXX	55
Extracts	McLaughlin's XXXX	55
Holland, 1/2 gro. bxs.	Extracts	95
Felix, 1/2 gross	Holland, 1/2 gro. bxs.	1 15
Hummel's foil, 1/2 gro.	Felix, 1/2 gross	85
Hummel's tin, 1/2 gro.	Hummel's foil, 1/2 gro.	1 43

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

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

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

Fudge, Fibert	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa-	
nut	13
Fudge, Cherry	14
Fudge, Coconut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Lozenges, Pep.	10
Lozenges, Pink	10
Manchus	13
Molasses Kisses, 10	
lb. box	13
Nut Butter Puffs	13
Salted Peanuts	13



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
Uneda Biscuit	50
Uneda 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	
per doz.	
Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00
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 blk	10 1/2
Evaporated Fancy pkg.	

Apricots	15@17
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Citron	16
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Corsican	16
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Currants	
Imported 1lb. pkg.	8 1/2
Imported, bulk	8 1/4

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

Pel	
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. 9@9 1/4	

California Prunes	
90-100 25lb. boxes	@ 7 1/2
80-90 25lb. boxes	@ 8 1/2
70-80 25lb. boxes	@ 9 1/4
60-70 25lb. boxes	@ 10
50-60 25lb. boxes	@ 11
40-50 25lb. boxes	@ 12

## FARINACEOUS GOODS

Beans	
California Linas	8
Med. Hand Picked	2 20
Brown Holland	1 80

Farina	
25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00

Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls 3 20	

Hominy	
Pearl, 100 lb. sack	2 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 1/2

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

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

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

Linen Lines	
Small	20
Medium	26
Large	34

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	90

7

## FLAVORING EXTRACTS

Jennings D C Brand	
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Extract Lemon Terpeneless	
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Extract Vanilla Mexican	
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both at the same price	
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No. 1, F box 1/2 oz.	35
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No. 2, F box, 1 1/4 oz.	1 20
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No. 4, F box, 2 1/4 oz.	2 00
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No. 3, 2 1/4 oz. Taper	2 00
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No. 2, 1 1/4 oz. flat	1 75
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## FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
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Purity Patent	5 10
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Sunburst	4 80
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Wizard Flour	4 70
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Wizard Graham	4 80
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Wizard, Gran. Meal	4 40
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Wizard Buckwht cwt	3 40
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Rye	4 40
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Valley City Milling Co.	
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Lily White	5 15
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Light Loaf	4 65
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Graham	2 15
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Granena Health	2 25
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Gran. Meal	1 95
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Bolton Med.	1 85
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Volgt Milling Co. 4387	
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Graham	4 30
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Volgt's Crescent	5 10
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Volgt's Flourloigt	5 10
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Volgt's Hygienic	4 30
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Volgt's Royal	5 50
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Watson-Higgins Milling Co.	
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Perfection Buckwheat	
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Flour	6 00
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Perfection Flour	5 00
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Tip Top Flour	4 60
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Golden Sheaf Flour	4 20
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Marshall's Best Flour	4 75
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Worden Grocer Co.	
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Quaker, paper	4 60
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Quaker, cloth	4 70
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Graham Buckwht bbl	4 40
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Kansas Hard Wheat	
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Volgt Milling Co.	
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Calla Lily	4 60
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Worden Grocer Co.	
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American Eagle, 1/2s	5 20
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American Eagle, 1/4s	5 10
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American Eagle, 1/2s	5 00
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Spring Wheat	
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Judson Grocer Co.	
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Ceresota, 1/2s	5 60
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Ceresota, 1/4s	5 70
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Ceresota, 1/2s	5 80
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Volgt Milling Co.	
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Columbian	5 05
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Worden Grocer Co.	
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Wingold, 1/2s cloth	5 60
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Wingold, 1/4s cloth	5 50
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Wingold, 1/2s cloth	5 40
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Wingold, 1/4s paper	5 45
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Wingold, 1/2s paper	5 40
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Wykes & Co.	
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Sleepy Eye, 1/2s cloth	5 50
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Sleepy Eye, 1/4s cloth	5 40
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Sleepy Eye, 1/2s cloth	5 30
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Sleepy Eye, 1/4s paper	5 30
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Sleepy Eye, 1/2s paper	5 30
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8

## Pelts

Old Wool	60@1 25
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Lambs	10@ 25
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Shearlings	10@ 15
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## Tallow

No. 1	@ 5
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No. 2	@ 4
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## Wool

Unwashed, med.	@ 18
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Unwashed, fine	@ 13
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## HORSE RADISH

Per doz.	90
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5lb. pails, per doz.	2 40
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15lb. pails, per pail	55
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30lb. pails, per pail	1 00
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## JELLY GLASSES

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

2 oz. bottles, per doz.	3 00
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1 oz. bottles, per doz.	1 75
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## MINCE MEAT

Per case	2 85
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## MOLASSES

## New Orleans

Fancy Open Kettle	42
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Choice	35
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Good	22
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Fair	20
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Half barrels 2c extra	
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Red Hen, No. 2 1/2	1 75
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Red Hen, No. 5	1 75
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Red Hen, No. 10	1 65
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## MUSTARD

1/2 lb. 6 lb. box	1b
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## OLIVES

Bulk, 1 gal. kegs 1 00@1 10	
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Bulk, 2 gal. kegs 95@1 05	
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Bulk, 5 gal. kegs 90@1 00	
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Stuffed, 5 oz.	90
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Stuffed, 8 oz.	1 25
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Stuffed, 14 oz.	2 25
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Pitted (not stuffed)	
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14 oz.	2 25
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Manzanilla, 8 oz.	90
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Lunch, 10 oz.	1 35
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Lunch, 16 oz.	1 35
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Queen, Mammoth, 19	2 25
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oz.	
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Queen, Mammoth, 28	4 25
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oz.	
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Olive Chow, 2 doz. cs.	5 75
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per doz.	2 25
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## PICKLES

## Medium

Barrels, 1,200 count	7 75
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Half bbls., 600 count	4 38
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5 gallon kegs	1 90
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## Small

Barrels	9 50
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Half barrels	5 25
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5 gallon kegs	2 25
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## Gherkins

Barrels	14 00
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Half barrels	6 50
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5 gallon kegs	2 50
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## Sweet Small

Barrels	16 60
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Half barrels	8 75
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5 gallon kegs	3 50
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## PIPES

Clay, No. 216, per box	1 75
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Clay, T. D. full count	60
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Cob	90
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## SPECIAL PRICE CURRENT

12

Smoking	
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	3 39
Carnival, 16 oz.	40 00
Cigar Clip'g. Johnson	30 00
Cigar Clip'g. Seymour	30 00
Identity, 3 & 16 oz.	30 00
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90 00
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	7 29
Dills Best, 3 1/2 oz.	7 73
Dills Best, 16 oz.	7 73
Dixie Kid, 5c	4 48
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A. 4 oz.	5 04
F. F. A. 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug.	29 00
F O B 10c	11 52
Four Roses, 10c	96 00
Full Dress, 1 1/2 oz.	7 29
Glad Hand, 5c	4 48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 70
Gall & Ax Navy, 5c	5 76
Growler, 5c	4 42
Growler, 10c	94 00
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 10c	3 96
Hand Made, 2 1/2 oz.	5 00
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	3 38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28 00
Lucky Strike, 10c	96 00
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	3 38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	5 00
Mayflower, 5c	5 76
Mayflower, 10c	96 00
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	4 48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	96 00
Old Crop 5c	5 76
Old Crop, 25c	20 00
Old Crop, 50 lb. cs.	19 00
P. S., 8 oz. 30 lb. cs.	5 70
Pat Hand, 1 oz.	5 33
Patterson Seal, 1 1/2 oz.	4 48
Patterson Seal, 3 oz.	96 00
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. cs.	5 76
Play Boy, 5c	5 76
Play Boy, 10c	11 40
Play Boy, 1 1/2 oz.	4 70
Pedro, 10c	11 92
Pride of Virginia, 1 1/2	7 77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	4 48
Prince Albert, 10c	96 00
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	4 48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 19
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50

13

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

## TWINE

Cotton, 3 ply	24 00
Cotton, 4 ply	24 00
Jute, 2 ply	14 00
Hemp, 6 ply	13 00
Flax, medium	24 00
Wool, 1 lb. bales	9 1/2

## VINEGAR

White Wine, 40 grain	8 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13 1/2
Oakland Vinegar & Pickle	
Co's Brands.	
Highland apple cider	22 00
Oakland apple cider	16 00
State Seal sugar	14 00
Oakland white pickling	10 00
Packages free.	

## WICKING

No. 0, per gross	30 00
No. 1, per gross	40 00
No. 2, per gross	50 00
No. 3, per gross	75 00

## WOODENWARE

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

## Butter Pates

Ovals	
1/4 lb., 250 in crate	35 00
1/2 lb., 250 in crate	35 00
1 lb., 250 in crate	40 00
2 lb., 250 in crate	50 00
3 lb., 250 in crate	70 00
5 lb., 250 in crate	90 00

## Wire End

1 lb., 250 in crate	35 00
2 lb., 250 in crate	45 00
3 lb., 250 in crate	55 00
5 lb., 250 in crate	65 00

## Churns

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

## Clothes Pins

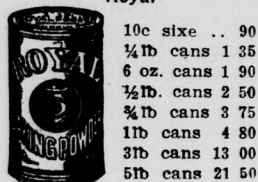
Round Head	
4 1/2 inch, 5 gross	65 00
Cartons, 20 2 1/2 doz. bxs	70 00
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20 00
No. 1 complete	40 00
No. 2, complete	28 00
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets	1 15

14

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

15

## BAKING POWDER



## CIGARS

Johnson Cigar Co.'s Brand  
Dutch Masters Club 70 00  
Dutch Masters Grande 68 00  
Dutch Masters, Pan. 68 00  
Little Dutch Masters  
(300 lots) 10 00  
Gee Jay (300 lots) 10 00  
El Portana 33 00  
S. C. W. 32 00  
Johnson's Hobby 32 00  
Johnson's As It Is 33 00

Worden Grocer Co. Brands  
Canadian Club  
Londres, 50s, wood 35  
Londres, 25s, tins 35  
Londres, 300 lots 16

## COFFEE

Roasted  
Dwinnell-Wright Co's B'ds



White House, 1 lb 1 00  
White House, 2 lb 2 00  
Excelsior, Blend, 1 lb 1 00  
Excelsior, Blend, 2 lb 2 00  
Tip Top, Blend, 1 lb 1 00  
Royal Blend 1 00  
Royal High Grade 1 00  
Superior Blend 1 00  
Boston Combination 1 00

16

Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sy-  
mons Bros. & Co., Sag-  
naw; Brown, Davis & War-  
ner, Jackson; Godmark,  
Durand & Co., Battle  
Creek; Fiebach Co., To-  
ledo.

## OLD MASTER COFFEE.

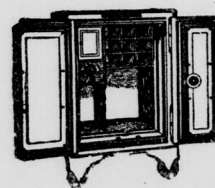


Old Master Coffee 31  
San Marto Coffee 31



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

## SAFES



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

17

## SOAP

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



# 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.

### QUICK RETURNS

from our high grade Sales,

with no bad after effects.

We are "business builders." All styles of Sales scientifically conducted by our Expert Sales Managers. A special man for every contingency.

### THE WESTERN SALES CO.,

Room 10, Borden Block, Chicago.

P. S.—Our Methods have the Stamp of Approval of the largest Wholesale Houses and the Leading Merchants of the Country.

For Sale—A stock of dry goods, shoes and men's furnishings. This is a good going business in a real live town. A chance seldom offered. Am disposing of this for a jobbing house. Will invoice \$2,400. J. Memhard, Mercer, Mo. 129

Agency Wanted—Experienced sales manager desires Eastern representation for handling specialties of electrical nature or otherwise; will spare no effort to secure a wide and profitable market for meritorious and salable article. Address Milborn & Co., 1157 Marbridge Bldg., New York City. 130

For Sale—Country store and fixtures, dwelling house, postoffice, flowing well, located in good farming community, plenty fruit. Price on application. Address X, care Tradesman. 131

Wanted good second-hand cash register, with credit key for grocery. H. R. Klocksiem, Laporte, Ind. 132

For Sale—\$5,000 general merchandise located in oil and gas belt southern Kansas. Burn natural gas. \$26,000 sold in 1913, clearing better than \$100 per month. If sold in next 30 days will take invoice price. Address Owner, E. T. Blackwood, Rest, Kansas. 133

Hoerner tobacco dust for garments, rugs and chickens' nests. Also clippings and scraps. Sold by jobber or Hoerner Tobacco Co., Saginaw, Mich. 135

For Sale—Good clean stock of hardware in Traverse City, Michigan, at a bargain. Address, J. A. Montague & Son. 136

Notice—For closing out or reducing stocks of merchandise, get our proposition and compare with others. Merchants Auction Co., Reedsburg, Wis. 137

For Sale—Only bakery in town of 1,050. Rent \$12.50 per month. Cleared over \$950 last year. \$550 takes Middleby oven No. 4 and bakers' tools. Reason for selling, going into other business. Box 41, Clayton, Ill. 138

Cafe For Sale—Largest and best place in Oklahoma town of 30,000 population; doing paying business; \$1,000 will handle it. J. H. Keaton, 424 Equity Bldg., Muskogee, Okla. 139

Only hotel in growing young town in healthy New Mexico; stone building; 11 rooms; \$2 rates; genuine bargain; \$3,000. Mosquero Land Co., Mosquero, N. M. 140

Exchange—Two store buildings. Small but live town Southern Michigan. Best location in village. Always well rented. Price \$3,000. Will exchange for stock general merchandise. Address, No. 142, care Tradesman. 142

Big Opening—Walworth, Wisconsin offers an unparalleled opening for clothing, dry goods, notions, crockery or a big general stock. Town of 1,100, electric lights, water system, fine schools and churches, two railroads; in the heart of the famous dairy country, rich and prosperous. Town has manufacturing, condenser and milk powder factory. 72 miles from Chicago, 76 miles from Milwaukee. Nearest town 8 miles. Write, G. S. Easton, Walworth, Wis. 141

For Sale or Exchange—760 acres of unimproved, cut-over lands in Mecosta county, Michigan, laying in a body. Small lake and stream on same. Will consider other real estate or 1914 Model Touring car as part payment on same. Balance in mortgage at 6 per cent. This must be sold or traded by the 30th inst. Elbert J. Jenkins, Register of Deeds, Big Rapids, Michigan. 144

For Sale or Exchange—Two nice summer homes, shady, quiet on bank of lake, good fishing. Box 291, Edmore, Michigan. 146

Small millinery stock in town of 1,200. Sickness reason for selling, during harvesting season, No. 145, Tradesman. 145

For Sale—An up-to-date hardware in a good country town in Central Michigan. Write for particulars. Address, No. 150, care Tradesman. 150

For Sale—Furniture, undertaking, hardware and farm implement business. Located on R. R. Division county seat town of 3,000, with state normal school. In brick building on corner. Low rent, doing splendid business. Will sell lines separate. Must retire. Address, Box P, Chadron, Nebr. 148

For Sale—Old established proprietary medicine business; handled by Detroit firm on royalty, paying seven per cent. net on \$30,000 annually; price \$10,000. Will give \$1,000 to person making deal. D. R. Boyd, 1124 West Twenty-Ninth St., Los Angeles, Calif. 147

For Sale—Two F. P. gasoline lighting plants. Each plant fifteen light capacity complete. A1 condition. Can be bought for one-half price. O. M. Smith & Co., Flint, Michigan. 149

For Sale—Stock of general merchandise, consisting of dry goods, shoes and groceries, in a live city of 3,500. An old established and profit paying business. Will sell shoe stock separately. Will sell or rent good two store brick building to buyer of stock. Stock about \$12,000. For particulars write, No. 151, care Tradesman. 151

For Sale—A good paying hardware proposition in a live city of 3,000 surrounded by best farming country in State, on main line P. M. Ry., between Grand Rapids and Saginaw. The best paying shop in connection in the county. Business around \$20,000. About \$6,000 will swing the deal. Address No. 152, care Tradesman. 152

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. 106

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. 107

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

For Sale—A well established, up-to-date clothing, men's furnishings 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

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

For Sale—Clean up-to-date stock of shoes, dry goods, ladies' spring coats, waists, dresses, skirts, ladies' and men's furnishings. Doing good business and will bear the closest investigation. Ill health is reason for selling. Will take good Grand Rapids real estate part payment. Address No. 120, care Tradesman. 120

Merchandise Sales Conductors. Stocks reduced or closed out entirely. Address The Greene Sales Co., Jackson, Mich. 118

Stocks of merchandise wanted if price is right. Address The Greene Sales Co., Jackson, Mich. 119

For Sale—Merchant 47 years in business, wants to retire. Will sell his department store (no old stock), at invoice. Yearly sales \$150,000. Fifteen year lease. Best point for merchandising in United States. New blood can double present business. Further particulars write Edwin Gilpin Orr, 1402 Oliver Building, Pittsburgh, Pa. 115

The best little flour mill without competition, doing \$4,000 per month, selling 25 cars of feed per year, making \$100 per month grinding feed, exchanging 50 bu. wheat per day with farmers, flour all sold within 20 miles. No other mill within 35 miles, absolutely new. For full particulars write Judge, care Tradesman. 113

For Sale—General merchandise store; inventory about \$5,500. Long lease, low rent; old business. Rich German farming community. Price reasonable. Write for particulars. Box 37, Wyatt, Indiana. 124

For Sale—Stock of notions and china. You look up a location and write me. I can put you next. I can sell you all or part of it right. C. Williams, Plainwell, Michigan. Also can make you terms. Would consider real estate. 128

First-class opening for shoe and general store at Williamsburg, Michigan. Good site for business and best farming country in Northern Michigan. Party in business burned out. Address Box 92, Williamsburg, Michigan. 127

Have \$4,000 to invest in good business in town over 4,000 in Northwestern Michigan locality where asthma and hay fever are not prevalent. Give details in first letter. Box 72, Dowagiac, Michigan. 126

Merchandise Location For Rent—Modern brick basement, ware room, shelving all in; best corner location, county seat town; reasonable. J. A. Beckett, Greensburg, Kan. 86

For Sale—Steam laundry, only one in city, fine chance for someone. Cheap for cash if taken at once. Reason for selling, poor health. Address Lock Box 1, Onaway, Mich. 102

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

For Sale or Rent—Substantial two-story brick store building in Cannelton, Perry County, Indiana. Good opening. Might exchange for a farm. Price and terms right. Address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 40

A fine business opportunity at Lakeland, Florida. I have just completed a fine business house and it is for rent to a live, hustling business man for a department store or a large supply business, such as automobiles, wagons and buggies, pumps and engines and farming implements; a business that will amount to \$150,000 per year; in a city of 7,500 population, having 30 passenger trains daily. Write or see J. W. Kimbrough, Lakeland, Fla. 108

For Sale—Grocery, meat market and fixtures, doing nice business. Best location in city. Inventory about \$2,500. Address L. O. Folsom, 75 N. Saginaw St., Pontiac, Mich. 101

For Sale or Exchange—For stock of general merchandise, 60-acre farm, 1,700 fruit trees, good building and soil, 1½ miles from town on stone road. Address No. 105, care Tradesman. 105

Drug store for sale, only one in town. Will allow 2 per cent. for cash or will take part cash, balance time. Particulars on request. Box 122, Grand Junction, Michigan. 104

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

First-class livery business for sale, 42 horses, 30 rigs and 30 saddles. In fact, everything that is required in making an up-to-date livery business. Will guarantee 30 per cent. on an investment of \$8,000. One of the best propositions on the Pacific coast. Address W. J. Carter, Montecito, Cal. 90

For Sale—8 x 10 ice box, Struns make, good condition. Can use for meats or vegetables. A bargain. Epley & McLean, Mt. Clemens, Mich. 88

For Sale—A stock of general merchandise in hustling little town, about 450 inhabitants, in a good farming community. Stock and fixtures inventory about \$2,300. An excellent opportunity for a hustler. Wm. C. Rice, Riverdale, Michigan. 123

Undertaking and real estate for sale. Good stand, good reason for selling. Address Frank F. Zessau, Farmington, Mich. 96

For Sale—The entire outfit of the John T. Beadle Co., of Traverse City, Mich., must be closed out within the next thirty days, consisting of saddlery and saddlery hardware. Sewing machines, machines and all shop tools, office furniture and safe, counters, fixtures and show cases and all other articles belonging to this factory. A splendid chance for anyone wishing to continue this business. 91

Will take 40 or 80 acres land, balance terms, on about \$4,500 stock well assorted general merchandise in good farming fruit and resort, surrounding Northern Michigan. Want to make change before resort season. Reason, poor health. Address A, care Tradesman. 122

For Sale—Two A1 covered delivery wagons. Paul Steketee & Sons, Grand Rapids. 121

For Rent—A store building 24 x 100 feet, on main business street, good location, could be used for any kind of business. Has electric lights and city water. Rent very reasonable, at Boyne City, Mich. I. Nurko. 87

Farms and income properties everywhere for merchandise. Real Estate Exchange, Catesby, Okla. 999

For Sale—General merchandise business, except groceries, worthy your prompt investigation. Present and future conditions fine, doing \$38,000 cash business, stock invoices \$12,000 and will be kept in A1 condition until sold. For particulars address Box 506, Helper, Utah. 70

Drug stock and fixtures must be sold at once. Good location in progressive town. Owner's death, reason for selling. For further information and terms address H. S. Fox, Central Lake, Mich. 67

For Sale—General stock inventorying about \$4,000 in thrifty town of 700 people. Store building, fixtures, barn, feed shed and warehouse can be rented for \$40 per month. Good opening for meat market in rear of store. Can do \$30,000 business on \$6,000 stock. Terms, satisfactory to good merchant. J. W. Cruse, Honor, Michigan. 66

Note head, envelopes or cards, prepaid; 75c for 250; \$1.90 per 1,000. Autopress, Wayland, Mich. 65

Furniture store for sale, annual sales \$30,000, stock \$7,000. Anyone looking for a good established business in Chicago, it will pay you to investigate this offer. Address Owner, W. S. McClave, 11336 Michigan Ave., Chicago, Ill. 60

For Sale—General store, postoffice, hotel and livery connection. Doing fine business. Good reasons for selling. Address Peter Christensen, Bitley, Mich. 52

For Sale—International motor wagon, fitted with shelves to handle general merchandise. Used only one season. In first-class condition. Address No. 13, care Michigan Tradesman. 13

For Sale—At once, \$12,000 shoe stock. Reason for selling, death of the junior partner and the ill health of the senior. Been established thirty years. Hewitt & Son, Coloma, Mich. 83

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

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

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

## HELP WANTED.

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

Wanted—Energetic salesman to sell Superior Ironing boards and Superior clothes bars. Brook Novelty Co., Brook, Indiana. 78

## SITUATIONS WANTED

Wanted—Position as grocery clerk. Five years' experience, speaks both Swedish and English. Address, Capable, care Tradesman. 134

Want ads. continued on next page.



## DETROIT DETONATIONS.

(Continued from page 25.)

time was raised—will be mightily glad to romp around with the youngsters again this week. All have fully recovered.

Mr. Dudley, of Dudley Bros., veteran merchants of Armada, was a business visitor in Detroit last week.

"Total of 160 stores dark" was the headline in a Detroit paper last week. This article referred to the Saturday night closing movement. New stores are being enrolled in the movement from week to week. A club is being formed that is expected to claim a membership of over 100,000, which will not do any trading after 6 o'clock on Saturday night. Many of the downtown stores started a year ago to close on Saturday nights and all report that their sales, instead of falling off, as the ants predicted, have showed a decided increase.

Many an honest man takes another man's valuable time.

At the meeting held Saturday night, Detroit Council added two more to its membership. Both are young men and promise to become among the valuable additions, not only to Detroit Council, but to the order at large. The new members are Neal Jay Bingham, representative for the McBeth-Evans Glass Co., Pittsburg, with headquarters at 593 Lincoln avenue, and Wm. David Traitel, with M. Linkman & Co., Chicago. Mr. Traitel's residence is at 119 East Baltimore.

Bert Green, department manager for A. Krolik & Co., has just returned from a trip to New York.

Denver will plant 8,000 shade trees this season. This is a fine little idea for every city, town and hamlet in the country to copy.

A vegetarian states that on a vegetable diet a criminal loses his criminal tendencies. If we were obliged to live on a vegetable diet we would be too weak to commit anything.

George J. Bates, who for the past year has been located in Akron, where he has been at the head of the pneumatic sales department of the Firestone Tire & Rubber Co., is now located in Detroit, where he will look after the interests of the pneumatic tire department. He will also cover the principal points in Michigan. Mr. Bates is thoroughly posted in the tire business, having been employed for a number of years by another Akron tire company before going with the Firestone Co. The Detroit branch is located at Canfield and Woodward avenues and it is there Mr. Bates will make his headquarters.

L. M. Steward, member of Columbus Council, No. 1, and last, but not least of all, the boosting representative for the Postum Cereal Co., of Battle Creek, visited Detroit Council at their regular meeting last Saturday night. Lewis made a happy little speech that should benefit the members greatly, telling them how injurious coffee is and concluding with "There's a reason." We agree with our good friend Stewart that coffee is injurious, because if it wasn't for the pesky stuff we never would have burned our fingers Sunday morn.

Justice is blind. It is a good thing, because if she could see some of the lawyers who were trying to cheat her, she would fall in a fit.

C. H. Wright, of Davis, was in Detroit in the interest of his store last week.

George Leonard, who at one time represented the Diamond Rubber Co. throughout the Southern states, deserves the medal for industry. George is at present teaching history in one of the high schools and also writes for one of the Sunday papers. Instead of hiking to the tall timbers for a rest during his vacation, he is going to represent the Saxon Motor Car Co. and—take it from us—there will be some Saxon cars distributed over George's trail this summer.

There must be something wrong with Huerta down in Mexico, else he would

consider it one of the highest honors to be allowed to salute our flag.

Through a mistake in one of the previous issues of the Tradesman, S. C. Hendrie was mentioned as a new member of the Executive Committee of Detroit Council to fill a vacancy. The name should have read Alexander Hendry. Mr. Hendry is one of the charter members of the Council and also one of its most valuable members. He works as hard for its interest to-day as he did when the council was organized.

E. A. Stowe, editor and poem dispatcher of the Tradesman was in Detroit over Sunday. Coming from Grand Rapids he withstood the shock of the noise and excitement of a real city nicely.

Often times when a fellow is considered an ideal man by a woman before marriage, he is called a poor deal after marriage.

M. J. Czynski has opened a ladies and men's furnishing goods store at 532 Mitchell avenue.

Carl S. Shapiro, a member of Cadillac Council and a representative for the pipe department of Lee & Cady, was a visitor at Detroit Council meeting Saturday night. Carl, whose last name reminds one of a bed spring, says it's a pipe to represent his department in Detroit.

L., better known to multitudes of Detroiters, as "Windy" Williams, has accepted a position as city representative for E. J. Kruce & Co. He will also cover a few of the suburban towns. "Windy," who was incapacitated by illness for some time, looks about as chipper as of yore and his many friends will be pleased to hear the good news that he is again able to take up his duties as a salesman. We are confident that "Windy" will give a first-class account of himself.

Like in a base ball game, many a man gets put out for being off his base.

Mr. Larson, of A. Larson & Co., general merchants at Bancroft, was in Detroit in the interest of his store a few days ago.

"Justice," writes Howard Bierwert, of Ludington, "always turns out right—when the verdict goes our way."

H. P. Watson, dry goods merchant at 858 Kercheval avenue, is the proud possessor of a new King automobile. From news available, we learn that Mr. Watson became an expert automobile driver in an incredibly short time and is doing many fancy stunts with his car—also absorbing a quantity of fresh air that was impossible to absorb without the aid of a new King auto.

Roy Gearing, city salesman for Burnham, Stoepel & Co., advises us that some salesmen's talk is cheap, even at bargain prices.

W. A. Kaminski, who conducts a drug store at 1135 McDougall avenue, received a visit from a young man last Saturday night who, after the usual preliminaries executed by his ilk of ordering some goods, proceeded to place the muzzle of a gun under Mr. Kaminski's nose and helped himself to \$120 from the cash register, after which he disappeared.

The best jokes are always the ones we spring ourselves.

Michael Jozefiak, of the M. Jozefiak Co., has approved plans for a beautiful new home to be built in Hamtramck.

T. E. Nichols, of Rochester, was in Detroit last week in the interest of his dry goods and furnishing goods store.

The world is just as ready to laugh at a person as to laugh with him. From whence giving a fellow the "ha ha" originated.

Miss M. C. Breuckman, owner of a dry goods store at 1706 Russell street, is, according to one of our informants, one of the most enthusiastic lady automobilists in the city. Miss Breuckman has taken many trips in her Ford car around the State and claims the ladies long distance driving championship and is willing to back up her claims.

"Bill" Kuhn, who represented the cigar department for Lee & Cady, has resigned and the position he held is filled

by George Hamlin, who formerly represented the company manufacturing Smoke Craft cigars. Mr. Hamlin is very well and favorably known to the cigar trade of the city.

Ruhl & Reeber are now settled in their new store on Mack avenue. The new store is one of the finest in that section of the city. They carry a complete line of dry goods, ladies and men's furnishing goods.

A lower berth comes higher than an upper and an upper is not as high as a lower berth. Which, after all, amounts to nothing more than an opportunity for filling space.

Straws will soon be telling which way the money goes.

E. M. Dewey, well-known general merchant at Macomb, visited Detroit last week.

Frank E. Keeney, who has charge of the Morash Hotel, at Carsonville, is about to give up the management which, in turn will be taken over by the owner, William Morash. Mr. Keeney is undecided as to his future plans, although he has several projects in view. Wherever he locates, he is bound to do well, as he is a thorough hotel man, always courteous to his patrons and is an all around good fellow well met.

Some men appear to think that growling at the family will relieve their indigestion.

Glen Pope, department manager for the Herpolsheimer Co., Grand Rapids, expert mechanic, chauffeur and a few other things, dropped in on the writer last Sunday and caused us to defer the writing of this page for twenty-four hours. Nevertheless, Glen is always a welcome visitor, providing he limits his appetite to half the appetite of three working men.

It is no trick for a traveling man to diet when stopping at hotels operated on the European plan.

The Ladies Auxiliary of Cadillac Council gave a card party at the home of E. G. B. Schumacher, 131 Tennyson avenue, Highland Park, last Saturday night. The evening, which was a most pleasant one, was enjoyed by 40 couples. During the evening Mrs. Schumacher, the retiring President of the Auxiliary, was presented with a beautiful jewel in the shape of a crescent and star. The presentation was made by Mrs. Jim Oulette, the newly-elected President. Mrs. Lagore, the Secretary, was likewise remembered, Miss Burch making a clever presentation speech. The main prize of the evening fell into the proper place and was won by Charlie Reattoir, who needed it—a box of sox. No wonder Cadillac Council is growing, with a lively aggregation such as the Ladies Auxiliary to urge them on—aye, setting them an example of what can be done.

C. F. Peck, of Warren, was in Detroit last week, looking over the spring styles for his store.

The early bird catches the worm, but that is no good reason for a man being on a lark until daylight.

W. W. Pearson, of Fremont, opened up his new store last Saturday. The old store was destroyed by fire in December. Mr. Pearson will carry an exclusive line of dry goods and ladies' furnishings and has one of the finest stores in Newaygo county.

Charlie Wilson, of White Cloud, proprietor of the largest department store in that village, is undecided whether to buy a horse or a motorcycle. We might suggest that he get a bucking bronco, which will answer for both.

Windsor, Ont., is going to hold an industrial exhibition in September, the proceeds to be used in the fight on tuberculosis. The affair is to be given by the manufacturers.

In the dry counties is where they have the liquor business on the hip.

W. J. Gordon, for twelve years associated with the Anderson Electric Car Co., has resigned and accepted a position as manager of the Century Electric Co. Mr. Gordon is known as one of the most experienced men

in the electric car industry and is also Treasurer of the Detroit Automobile Dealers' Association.

Plans are being completed by the Dix Avenue Improvement Association for the celebration and festival to be held in that section of the city on May 7. Brass bands, parades, vaudeville, store demonstrations and fireworks are but a few of the many "stunts" to be carried out. The plan of the Association is to increase the popularity (and population) of that already great commercial section of the city. "A Greater Dix avenue" is their slogan. F. A. Schneider is President and W. R. Smith is Secretary of the Association.

W. J. Howe, representing the Thos. H. Logan Co. visited the Detroit trade during the week. Mr. Howe reported that so far on his trip he hasn't found any alarming business depression. He said that reports which had reached him in the East led him to believe that trade was "all shot to pieces," but that he had found conditions exceptionally good.

Charles Jacobs, formerly Detroit representative of the Adams & Ford Shoe Co., is now handling the V. Schoenebecker Boot & Shoe Co.'s line in Detroit. He has opened an office at 23 Rowland building.

Amos Ertell, representing R. P. Smith Shoe Co., in the Detroit district, has moved his office from the Bowles building to 403 Sun building.

Bert McDermid, the noiseless merchant of Columbiaville, was in Detroit last week on business, incidentally calling on his many city friends.

All are not carpenters who are continually using the hammer.

Join the "Fleas" and scratch for more business.

Ira Barkley, the popular general merchant of Climax, was in Detroit on business last week.

Pleased to receive items of interest for these columns. Address 211 Columbus avenue.

Now for the annual death of the fruit crops via the frost route.

The traveling men have received enough frosts during the last thirty days to put a seven year crop on the blinkers.

No matter how chilly a reception the traveling man may receive, he will soon be compelled to put up for a new straw bonnet.

J. M. Goldstein.

I. A. Miller succeeds B. Burlingame in the grocery business at 333 East Hall street.

Peter Meadema has closed out his stock of meats at 1203 West Leonard street.

## BUSINESS CHANCES.

For Sale—One of the best meat markets in Southern Michigan in a town of six thousand inhabitants. Well located and doing a good business. A bargain. Address Box 255, Hillsdale, Michigan. 155

If you are interested in selling or buying a grocery or general stock, call or write E. Kruisenga, c-o Musselman Grocer Company, Grand Rapids, Michigan. 154

Drug clerk wanted. One with about one year's experience preferred. Address Box 231, Elmira, Michigan. 153

We buy for cash merchandise of all kinds. Discontinued lines or whole stocks. Seasonable or not seasonable. Salesmen's samples, broken lines, stickers, etc. Price the only consideration. Send us the goods by freight prepaid and we will make you an immediate cash offer. If same is not satisfactory, we will return goods and pay freight going back. Correspondence invited. E. Fantus Brothers, 525 So. Dearborn St., Chicago. 48

For Sale—Best grocery in Springfield, Ill. Stock and fixtures all new and up-to-date. High-class trade. Good location and reasonable rent. Address E. B. McAtee, Springfield, Ill. 28

For Sale—A good established tea and coffee business. The only one in a town of 20,000 population. Address O. A. B., care Michigan Tradesman. 110



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

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

# Ceresota

The Guaranteed  
**Spring Wheat  
 Flour**

Always Uniformly Good



**JUDSON GROCER CO.**

The Pure Foods House  
 Distributors  
 GRAND RAPIDS, MICHIGAN

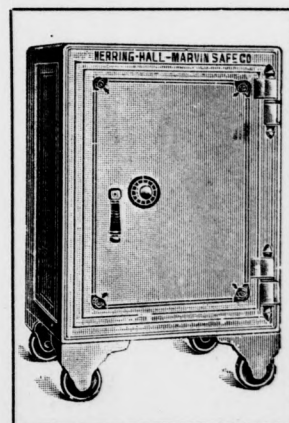
## Adam Was Downed by an Apple



SOME of Mr. Adam's brothers down through the years have made practically the same mistake he did. They have been tempted to do the things they ought not to have done and to leave undone the things they ought to have done and so they have gathered unto themselves much trouble and many regrets.

**Be Cautious To-day and You'll  
 Be Happy To-morrow**

If you are full of worry you cannot be happy, and you certainly ought to be full of worry if you are not properly protecting your valuable books and papers. Write us to-day for prices on dependable safes; buy one and have the satisfaction of knowing that you are discharging your duty to yourself and your family.



**Grand Rapids Safe Co.**  
 Tradesman Building Grand Rapids, Mich.



# Compare Prices!

The biggest thing in business is *right prices.*

This is why our May catalogue—America's Price Maker in General Merchandise—is going to cause the "plenty doing" sign to be displayed in thousands of stores for the next thirty days.

Its prices are *Right!*

On this cold basis of prices—added, of course, to good service and world wide variety—we confidently ask a *larger share* of your business than we had during May, 1913.

But don't give it to us unless "Our Drummer" for May can show you we can net you a worth while saving on the average of any ordinary bill.

*Compare Our Prices and see!*

## Butler Brothers

*Exclusive Wholesalers of General Merchandise*

NEW YORK    CHICAGO    ST. LOUIS  
MINNEAPOLIS    DALLAS

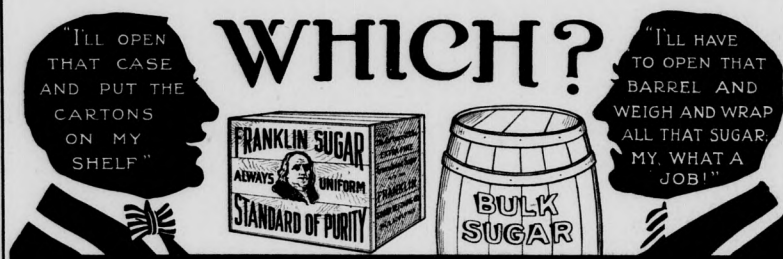
# LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory  
Handled by All Jobbers    Sold by All Dealers  
Enjoyed by Discriminating Smokers



They are so good we are compelled to work to full capacity to supply the demand

G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS



A barrel of bulk sugar means WORK FOR NOTHING, because, after all the trouble you take to weigh it out and tie the bags, the cost of bags and twine and loss from overweight cut down the profit you counted on. A case of FRANKLIN CARTON SUGAR means SALES AT A PROFIT, because it's "ready to sell when you get it"—no weighing, no tying, no bags, no twine, no overweight. Besides these points, think of the TIME SAVED by handling FRANKLIN CARTON SUGAR—time you can use to *do things that pay*—time that's worth more to you than the barrel will sell for.

You can buy FRANKLIN CARTON SUGAR in original containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

FRANKLIN CARTON SUGAR is guaranteed FULL WEIGHT and refined CANE sugar.