

# MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, APRIL 29, 1914

Number 1597

## SONG OF THE MYSTIC

I walk down the Valley of Silence,  
Down the dim, voiceless valley—alone!  
And I hear not the fall of a footstep  
Around me, save God's and my own;  
And the hush of my heart is as holy  
As hovers where angels have flown!

Long ago I was weary of voices,  
Whose music my heart could not win;  
Long ago I was weary of noises  
That fretted my soul with their din;  
Long ago I was weary of places  
Where I met but the human—and sin.

I walked in the world with the worldly;  
I craved what the world never gave;  
And said: "In the world each Ideal  
That shines like a star on life's wave,  
Is wrecked on the shores of the Real,  
And sleeps like a dream in a grave."

And still did I pine for the Perfect,  
And still found the False with the True;  
I sought 'mid the Human for Heaven,  
But caught a mere glimpse of its Blue.  
And I wept when the clouds of the Mortal  
Veiled even that glimpse from my view.

And I toiled on, heart-tired of the Human;  
And I moaned 'mid the mazes of men;  
Until I knelt, long ago, at an altar,  
And I heard a voice call me—since then  
I walk down the Valley of Silence  
That lies far beyond mortal ken.

Do you ask what I found in the Valley?  
'Tis my trysting place with the Divine,  
And I fell at the feet of the Holy,  
And above me a voice said: "Be mine."  
And there 'rose from the depths of my spirit  
An echo: "My heart shall be thine."

Do you ask how I live in the Valley?  
I weep—and I dream—and I pray,  
But my tears are as sweet as the dewdrops  
That fall on the roses in May;  
And my prayer, like a perfume from censers,  
Ascendeth to God night and day.

In the hush of the Valley of Silence  
I dream all the songs that I sing;  
And the music floats down the dim Valley,  
Until each finds a word for a wing,  
That to hearts like the dove of the Deluge,  
A message of Peace they may bring.

But far on the deep there are billows.  
That never shall break on the beach;  
And I have heard songs in the silence,  
That never shall float into speech;  
And I have had dreams in the Valley,  
Too lofty for language to reach.

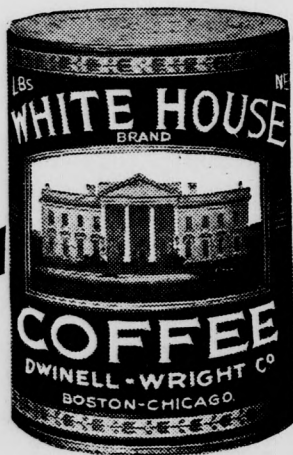
And I have seen Thoughts in the Valley,  
Ah! me, how my spirit was stirred!  
And they wear holy veils on their faces;  
Their footsteps can scarcely be heard;  
They pass through the Valley like virgins,  
Too pure for the touch of a word.

Do you ask me the place of the Valley,  
Ye hearts that are harrowed by Care?  
It lieth afar between mountains,  
And God and His angels are there;  
And one is the dark mount of Sorrow,  
And one the bright mountain of Prayer.

Abram J. Ryan.

Good Yeast  
 Good Bread  
 Good Health

Sell Your Customers  
**FLEISCHMANN'S**  
**YEAST**



**"White House" Coffee**

Is a coffee of quality—a brand of such strict probity it is doing much to promote a growing appreciation of the fact that COFFEE is, really, a beverage that gives more pleasure than any other in the whole category.

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

**We Represent**

J. Hungerford Smith Co.  
 Soda Fountain Fruits and Syrups (finest made.)  
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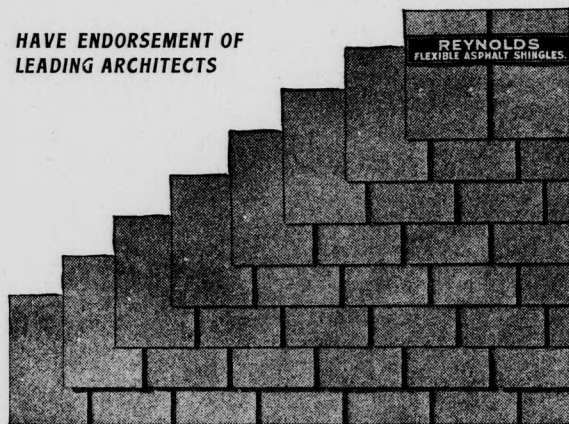
Lowney's Fountain Cocoa, Coco Cola, Hire's Root Beer Syrup, Allen's Red Tame Cherry Syrup, Royal Purple Grape Juice, California Grapine. Also Soda Fountain Supplies such as Sanitary Soda Cups and Dishes, Straws, Cones, Ice Cream Dishes and Electric Drink Mixers.

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**Grand Rapids, Mich.**

**Reynolds Flexible Asphalt Shingles**

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Beware of Imitations. Ask for Sample and Booklet.  
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Our Paris Green packed by our new American System.  
 Reliable dealers wanted.

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**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.

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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 29, 1914

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## MUST REVISE THEIR RIDERS.

### Fire Insurance Companies Caught Violating the Law.

The suits now being prosecuted in the United States Court for the Western District of Michigan by John W. Blodgett against the fire insurance companies which wrote policies on his residence and contents which were partially destroyed by fire some months ago have brought out some very interesting developments. It appears that there was no controversy in settling the loss on the furniture, but when it came to appraising the loss on the oriental rugs, pictures and paintings, the two parties were \$22,000 apart. This discrepancy was represented by the increase in value that had come to the articles above named since they were purchased. The insurance companies relied upon four words which they had surreptitiously introduced in all riders of late years, following the words pictures and frames **at not exceeding cost**. This interpolation was an effectual barrier against the recovery of more than the owners had actually paid for insured articles, although the market value might have increased very much in the meantime. The merchant might buy a \$1,000 worth of sugar, but in the event of an increase in value to \$1,100, he could under this surreptitious act of the insurance companies recover only \$1,000.

When these cases were brought against the insurance companies Mr. Blodgett's attorney, Mark Norris, who had previously represented the insurance companies in nearly all litigation they had had in this part of the State for the past twenty-five years, concluded that this qualification or restriction was illegal and communicated that opinion to the Commissioner of Insurance. That officer referred the matter to the Attorney General, who held that the interpolation was illegal. The action of the Commissioner of Insurance is clearly set forth in the following letter written to the editor of the Tradesman under date of April 27:

"I have your letter of April 25, and am informing you that the Department

has held that the words **at not exceeding cost** printed on the riders of many insurance policies is contrary to the law and we have instructed insurance companies to withdraw these four words from their riders or to substitute 'at not exceeding actual cash value.' We do this because the Michigan Standard policy law provides that the company shall not be liable beyond the actual cash value, and it is not permissible to change by rider the intent of the main body of the policy."

This means, of course, that the insurance companies must under penalty of prosecution, eliminate these four words from all riders hereafter, so that articles covered by insurance which have for any reason become more valuable than they were when they were purchased may be appraised at their actual cash value in the event of destruction or injury by fire.

The Insurance Commissioner has also issued an order that all riders shall be printed in 10 point type, instead of 6 point, as has been the custom for several years. The reason for this ruling probably is that, as the rider qualifies and limits the policy, it should be set in the same sized type as the standard form, the use of which is obligatory with all insurance companies doing business in Michigan.

In this connection, it may be interesting to recall the fact that the present standard form owes its existence to the old Michigan Business Men's Association, which accomplished more for the insuring public during the five or six years it was in existence than all other mercantile and commercial organizations combined. Prior to about thirty years ago every insurance company used a different form of policy, so that when an insurer who had met a loss settled with one company, in accordance with one policy, he had to settle with another company perhaps on a different basis altogether. This fine print variation was the cause of much annoyance and loss, as well as extra expense, to the insuring public, and the Michigan Business Men's Association decided to minimize this loss and annoyance by securing the enactment of a standard form that all fire insurance companies doing business in Michigan would be compelled to use. A measure was, therefore, introduced in the Legislature, which was subsequently enacted into law, providing for the creation of an insurance policy commission to prepare and promulgate a uniform policy. Two of the members of the commission were provided for by law, comprising the Attorney General and the Insurance Commissioner. Governor Luce, who was then the official head of the State, contemplated appointing an insurance man for the third member of the commission, because the insurance com-

panies insisted they should have recognition. Mr. Frank Hamilton, of Traverse City, and the editor of the Tradesman—who were at that time President and Secretary, respectively, of the Michigan Business Men's Association—visited Lansing and very soon convinced Governor Luce that the interests of the insurance companies were amply protected by the Insurance Commissioner, because up to that time every Insurance Commissioner ever appointed had graduated out of an insurance office into the position of Insurance Commissioner and had gone back to his old job as soon as his term of office expired. Governor Luce quickly saw the point and requested his callers to present the name of a civilian. They asked him to appoint Mr. Charles Buncher, now deceased, who was then credit man for Edson, Moore & Co., of Detroit, and had given the subject of fire insurance much study. This done, the Michigan Business Men's Association appropriated ample funds to engage an able and experienced attorney, so that the business men of the State might be properly represented at the hearing. The late Niram A. Fletcher, of Grand Rapids, was retained to appear in behalf of the insuring public. The hearings covered the space of two weeks and the proposed standard form was closely fought over, paragraph by paragraph, line by line and word by word. The result was the present form, which has never been changed.

About four years ago the point was raised that the present standard form was illegal because the Legislature had no right to delegate the lawmaking power to a commission. The Supreme Court of Michigan upheld this contention and the uniform insurance policy was declared illegal. Fortunately, the Legislature was in session at that time, so that the matter was taken into the Legislature and the standard form enacted into law without the change of a single word.

It is quite natural that the insurance companies should seek to evade, avoid or minimize the provisions of this standard form, so as to be able to quibble in making settlements, and it is fortunate for the insuring public that these efforts have invariably been circumvented in an emphatic manner.

### Unexpected Death of A. S. Doak.

Algernon S. Doak, aged 66 years died at Butterworth hospital Sunday morning. Mr. Doak had been ill only a few days. He was stricken with a malady that rendered an operation necessary and his advanced age and general condition were such as to make it impossible for him to recover. He is survived by the widow and four sisters. Funeral services were held at the residence, 434 Ethel avenue, Wednesday afternoon at 2

o'clock. Interment was in Oak Hill cemetery.

Algernon Sidney Doak was born near Compton, Canada, March 27, 1848, and lived on a farm with his parents until 22 years of age, when he went to Horicon, Dodge county, Wis., and entered the employ of M. F. Tooker, general dealer, as clerk. Remaining in this position two years, he purchased the stock and business of his employer and conducted it alone for a year, when he sold an interest to Mr. Tooker, and removed the stock to Manistee. The firm of A. S. Doak & Co. continued the business two years when they were burned out in the first large fire that visited Manistee. Mr. Doak then engaged as book-keeper for Filer & Sons, shingle manufacturers at Filer City, with whom he remained two years. He then formed a partnership with W. W. Chapin and under the firm name of W. W. Chapin & Co. started in the shingle business at Manistee, continuing operations there two years, when he sold out to his partner, forming another business alliance under the firm name of Fisher & Doak. The new firm purchased a tract of pine land near Manton and put in a saw and shingle mill. Mr. Doak subsequently purchased the interest of his partner and removed the mill to Edmore, where he cut on contract for Graff, Little & Co., afterwards admitting to partnership Julian Howard when the firm name was changed to Howard & Doak. On closing out the Edmore investment, Mr. Doak came to Grand Rapids and entered the employ of Hawkins & Perry as traveling salesman, continuing with that house until it was merged into the Worden Grocer Co., with which house he never parted company until the relations were severed by death.

Mr. Doak was a quiet, unassuming gentleman who never intruded his ideas on his trade and seldom offered a suggestion that was not acted upon. He regarded his customers as his friends and was always able to hold their trade indefinitely. His collections were given painstaking attention and the results were invariably satisfactory. The fact that he represented the same house for which he carried his first sample case and that his territory had not been changed since his first trip out are suggestive of the esteem in which he was held by his employers, the respect entertained for him by his customers and his sterling worth as a salesman and a man.

Joseph Hoodhood succeeds M. Malaley in the grocery business at 226 Ellsworth avenue.

Just before Christmas the days are shortest—the men, after Christmas.



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, April 27.—Now that navigation is open, business is beginning to have a brighter aspect and conditions will soon be normal once more here. The park at the locks received thousands of visitors from all parts of the country Sunday. It is always a special attraction in the spring to see the boats once more and the immense amount of work that is being done putting in the third and fourth locks affords many interesting sights to behold. The activity in business is being felt to a marked degree already.

A. Harper, one of our energetic, hustling young men in the grocery business on Easterday avenue, who in connection with his store has been operating two restaurants, has sold out his interest in the Daun restaurant to Mr. Daun, who has just returned from a trip to Holland, and has also sold his interest in the Fountain House cafe to Mrs. McWilliams. He will now be able to devote his entire time to his largely increasing grocery business, which demands his undivided attention.

Lumbering operations are practically over in the logging districts and the lumbermen report having had a very favorable season. It is said that there will be but few logs left in the woods. The favorable snow conditions in the late spring helped them out considerably. The snow was not deep enough to handicap the work all through the winter and the shipping of the logs to the various mills has also been very satisfactory. There were only two weeks during the entire season that cars could not be moved freely, but this handicap was not a serious hindrance. It is expected that the lumber prices from now on will show a tendency to stiffen in almost every part of the Upper Peninsula. This is due to the fact that much of the dry lumber is sold out. Some fairly good orders are being placed by the wholesalers and a good business is expected for the next few months. There seems to be numerous buyers and it is probable that more of the cut of timber this year will be contracted for in advance than in a number of years. Many of the mills that have not been sawing during the winter are starting up this spring.

Neil McLean, the well-known proprietor of the Superior House, passed away at Priceville, Ont., April 21, while he was visiting relatives in Ontario. His body was brought back to the Soo for burial by his son, John McLean. Mr. McLean was extensively known in this vicinity, having lived at the Soo for the past twelve years, during which time he had been continually in the hotel business. At one time he conducted the Tremont House, Gilbert House and the Superior House. He has conducted the last named hotel for the past five years. The deceased was 48 years old and is survived by a wife and six children. As Mr. McLean was a man of sterling qualities and pleasing disposition, his demise will be the occasion of great regret by his many friends here and the community extend their sincere sympathy to the bereaved.

Ernest Weaver, of Manistique, has accepted the position as engineer for the Mackinac County Road Commissioners and will be a resident of that county for a year or more. Mr. Weaver is an expert engineer and superintended the construction of the roads in Schoolcraft county. As Mr. Weaver is a faithful, efficient and honest official, Mackinac county has made no mistake in engaging him.

James Trout and Homer Hodge, two of our well-known citizens, have received commissions signed by Washington Gardner, Commander-in-Chief of the Grand Army of the Republic, announcing that they have

been appointed aids-de-camp to the Commander-in-Chief. They expect to attend the Forty-ninth National encampment of the Grand Army of the Republic in Detroit this year from August 31 to September 5.

Ed. LaLonde has purchased the second hand store on 353 West Portage avenue from Mathew Shea, where he expects to continue the business.

We like the idea of the Detroit correspondent making mention each week of something that Detroit can boast about, and as a starter we will mention that the Soo has the largest water power in the world.

If the country roads keep on drying as they have been for the next few days, it is expected that the Pickford auto stage will be put back into service, which will be a great convenience to the traveling public between the Soo and Pickford. Many of the travelers have been figuring their trips so as to make stage connections from the Soo.

Miss Jean Taylor has returned to Pickford where she is engaged at the Pickford telephone exchange. She is said to be one of the most proficient operators in the State and the patrons at Pickford will certainly appreciate having her back on the job again.

Arthur La Roue of Brimley, has sold his business interests to James Mills, who contemplates running a hotel in connection with the saloon. This will be a great improvement to the town, where a hotel is so badly needed.

A. W. Reinhart, one of Brimley's pioneer merchants, has almost completed the rebuilding of his store. He expects to install electric lights, which will be a credit to Brimley.

An election for the purpose of voting for the incorporation of Brimley will be held on May 2.

The old members of the former order of the Michigan Knights of the Grip read the report of the closing up of the order in the Michigan Tradesman last week with profound regret, as the order has always been loyally supported by true commercial travelers who had the order at heart and much good was accomplished during its existence. The surviving officers are to be congratulated for the able manner and business like way in which the affairs were closed up, which certainly is a credit to them.

We understand the Delta County Road Commission have purchased heavy equipment and expect to start work on the roads this season. The Board has under its jurisdiction 195 miles of county roads, of which 164 miles are earth road and thirty-one miles are macadam. About twenty-four miles of new construction are practically completed and repairs of a more or less permanent nature covering a large portion of the remaining mileage will be undertaken. The Board has purchased the following equipment: one eight-ton Koppl locomotive; forty 1½ cubic yard Koppl dumping cars; one 16-foot flat car; two and three quarters miles of 20-pound 24-inch gauge track complete in 15-foot sections with steel ties; two ten ton gasoline rollers; one sprinkler; one small road machine; elevator for unloading stone from the cars into the equipment. With this outfit a large portion of the expense of delivering the stone can be saved and greater mileage constructed than would be possible with methods heretofore prevailing. They have ordered eighteen new road drags which, with the ones already owned by them, will cover the county thoroughly. With these drags, in conjunction with a system of patrols, it is intended to maintain the earth roads in as good condition as is possible for that class of road.

Carl Krause, living in the vicinity of Perch lake, was arrested by Deputy Game Warden Wilson, Gould and Andrews, charged with trapping beaver without a license and attach-

ing to the beaver hides seals belonging to a man in Indiana. Krause pleaded guilty to the charge and, on recommendation of Prosecuting Attorney Waffan, was fined \$10 and \$15 costs. On recommendation of the prosecutor, the fine was remitted.

John A. Doelle, superintendent of schools of Houghton, has secured an option from the J. M. Longyear Co. on section 35, town 49, range 27, Marquette county, and will proceed to explore it in the hope of locating gold veins. The progress will be watched with much interest in Cloverland, as we could utilize gold mines in this part of the country to good advantage at the present time.

There is much interest manifested in the progress of the war with Mexico and many of our young men are filled with patriotism and would need very little inducement to go to the front in defense of the flag.

The Soo Lumber Co., one of our leading industries here, is about to change managers. C. J. Byrns, of Ishpeming, will succeed H. R. Baughman, who has been the manager for the past six years. Mr. Baughman's business interests in his home town in Indianapolis, where his family reside, make the change necessary. He has made many friends during his stay at the Soo who regret his departure. Mr. Byrns has purchased a part interest in the Soo Lumber Co. and will assume the active management May 1. He will act as Vice-President and General Manager. He is an old lumberman, beginning his work in this line over twenty years ago with Edward Fraser, whose yards in Ishpeming and Marquette he managed for three years, later going with the Deer Lake Co. and was in charge of their Ishpeming yards for six years, at the end of which time he bought out the Deer Lake Co., which he operated for three years and then sold to F. W. Reid & Co., and traveled for the Wisconsin Land & Lumber Co. for about five years. Mr. Byrns has always taken an active part in fraternal organizations, being in his early years head of the Ancient Order of United Workmen in Michigan. He was Grand Commander later and was elected to represent the grand lodge in the superior body for three terms. Returning to Michigan, Mr. Byrns occupied the position of Head Consul for the Modern Woodmen of America for six years and during that time he established the record of building the membership from 10,000 to over 43,000, previous to this time having held the same position in Ohio. Later he was one of five international directors for the United States and Canada who managed all the business. He resigned as director to be Internal Revenue Collector for the district of Superior in 1910, being appointed by President Taft. He held the collectorship until a year ago when the reorganization took place, and for the past year he has been a special representative for the Equitable Life Assurance Society of the United States. Mr. Byrns is an active Republican and from 1902 to 1911 was a member of the Legislature. He is regarded highly as a business man and his many friends in the Soo are glad to learn that Mr. Byrns intends to move his family here and make this his future home, as the Soo is certainly acquiring a citizen who is wide awake and a hustler.

J. Peterson, one of our successful grocers, has purchased a new delivery auto which is a credit to his business. Mr. Peterson is one of our progressive men who believes in hard work, ample enjoyment and time for pleasure. He has one of the finest cottages at the Shallows, where his family spend the greater part of the summer. He has no bad habits and gets the best out of life at all times. Mr. Peterson is one of the ones who does not cry hard times and only success has crowned his efforts.

One of the Soo line bandits is now in custody. Mention of the Soo line

robbery at Gladstone was made in this paper two weeks ago. One of the bandits, Joe Parent, was captured after a lively chase for more than a week. This was the youngest of the two outlaws. The other bandit, Clyde Smith, is still at large and is supposed to be in the vicinity of Escanaba. It is evident that Parent believed he was out of danger, as he was standing on the platform at Nestoria when he was surprised by the officers. He had an automatic rifle and plenty of ammunition and blankets and, undoubtedly prepared for a long seige. This capture is considered of much importance, as Cloverland will probably rest easier knowing that the gang is broken up.

Charles Kahle, proprietor of the Charles House, at Menominee, is dead as a result of heart failure brought on by a blow behind the ear which was struck by Gilbert Beland, age 32, a lumberjack residing at Menominee. The blow was the climax of an effort on the part of the proprietor to eject Beland, Walter Renno and Joseph Poquette, all of whom were intoxicated, from his bar room. Kahle died one hour from the time the blow was struck and all three men are now in custody.

The Arnold Transportation Co. expects to start the mail steamer Eva this week plying between De Tour and the Soo.

It was with profound regret that citizens of the Soo learned of the death of Alfred Noble, who died Sunday in New York, following an operation. Mr. Noble was well known here, being at one time engineer under General Godfrey and had direct supervision of the construction work of the Weitzel lock here from 1873 to 1882. He was afterwards a member of the first Nicaragua Canal Commission and later the Panama Canal Commission. For the past fifteen years Mr. Noble has spent his summer vacations up the north shore of Lake Superior on fishing trips, when he was accompanied by George Kemp, M. J. Magee and Judge Steer, some of our prominent citizens. He was born in 1844 at Livonia, Mich, and enlisted as a private in the 24th Michigan Infantry and served in the Army of the Potomac. He was clerk in the War Department and entered the University of Michigan, graduating as civil engineer in June 1870. He had charge of the construction of the tubes under the Hudson river and a year ago was called by the Government to supervise the construction of the dry dock at Honolulu. Mr. Noble was 70 years old.

Chas. Miner, who recently severed his connection with N. Morrish druggist, said he was going to take a much needed rest, but the "rest" was of short duration. He could not stay idle long and has taken unto himself a wife last week and settled down to housekeeping. He is to be congratulated, however, as having picked out one of the Soo's best looking young ladies and a bright future is in store for them.

The M. E. church is rejoicing over the fact that the indebtedness of \$6,000 has been wiped out and a large increase in membership added to the church during the past few months. This is good news to the members, who have had a struggle on for years to get the church out of debt. The Episcopal church is also gaining ground and it is expected that it will also be out of debt in the near future. We consider this a good showing at the Soo. It is a sign of prosperous times.

What do we live for, if it is not to make life less difficult to others?

William G. Tapert.

**POSTS**—Cedar posts, 8 feet, all sizes in car lots. Write for prices stating size wanted to

**FULLER & HARRIS,**  
Farwell, Mich.



**BANKRUPTCY MATTERS.**

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

Grand Rapids, April 21—In the matter of the Bel-Car-Mo Nut Butter Co., Grand Rapids, the final meeting of creditors was held to-day. The trustee's final report and account, showing total receipts \$538.40 and disbursements for administration expenses of \$30.50 and a balance on hand for distribution of \$507.90, was considered and allowed. The settlement of the litigation with the Suffolk Peanut Co. was considered and, no cause to the contrary being shown by creditors, was approved and allowed at \$105.06. The matter of making final order for distribution and directing final dividend was held open, pending investigation by the trustee as to liability of certain of the stockholders for unpaid stock subscriptions. The estate will pay a small dividend to general creditors.

In the matter of Benjamin Van Raalte, Sr., Holland, the first meeting of creditors was held. Claims were allowed and, by the unanimous vote of creditors present and represented, Raymond Vischer, Holland, was elected trustee and his bond fixed at the sum of \$300. The trustee has accepted and qualified. The schedules on file do not reveal any tangible assets, but it is understood that some effort is to be made to show transfer of real estate in fraud of creditors. The meeting was adjourned to May 6 and the bankrupt ordered to appear for examination.

April 22—In the matter of Simon Dossie, Boyne City, a special meeting of creditors was held this date. The trustee's third report and account, showing balance on hand as per second report and account, \$3,219.67; additional receipts, \$10; disbursements for dividend and administration expenses, \$2,316.89 and balance on hand of \$912.78, was considered and allowed. It was determined that the third dividend should be declared and ordered paid in amount 2.8-10 per cent. and that this would be considered as a final dividend and final meeting of creditors unless new developments made a further meeting necessary. This is the case in which the bankrupt has absconded from this country, with civil accounting proceedings and criminal indictment pending against him in the event he can be served with notice and apprehended. It is not believed that he can be returned, but the estate will not be closed for some time.

April 23—William Bundt and Emil Bundt, of Muskegon, have filed voluntary petition in bankruptcy and the matter has been referred to the referee for administration. The schedules on file in this office reveal assets of the amount of \$2,188.53 of rather doubtful value and the liabilities are listed at \$2,183.77. The following are listed as creditors of the bankrupt:

United Home Telephone Co.,	
Muskegon .....	\$ 8.25
H. J. Heinz Co., Detroit .....	12.75
Morris & Co., Chicago .....	16.33
Moulton Grover Co., Muskegon .....	26.50
Commercial Hocking Co., Sturgis .....	16.67
National Rating League, Chicago .....	2.25
Wolf, Sayer & Hesler, Chicago .....	7.70
David Drinan, Muskegon .....	4.55
Muskegon Packing Co. ....	1,586.79
B. Smith, Muskegon .....	27.45
Chas. Vanderhinde, Muskegon .....	87.88
J. Steindler, Muskegon .....	10.18
J. H. Smith, Muskegon .....	15.00
J. Albers Sons, Muskegon .....	219.00
J. W. Smith, Muskegon .....	95.00
M. Birch & Son, Muskegon .....	47.46

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

In the matter of Appleyard & Johnson, Grand Rapids, the trustee's report of sale of the equity in the real estate owned by the bankrupt was to-day confirmed. The real estate was purchased on land contract and the equity to this estate to date is about \$300.

April 24—In the matter of Holland Veneer Works, Holland, the adjourned final meeting of creditors was held to-day. The trustee's supplemental final report and account, showing balance on hand as per final report and account, \$4,282.62; additional receipts of \$1,696.53 and disbursements of \$51.63 and a balance on hand of \$5,927.52, was considered and allowed. The final order of distribution was entered and a final dividend of 8 1/2 per cent. declared and ordered paid to general creditors. This estate has been in process of administration since 1910. Large preferred claims and many contested matters depleted the assets materially and the real estate of the corporation could not be sold for more than the liens and was, consequently, abandoned to the mortgagees. The receipts from all of the machinery was also turned over to satisfy mortgages.

In the matter of Bratigam Bros., Kingsley, the trustee has filed his final report and account and the final meeting of creditors has been called for May 11. The account shows the following: Total receipts from the sale of the assets of the bankrupt, \$250; disbursements for administration expenses to date \$24.98; balance on hand for distribution, \$225.02. It is very likely that

no dividend will be declared or paid to general creditors in this matter.

In the matter of Hans J. Fisher, Grand Rapids, the trustee has filed his final report and account. The final meeting of creditors will be called for some time in May. The account shows the following: total receipts, \$873.88; disbursements for administration expenses and exemptions to the bankrupt, \$375.70; balance on hand for distribution, \$498.18. The assets include a settlement of \$50, which is subject to confirmation of creditors at the final meeting of creditors, which is in liquidation of certain claims of the estate to real estate alleged to have been transferred in fraud of creditors.

In the matter of the Interchangeable Fixtures Co., the trustee has reported offer of settlement of the suit commenced against E. A. Stowe and a special meeting of creditors has been called for May 9, to determine whether or not the said settlement shall be accepted and the trustee authorized to negotiate the same.

April 27—In the matter of John H. Kinsley, Grand Rapids, the final meeting of creditors was held to-day. The trustee's final report and account was approved and allowed and a first and final dividend of 5 1/2 per cent. was declared and ordered paid.

April 28—Tovill Larsen, of Greenville, has filed a voluntary petition in bankruptcy and the adjudication made and matter referred to Referee Wicks. Fred Cole has been appointed custodian by the referee and the assets are now in his hands. The first meeting of creditors has not yet been called. The schedules reveal assets of \$669.80 and liabilities aggregate \$1,034.29.

**St. Joseph Referee.**

St. Joseph, April 20—In the matter of William H. Evans, bankrupt of St. Joseph, the trustee has filed his final report and account showing total receipts of \$530 and disbursements of \$69, leaving a balance on hand for the payment of administration expenses and the declaration of a dividend. The indications are that a small dividend of about 3 per cent. will be declared to unsecured creditors.

In the matter of Frank S. Shannon, bankrupt, of Leonidas township, St. Joseph county, a petition has been filed by the bankrupt requesting that the first meeting of creditors be held at the referee's office on May 4.

April 21—In the matter of Abel Schipper, bankrupt, of Kalamazoo, the trustee has filed his final report and account, showing no property of any kind or description, except such property as is exempt, and has requested that no more meetings of the bankrupt estate be held.

April 22—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the reclamation petition of Smith & Schipper, by agreement with the trustee and the petitioner, has been withdrawn and the petition dismissed.

April 24—In the matter of Herman Vetten, bankrupt, of Kalamazoo, the inventory and report of appraisers were filed showing assets of the appraised value of \$4,838.33. The trustee also filed his report of exempted property. Private bids were received by the trustee for the sale of the assets and James Van Male, of Kalamazoo, bidding the highest amount, purchased the stock of the trustee for the sum of \$2,500.

April 25—In the matter of Frank S. Shannon, bankrupt, an order was entered by the referee calling the first meeting of creditors at his office on May 11 or the election of a trustee, proving claims and the examination of the bankrupt.

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

Night schools at Bay City were more successful than ever before, with a total enrollment of 457 students. Basketry was the most popular subject, with 301 students in the course.

The contract has been awarded for building a city hall at Negaunee at a cost of \$62,000.

A Carnegie library costing \$10,000 will probably be built at Eaton Rapids. The site selected is just south of Red Ribbon hall.

The Alma Board of Trade is assisting in establishing a farmers' elevator in that city.

The M. U. T. company will double track the electric line from Jackson to Vandercook Lake.

Ann Arbor will have four public playgrounds this summer with competent supervision.

Following the Kalamazoo plan, the

prisoners at the Genesee county jail, Flint, will be put to work at road building.

Burrel Tripp, Allegan's new Mayor, in starting in on the job, says things that would well apply in any city. "Let us look into the expenditure of every dollar necessary to use this coming year and bear in mind that the unnecessary leaks, overcharges and careless use of the city's money is the sole and only cause of over-taxation. I am not in favor of curtailing any legitimate improvements or work which properly employs home labor, and I am in favor of paying good liberal wages, but in return I should demand a full-value day's work and that there be no grafting, squandering or overcharging in any division or part of the management of Allegan's affairs."

Mayor Horner, of Eaton Rapids, is a friend of the shade trees and he will not permit a single tree to be mutilated or cut down.

The Stanton Forestry Association will distribute trees and shrubs for

Arbor day planting at wholesale rates to encourage planting in that city and county.

Kalamazoo will centralize its park development work, devoting its funds this year to Crane park.

Almond Griffen.



Let me Spend A week In your Store

I will stop the leaks and losses, correct your mistakes, get you out of unprofitable ruts and teach your salespeople new and approved methods of selling. I will give your store a winning personality and an attractive store atmosphere. Write for my free Booklet and testimonials.

DAVID HUMPHREY FOSTER  
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**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.

**Ceresota**

The Guaranteed  
**Spring Wheat  
Flour**

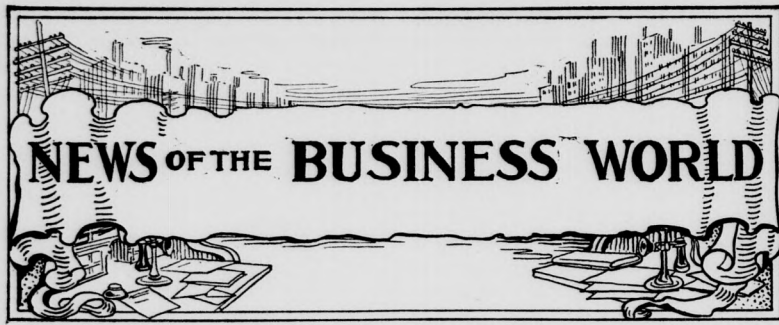
Always Uniformly Good



**JUDSON GROCER CO.**

The Pure Foods House  
Distributors  
GRAND RAPIDS, MICHIGAN





### Movements of Merchants.

Prattville—Phillip Wolf, meat dealer, was robbed of \$75 April 25.

Howard City—Ray Burdick has opened a shoe repair shop here.

Charlevoix—C. M. Hall has engaged in the tea, coffee and spice business here.

Hart—Leon Rolison has sold his stock of groceries to Ralph Dukes, who has taken possession.

Mancelona—E. A. Blair—not Bert Blair, as previously stated—has opened a bazaar store here.

Provemont—Plamondon & Odoi, grocers, are closing out their stock and will retire from business.

Hastings—Fred A. Merritt has engaged in the confectionery and ice cream business here.

St. Joseph—The capital stock of the Sieber Oil Co. has been increased from \$8,000 to \$15,000.

White Cloud—O. E. Bunker, recently of Wooster, has engaged in the restaurant and cigar business here.

Port Huron—The Forman, Mann & Ballentine Shoe Co. has changed its name to the Forman Shoe Co.

Traverse City—Joe Resignol has added a line of fishing tackle to his stock of cigars and tobacco.

Otsego—Monroe Bros. have engaged in the interior electrical supply business in the Moose building.

St. Joseph—J. B. Clinger has engaged in the plumbing, steam and gas fitting business at 612 Pleasant street.

Hudsonville—A. W. Sherwood has purchased the M. McEackron drug stock and will continue the business.

Ishpeming—Joseph Sellwood & Co. dealers in general merchandise, are closing out their stock of crockery and tinware.

Alma—N. E. Saad has purchased the S. Gallagher & Co. stock of bazaar goods and will continue the business at the same location.

Bellaire—The grocery and shoe business of the estate of Chas. Weiffenbach has been turned over to Mrs. Harriet V. Weiffenbach.

Bronson—E. R. Clark has sold his stock of dry goods and notions to Roy E. Carroll, who will consolidate it with his own.

Alma—J. A. Bartley has purchased the store building, fixtures and meat stock of P. T. Banghart and will take possession May 1.

St. Ignace—O. C. Boynton has purchased the Moloney block on State street and will occupy it with his stock of drugs about May 1.

Port Huron—The Michigan Cloak & Suit Co. has leased the adjoining store building and will conduct a millinery store in connection with its business.

Bellevue—The Bellevue Bank has been incorporated under the style of the Bellevue State Bank, with an authorized capital stock of \$20,000.

Burdickville—E. Hilton has purchased the general merchandise stock of R. E. Atkinson and will continue the business at the same location.

Sparta—C. A. Moore has sold his stock of sporting goods and ice cream parlor to N. R. Wright, who will continue the business at the same location.

Kalamazoo—Frank A. Cowlbeck, who has conducted a clothing store here for the past twenty-six years, is closing out his stock and will retire from business.

Otsego—J. H. Engles has closed out his stock of cigars and tobacco and leased his store building to Carroll Bros., who will occupy it with a tin and plumbing shop.

Benton Harbor—The Collins Drug Co. has been organized with an authorized capital stock of \$3,500, of which \$2,200 has been subscribed and paid in in property.

Cedar Creek—E. R. Campbell writes the Tradesman that the statement that he has sold a half interest in his stock of general merchandise to his brother, A. L., is untrue.

Alto—Martin N. Naglekerk, formerly of Zeeland, has purchased the Vos & Brutton stock of general merchandise and will continue the business under his own name.

Schoolcraft—Young & Adams, tinners, have dissolved partnership and the business will be continued by Clovis E. Young, who has taken over the interest of his partner.

Detroit—The Bituminous Products Co. has engaged in business with an authorized capital stock of \$20,000, of which \$13,500 has been subscribed and paid in in cash.

Pullman—William Armentrout, of Kalamazoo, has purchased the Hoffman & Woods meat stock and will continue the business under the management of Lemuel Armentrout.

Three Rivers—William Fishul has leased the N. J. Crawford store building and will occupy it May 1, with a stock of women's cloaks and suits under the style of the New York Cloak & Suit Co.

Holland—L. Goldman, recently of Chicago, succeeds Joseph Brown in the junk, rag and mill supply business at 190 East Eighth street, under the style of the Holland Iron Metal Co.

Lansing—J. A. Holcomb has purchased the interest of his partner, Mr. Dupuy, in the Holcomb & Dupuy stock of bazaar goods and will continue the business under his own name at the same location on East Franklin avenue.

Mulliken—D. C. Stuart has purchased half of the interest held by his brother-in-law, Will Barber, in the Mulliken elevator. The firm will be known as Barber, McNaughton & Co.

Munising—Henry Gollinger will occupy his new store building on West Superior street with his news stand and confectionery stock May 1. He will conduct an ice cream parlor in connection.

Detroit—A new company has been organized under the style of the Velvet Brand Ice Cream Co., with an authorized capital stock of \$2,000, which has been subscribed, \$500 paid in in cash.

Holland—Van Dyke & Sprietsma, dealers in hardware, have dissolved partnership and the business will be continued by William G. Van Dyke, who has taken over the interest of his partner.

Detroit—The Anchor Bay Lumber Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Negaunee—Rosen Bros. & Klein, dealers in dry goods, clothing and shoes, are closing out their stock and will retire from business here, devoting their entire attention to similar stores in other cities which they conduct.

Jackson—The Robert Lake Co. has engaged in business to deal in fuel, lime, builders' supplies, etc., with an authorized capital stock of \$25,000, which has been subscribed, \$100 being paid in in cash and \$24,891 in property.

Sault Ste. Marie—The National Service Selling Co. has engaged in business for the purpose of dealing in all kinds of goods, wares and merchandise, with an authorized capital stock of \$10,000, of which \$5,020 has been subscribed and \$1,004 paid in in cash.

Eau Claire—L. O. Marble, of South Bend, Ind., and W. G. Sharpe have purchased the interest of J. F. Sanders in the Sharpe, Sanders & Co. lumber, coal and feed stock and the business will be continued under the style of Sharpe & Marble.

Traverse City—W. E. Wilson, manager and buyer of the furniture and rug department of the Globe department store, for the past eight years, will engage in the rug and furniture business at 127 South Union street under his own name.

Byron Center—M. McEackron and Earl Peasley, both of Hudsonville, have formed a co-partnership and purchased the S. E. Morrill feed mill, grain elevator and fuel business and will continue it under the style of McEackron & Peasley.

Hastings—Luke Waters, dealer in grain, hay, etc., has merged his business into a stock company under the style of Waters Brothers Elevator Co., with an authorized capital stock of \$10,000, which has been subscribed, \$1,679.06 being paid in in cash and \$8,320.94 in property.

Jackson—Harold Ulricksen has sold his interest in the Lake-Ulricksen fuel and builders' supply stock to his partner, Robert Lake, who has admitted to partnership his son, Robert Lake, Jr., and Benjamin N. Beaman. The business will be continued under the style of Lake & Beaman.

Bad Axe—E. H. Crosby & Co., grocers, have merged their business into a stock company under the same style, to deal in provisions, farm produce and general merchandise, with an authorized capital stock of \$10,000, which has been subscribed, \$241.74 paid in in cash and \$4,266.73 in property.

Battle Creek—The Dobbins Hardware Co. has been re-organized and its name changed to the Dobbins Co. D. M. Dobbins and B. R. Petrie have retired from the company and will incorporate and retain the furnace and sheet metal works under the style of the Dobbins-Petrie Furnace Co.

### Manufacturing Matters.

Detroit—The G. E. Schwab Chandelier Co. has increased its capital stock from \$15,000 to \$20,000.

Adrian—The capital stock of the Bond Steel Post Co. has been increased from \$100,000 to \$125,000.

Detroit—The Bohland Structural Steel Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Automatic Balanced Valve Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Detroit—The Brown-Ahlers Co. has engaged in the electrical appliance business, with an authorized capital stock of \$1,000, of which \$600 has been subscribed and paid in in cash.

Mulliken—The Mulliken Co-operative Creamery Co. has been incorporated with an authorized capital stock of \$2,500, of which \$1,250 had been subscribed and paid in in cash.

Saginaw—The Schust Baking Co. is erecting a concrete and brick building, 68x130 feet in dimensions and five stories and basement in height, which it will occupy about Sept. 1.

Detroit—The Lewis-Hall Iron Works has been incorporated with an authorized capital stock of \$100,000 common and \$75,000 preferred, of which \$165,000 has been subscribed and \$127,500 paid in in cash.

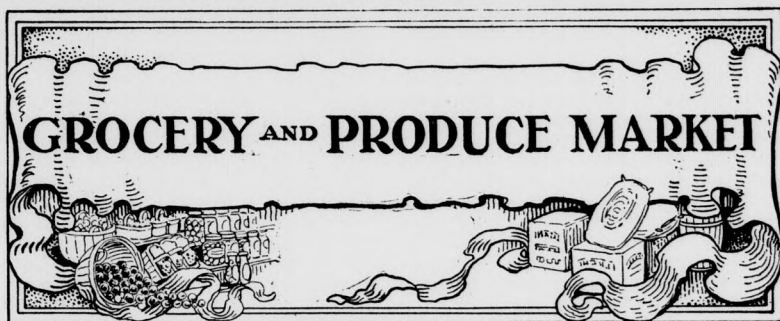
Detroit—The Schulte Soap Co. has been incorporated under the same style, with an authorized capitalization of \$15,000, which has been subscribed, \$1,500 being paid in in cash and \$13,500 in property.

Detroit—The Pingree Co., manufacturer of shoes, has merged its business into a stock company under the style of the F. C. Pingree Sons Co., with an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and paid in in cash.

Bay City—Knapp & Scott, saw mill operators, have merged their business into a stock company under the style of the Knapp & Scott Lumber Co., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Detroit—Lawrence N. Beaker, operating a planing mill and manufacturing sash doors, has merged his business into a stock company under the style of the L. N. Beaker Co., with an authorized capital stock of \$30,000, of which \$27,380 has been subscribed, \$3,030 being paid in in cash and \$24,350 in property.





### 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**—Prices have again declined—this time to \$2.50 per 100 lbs. This reduces the bunch price to \$1.25@1.75.

**Butter**—The market remains steady. The milk supply has increased materially and it is doubtful if prices will rise. The demand at present is for best grades for straight table use. Packing stock and substitutes are very draggy. The demand is very light. In spite of the large imports of domestic goods, Michigan butter is in good demand. Quality is reported to be better than that of some imported stocks that have been received. 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**—2¼c 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.

**Cranberries**—Quotations have been withdrawn from the market after a season of very high prices. Quotations were up during the entire season on account of early frosts in the East and subsequent shortage of stocks.

**Cucumbers**—\$1.50 per dozen.

**Fresh Fish**—The demand for frozen fish is easing off a trifle and it is too early for heavy demands for fresh, unfrozen fish. Prices on fresh fish are high. Pickerel are offered at firmer quotations. There will be very little business done in fresh fish lines during the next two weeks. Quotations on frog legs were down this week, as the market has been overstocked.

**Eggs**—The market is a trifle firm and is higher than a week ago. The bulk of the receipts are at present going into cold storage, and this is steadying the market. The quality of eggs was never better, as the weather conditions are perfect. The market is now ruling about the same as a year ago, but if present weather continues there will likely be good receipts of eggs and a decline in prices. Local dealers are now paying 17½c.

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

**Green Onions**—50c per doz. for New Orleans, Charlottes; 15c per doz. for Illinois; 12c 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 10c per lb.

**Nuts**—Almonds, 18c per lb.; butter-nuts, \$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; Texas Bermudas are now in market, commanding \$1.90 per crate.

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

**Peppers**—Green, 65c per small basket.

**Pineapples**—Cubans are in fair demand and supply on the basis of \$2.50 per crate.

**Potatoes**—Country buyers are paying 45@50c; local dealers get 65@70c. The usual spring fluctuations in price have been in evidence during the week. The market on seed stock is about over, but there will be carloads of Early Ohios and Rose potatoes sold from time to time. Farmers are busy seeding, and shipments to market have been curtailed. If there is a large volume of potatoes still in the hands of farmers ready to be placed on the market as soon as the seeding season is over, a depression in prices will probably be experienced.

**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**—25c per dozen.

**Strawberries**—\$1.75 per crate of 24 pints, Louisiana.

**Sweet Potatoes**—Delawares in bu. hampers, \$1.40.

**Tomatoes**—\$4.25 per 6 basket crate of Floridas.

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

C. Jonker is succeeded in the grocery business at 1069 Sheldon avenue by John Daverman. Mr. Daverman has been engaged in farming and Mr. Jonker will return to his farm. Previous to engaging in the grocery business, the latter was a farmer.

The Powell Co., bookbinders, is succeeded by the Powell & Tatum Co., at 231 Pearl street. The new company is incorporated for \$2,000. Edward Tatum is President and Theo. F. Powell is Treasurer.

J. D. Erskine, of Allenville, writes us, "the Tradesman is one of our family now, we cannot get along without it."

### The Grocery Market.

**Sugar**—The market is quiet, with no demand to speak of from the retail trade. The New York refiners are quoting 3.85 on granulated, except the Federal, which is offering to receive orders at 3.80. This automatically places Michigan granulated on the basis of 3.75. Refiners are looking forward to an increased distribution in refined sugar being of assistance to them, and feel that the lowest prices of the year have been touched, and with normal weather conditions the tendency of the market will be in favor of gradual but not rapidly advancing prices, although there will, of course, be the usual setbacks from time to time, due mainly to the pressure of nearby sugars that may arrive unsold.

**Tea**—Prices in all lines are generally firmer. Some Japan tea importers have already advanced their prices on present stocks 1c per pound. Good grade Javas are being held at 2c advance, the importers of Amsterdam having informed their American agents to that effect. Stocks are scarce and Indias are being used in many cases as substitutes in blending. Stocks of all kinds are at the lowest ebb ever known, with nearly three months yet before the arrival of new Japans and nothing available from Ceylon or China. The principal feature of the American market at present is the possibility of an import "war" duty in case war with Mexico should occur.

**Coffee**—Rio and Santos grades show no change and the demand is sluggish. Mild grades have developed a little firmer feeling on account of the Mexican situation. The ports are closed, so far as Mexican milds are concerned, and the curtailment of the supply of these will doubtless encourage the holders of South American grades to advance their own prices. Java and Mocha are unchanged, Mocha continues scarce and high. Java is unchanged and quiet.

**Canned Goods**—Tomatoes are unchanged, with good demand. Both corn and peas are unchanged. There is some demand for cheap corn, but not a great deal, and very little demand for other grades. Cheap peas are also wanted, but are scarce. California canned goods are unchanged and dull. Future asparagus has changed somewhat in price since the opening, because of various concessions made by some of the packers, and the whole line, including tips, now rules 5@10c below last year. Small staple Eastern canned goods show no change and light demand.

**Canned Fish**—Canned salmon, with the exception of medium red and pink varieties, has been very scarce and very high. The red Alaska flats are about out of the market. The price of red Alaska tallis has been advanced from 40@60c per case. Sockeye one pound flats are very scarce and quotations are very firm. Domestic sardines are very scarce and prices are firm. More than half of the Eastern packers are entirely out of the stocks. The new pack will not reach this market until sometime in June.

**Dried Fruits**—Prunes are unchanged and dull. Future prunes are very much excited and very high, by reason of heavy droppings from the

trees, pointing to short crop. The opening basis was 4¼c for the four sizes, but this has now advanced to 5¼c, which is almost equal to the present high spot price. Peaches and apricots are quiet and unchanged. Raisins are moderately active at unchanged prices. Currants and other dried fruits are seasonably active and unchanged.

**Molasses**—The molasses situation shows no change, the market being seasonably slow with business confined to withdrawals on contracts. Grocery grades are steady at quotations for New Orleans and Ponce. Blackstrap is dull and unchanged, there being less enquiry from the manufacturers.

**Rice**—Foreign rice still has the call over domestic and pending a large crop of the latter is likely to continue to dominate the local market. Conditions in the South continue unchanged, a fair business being done at firm prices, especially for fancy head.

**Spices**—The small stocks in first hands tend to keep prices steady as a rule. Singapore and Acheen black pepper are relatively scarce, the same being true of chillies. There is a little more pressure from Europe, which tends to make buyers inclined to hold off. The trade is taking gingers quietly pending the active movement of the new crop. Cassias are steady, reflecting the low prevailing level.

**Cheese**—The market is unchanged and healthy, fancy makes being unchanged. New cheese is coming in and shows good quality. It meets with ready sale at about 4c under the price of old. Skim cheese is in ample supply and in moderate demand at slightly reduced prices. There will be no marked increase in the demand until warmer weather.

**Provisions**—Smoked meats are steady and unchanged, with only a moderate demand. Pure lard is dull at a decline of ¼c. Compound is steady and unchanged, with a moderate demand. Barreled pork, canned meats and dried beef are steady and in light demand.

**Salt Fish**—Mackerel are in just about the position they have been in for some time. Norways are scarce and high, and the demand is curtailed in consequence. Irish mackerel are neglected. Cod, hake and haddock are unchanged and moderately active.

The music house of Julius A. J. Friederich has been merged into a stock company under the style of the Friederich Music House, with an authorized capital stock of \$125,000 common and \$25,000 preferred, of which \$93,000 has been subscribed and paid in in cash. The stockholders and the number of shares held by each are: Julius A. J. Friedrich, Sr., 760 shares; Julius A. J. Friedrich, Jr., 60 shares and Otto P. T. Friedrich, 50 shares.

V. Van Keuren has engaged in general trade at 151 Griggs street. P. Stekete & Sons furnished the dry goods, Rademaker & Dooge supplied the groceries and A. L. Joyce & Son installed the sodo fountain.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, April 27—Learn one thing each week about Detroit: The largest music publishing house in the world is located in Detroit.

A great many traveling men who are obliged to call on the trade located in Flint ask us to mention the outrageous methods pursued by the Hotel Dresden in charging for a portion of a day. Once before we mentioned that it was nothing more than a hold-up game and, sooner or later, the United Commercial Travelers will find a way to bring the management to time. We will not go into detail regarding all of the complaints, but will give the writer's experience on his last trip to Flint. The rate per day charged was \$3.50 and the day was up at noon. Now the charge per meal is 75c, yet the writer did not check out until after dinner and was charged \$1 for the meal which the clerk called "one quarter of a day." By paying the bill before dinner and re-registering, the meal would have been charged at 75 cents. This is not all. They charge \$1.50 for the use of the room for one, two or three hours, but fail, as in the case of the dinner, to call it also a quarter of a day, but charge \$1.50 for it. If the management insists on calling one meal a quarter of a day, thereby charging at the rate of \$4 a day for a \$3.50 rate, why not do likewise when a traveling man makes use of the room to exhibit his samples for a short time? The writer has stopped at nearly every large hotel in the State and in none of them do they make such unfair charges as at the Dresden. Incidentally, the management was arrested recently for serving skimmed milk to his guests.

Brook trout will be another excuse for a merchant not being on hand to greet the traveling man.

Carl Hauser, National Cash Register Co., Detroit branch, and district organizer for the Order of Fleas, says his idea of a life of ease is to be a clerk in a country hotel.

J. A. Grunwell, general merchant at Smith Creek, was in Detroit looking over the new styles last week.

George Netschke, the leading actor "where fashion reigns," at the corner of Chene and Gratiot (also known as Snubb Junction), according to friends, is to take his annual trip through Ireland shortly. George is one of Gratiot avenue's successful merchants, conducting an up-to-the-minute haberdashery and shoe store.

The early bird catches the worm—so does the foolish fish.

Mr. Cook, member of the firm of Cook Bros., Gaylord, was in Detroit over Sunday. Cook Brothers own a large department store that is a credit to a town the size of Gaylord.

"Billy" Morash, who has recently returned from Florida and taken over the management of the Morash Hotel, at Carsonville, is making many improvements about the place.

Like many other great men, President Wilson will have to die in order to have the Detroit Free Press say a good word for him.

James J. Hickey, contractor and dealer in automobiles, is going to tour Russia in a new auto. "Jimmie" will not ride in a machine of his favorite color, as he will accede to his wife's (who is also of German extraction) wishes. The new automobile will be painted green.

General C. R. Hawley, who has just returned from a Western trip, was a business visitor in Detroit last week.

Everett W. and Roy E. Pingree, formerly with the Pingree Co., shoe manufacturer, have embarked in the shoe manufacturing business under the style of the F. C. Pingree Sons Co., having secured space in the Holiday Box Co. building at 32-34 Fort street, west. Both are young men with plenty experience, having worked themselves up in the old company until they became officers.

Associated with them in the new venture is B. T. Boylan, who knows every phase of the shoe business, having spent thirty-two years in charge of different manufacturing departments making men's shoes. The new plant started operations last Monday. Their many friends and acquaintances will watch with interest the growth of the new concern, for with such talent behind it, the F. C. Pingree Sons Co. is bound to grow, incidentally helping Detroit become a greater mercantile market than ever.

Having individual towels isn't all that is necessary to conduct a hotel successfully.

The writer believes that if every traveling man in Grand Rapids could only realize what a friend they have in Neil DeYoung, district passenger agent, there would not be a Pere Marquette knocker in Grand Rapids among the boys. Mr. DeYoung is ever willing to go out of his way to be of service to his patrons, as we have good reason to know. The Pere Marquette needs friends—Neil DeYoung deserves friends—and the traveling men are the friends he should have.

A great many men who have become successful since becoming benedicts still insist that they are self made men.

A. Bailey, general merchant of Trenton, was in Detroit last week.

G. D. Colburn, sales manager for the Alumium Cooking Utensils Co., of New Kensington, Pa., visited Detroit last week in the interest of his company. Clark Walborn, 80 Kellogg street, is the local representative. Clark is also well known throughout the State, having traveled through the Lower Peninsula for a number of years. Selling alumium ware is but one of his pet diversions, the other being to gather in fresh eggs from a sanitary chicken coop every morning—and evening.

Learn one thing about Detroit: The year 1914 finds Detroit with some baseball team.

A. Blumeneau, one of Whittemore's successful merchants, was in Detroit last week.

William T. Helfer, who has been connected with the automobile industry almost since its inception, has accepted a position as sales manager for the Jeffrey-Dewitt Co., manufacturer of spark plugs, etc. Mr. Helfer, before coming to Detroit, was connected with the Racine Manufacturing Co., of Racine, Wis.

Next Saturday night, May 2, Detroit Council will give the final dance of the season at St. Andrews hall on Congress street. Traveling men who will be in Detroit on that night are cordially invited to attend. As this will be the last dance of the season given by the Council, a good sized crowd is expected.

A fellow might slip on the ice, but the ice companies in Detroit won't give him a chance to slip on the ice bill.

Fred Wendland has taken charge of the dress goods and silk departments in the H. G. Wendland Department Store at Bay City. While Fred is a young man and has had but limited experience, he has all the ear marks of a real "trader"—a real chip of the old block, as it were. H. G. Wendland, from a very modest beginning, to-day owns one of Michigan's prominent department stores.

C. G. Cole, of Bad Axe, was in the Detroit market a few days ago in the interest of his general store.

A woman down in Indiana owns a quilt that is 100 years old. In Michigan we have several hotels that are using quilts at least that old.

George Drach, of the Adam Drach Co., and Marshall Butters, Ludington, attended the wedding in Detroit last week of Miss Elsie McDonald and Harry Hammond, also of Ludington. Mr. Drach acted in the capacity of best man to the groom.

Spain has 26,367,486 domestic animals. The report does not state how many of that number are married men.

We wonder if, when the Dresden Hotel buys a half pound of something or

other at \$1 a pound, they will give up 75 cents for it, or 50 cents for a quarter pound?

Wesley Mills, who accepted a position recently as manager of the clothing and furnishing goods department for the Mihlethaler Co., at Harbor Beach, is very well known throughout a portion of Michigan, where he represented a Toledo house as traveling salesman. Perhaps there is no man in this section who is better versed in the clothing business than is Mr. Mills, although his knowledge is general of the mercantile business, having spent the greater part of his life at it. Before going to Harbor Beach, he was connected with the Oppenheim Co., Bay City, in the clothing department. Harbor Beach is fortunate in having a clothing and furnishing goods man of the caliber of Wesley Mills.

Statistical note: The United States in the past three years produced 53,760,000 pounds of maple sugar. A large proportion originated from the maple trees, we presume.

Frank Drees, well-known merchant, formerly of Sparta, now conducting a dry goods and clothing store at Grayling, was in Detroit last week.

Harry Whitbeck, serious, elongated, hard working salesman for Burnham, Stoepel & Co., shoots this one straight at us without even smiling: "Despite the fact that fresh air is the best thing for the lungs, many traveling men insist on filling their lungs with hot air."

W. Gardner, general merchant of Rochester, was in Detroit on business last week.

News reports state that the Harry W. Watson Co., of Flint, has leased the Metropole Hotel for a term of fourteen years, beginning in 1918, when the lease owned by the present owners expires. The Metropole is located in Detroit's busiest section and the property is very valuable. While the Harry W. Watson Co. is very well-known and has hosts of friends among the traveling men, it would not need the patronage of its personal friends, as the hotel, which contains 150 rooms, is generally taxed to its capacity, owing to its fine location.

The spring fever must have attacked the traveling men's friend, Guy Pfander, last week. Not a line from Foodville.

The man who really has a good time

is the one who stayed home the night before. He can have a good time in the morning counting the money he didn't spend.

Glenn Knight is the latest acquisition to Detroit's contingent of traveling men, having accepted a position as representative for the Franco-American Food Co., Jersey City, N. J. Before going with the Franco-American Co., Mr. Knight was connected with the Regal Motor Car Co. He will have an able instructor in the person of his father, E. G. Knight, who for years has been one of the most successful grocery salesmen in Detroit, representing the wholesale grocery house of Lee & Cady. Glenn's many friends wish him success in his new venture.

Everywhere about the State is found advertising literature and posters, reminders of the U. C. T. convention to be held in Saginaw, June 12 and 13. The activities being displayed by the Saginaw Council in advertising the Grand Council meeting speaks well for the meeting itself. Incidentally, we shall be pleased to receive any news items of interest to put before Tradesman readers, relative to the work being carried on by the different committees.

All do not board at swell hotels who write on said hotel's stationery.

W. C. Acklin has opened an office in the Ford building for the Acklin Stamping Co., of Toledo, manufacturer of metal stampings for automobile parts. The business of the company has been growing at such a rate that the opening of a Detroit office was made in order to keep in touch with its local trade. Mr. Acklin is also Secretary of the company.

After all, many large bills are sold—by hot air.

Donald Eade, a young man, found a position about two years ago with the Best Stove Co., manufacturer of gas ranges. His first work was that of helper to the more experienced workers in the factory. Later he was made shipping clerk. A short time ago an opening presented itself for a traveling salesman for the company. Young Donald, owing to his youth, was, with many misgivings, given the position. The misgivings have since turned to wonder at his success. To-day Donald Eade is one of the most successful gas range salesmen in the State—all within a period of two years.

## Pere Marquette Railway Co.

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

## FACTORY SITES

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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.



Mr. Neddermyer, of the T. Neddermyer Co., of Richmond, was a Detroit business visitor last week.

George Sattler is some automobile builder. Of that everyone will agree. George is some gardener also (?) A couple of weeks ago he made a garden and to date, despite the warm weather, coupled with plenty of rain, about the only thing he has been able to raise is several blisters—and then some one else stole the credit for making the garden.

Bill McFarland (Crowley Bros.) says that too much fun to-day causes more worry to-morrow.

H. Adams, of H. Adams & Son, New Boston, was in Detroit last week looking over the new styles of summer.

Joseph Bauer, 64 years old, one of Detroit's veteran merchants, died suddenly in his home at 178 Tillman avenue last Sunday. Mr. Bauer had been prominently connected with the business interests on the west side, where he conducted a dry goods store for over twenty-five years. He had held many offices in prominent German societies. There are seven surviving children, three boys and four girls. Edward, who has looked after the interests of the store for some time, will take over the business. The funeral took place from the Bauer home on Wednesday.

Death is dreadful to the man whose all is extinguished with his life; but not to him whose glory never can die.—Cicero.

Joy & Netzorg, known throughout the State as the "Irishman and the Jew," formerly of Kalkaska, are now safely ensconced in their new quarters in the Wilhelm block, Traverse City. Mr. Doyle, who was connected for a number of years with L. Glazier, of Kalkaska, has purchased one-third interest in the business.

Jokes are not always what they are cracked up to be.

Miss Irene Carroll, chief telephone operator and also chief of staff of the reception committee for Edson, Moore

& Co., returned to her duties Monday, after several days' illness.

The J. W. Milliken Co., of Traverse City, has joined the list of progressive merchants and installed a bargain basement in its store. Most of the larger stores in the State have carried out this new idea with great success and many of the smaller stores (when possible) are following suit. A bargain basement is a department that will keep the stocks in the regular departments in good shape by taking over the slow selling merchandise. Besides, it gives a store the opportunity of buying a cheaper line of merchandise than would ordinarily be carried. Besides keeping the stocks in good condition, a bargain basement shows a good percentage of profit. The new department for the present will be looked after by "Jim" Milliken. By the way, we are pleased to state that Bob Johnstone, a Detroit boy, formerly with Newcomb, Endicott & Co., who recently took charge of the dress and wash goods departments of the Milliken store, has made many improvements in them and has made many friends during his short stay in that city.

According to the many recounts over the "wet and dry" election in Wexford county, a person may be in "wet" territory one part of the week and in "dry" territory the other part of the week—without leaving Cadillac.

Fools and their jobs are soon parted. Sol, Present, of the S. Present & Co. department store at Cadillac, has sold out his interest in the business and will join his brother in Lafayette, Indiana. Harry Present, a younger brother, will take over the interest held by Sol.

We have received word from the Wequetong Club, at Traverse City, that traveling men who make that city are eligible to membership. The dues are \$5 a year. This should prove an excellent opportunity to the boys who call on the Traverse City trade, as the dues entitle the members to full privileges in the Club, which include baths, tennis

courts, dance hall, billiard tables, etc.

Arrangements are completed for the reception and entertainment of the Indiana merchants who will come to Detroit as guests of the Detroit Board of Commerce on May 6.

O. A. Schreiber, for a number of years with the Abbott Motor Car Co., has been transferred to Detroit, where he will act as special representative for the company. His headquarters will be with the Detroit agents, Gaston & Richardson, 1000 Woodward avenue.

W. H. Gay, of Milan, general merchant, was in Detroit last week.

Here's one more for the calamity howlers who claim business is going to the dogs: The Banner Cigar Co. is erecting one of the largest and most up-to-date cigar factories in this section of the country. The new building will be modern in every respect, even to the sanitation, and will be equipped with receiving rooms and lockers and dining rooms for the employees.

Detroit traveling men have among their number a man who, back in the eighties, was to the baseball world what Ty Cobb and other stars are to the baseball player. "Kit," as every old time baseball fan knows, was at one time the leading catcher for the Chicago National League team. He has been connected with the National Cash Register Co. for the past two years and, as in the days of yore, he sizes up his opponent or customer's weak points and bingo—he signals to the National Cash Register Co., to put over a register and is ready for the next victim, before the last one realized it is all over. Mr. Kittridge, besides belonging to many German societies, is an active member of the order of "Fleas." His headquarters are at 79 Woodward avenue.

Where all friendship ceases—in a high power poker game.

Pleased to receive items of interest to the Detroit readers of these columns. Address 211 Columbus avenue, Detroit.

C. E. Warner, general merchant at Decatur, has added a line of shoes to

his stock. A short time ago Mr. Warner placed his business on a strictly cash basis and reports that he has not only held his own, but that his business has shown a decided increase. The merchant who has no dead accounts on his books and receives cash for what he sells can sell goods cheaper than the merchant who does otherwise—hence the increase in Mr. Warner's business.

The father generally gives the bride away, but oh, if some of the other members of the family only dared!

Ivory Brothers have opened a drug store in Lansing. We presume that the Ivories will be solid with the trade.

Each week finds more stores added to those which will close at 6 o'clock on Saturday night, which is enough to make some believe that the clerks must be considered human after all.

Do not forget the dance Saturday night to be given by Detroit Council.

A dead-beat was never known to return goods.

Who will be the hero who will wear the first straw hat?

Some men are born for luck. Just when we hear our mother-in-law is coming for a two weeks' visit the firm sends us out on a two weeks' trip.

J. M. Goldstein.

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

Buffalo, April 29.—Creamery butter, fresh 22@25c; dairy, 20@22c poor to good, all kinds, 12@18c.

Cheese—New fancy, 14½@15c; choice 13@14c; poor to common, 6@12c; fancy old, 17@17½c; choice 15@16c.

Eggs—Choice, fresh, 20@21c. Poultry (live)—Turkeys, 16@18c; cox 12@13c; fowls, 17@18c; ducks, 18@20c; dressed chicks, 18@20c; fowls, 17@18c.

Beans—Marrow, \$3@3.35; medium; ter, fresh, 22@25c; dairy, 20@22c; poor to good, all kinds, 12@18c.

Potatoes—75@80c per bu. Rea & Witzig.

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E. A. STOWE, Editor.

April 29, 1914.

### CURIOUS WAR SITUATION.

The situation, as between the United States and Mexico, is so peculiar as to make accurate forecast difficult. We are invading Mexico, but we have not declared war. There are numerous possibilities in the field. Huerta may give up the fight. Our navy may simply hold the sea-ports and await developments. We may advance on Mexico City and attack Huerta in his stronghold. We may have the passive or active co-operation of Caranza and Villa in the north of Mexico, or we may be drawn into hostilities with them as well. No one is clear in mind as to these points at the moment, and President Wilson and his associates seem as much in doubt as any one.

The action of financiers when war breaks out, takes account of many considerations. The first necessarily is, what the war will cost, and therefore how large will have to be a belligerent Government's requisitions on the investment market. If a war bids fair to be long and costly, then two inferences follow—one, that large supplies of capital will be used for it, which would otherwise be available for peaceful industry; the other, that prices for the new Government issues will be lowered to find a market, which will usually draw capital out of existing securities whose price is relatively higher, with a view to investing it in the inviting "war loans."

This is why question of the duration of war comes first; for in every serious conflict of recent years (including the Balkan War, the Russo-Japanese War, the Transvaal War, and our own Spanish War), the total outlay of an aggressive combatant has averaged at least a million dollars per day. England spent a billion dollars in the two and three-quarters years of the Transvaal War; Japan spent as much in the year and a half of its war with Russia.

But this is not all that financial markets have to consider, when the war begins. There may be circumstances which will drag other nations than the original combatants into the melee. This, to be sure, has not actually happened since the wars of the first Napoleon (unless one allows for Italy's voluntarily entering the Crimean War in 1855), but it is always a possibility.

It is plain enough that if, as Washington has intimated, we might have to raise 100,000 to 400,000 volunteers, then our per diem expenses might approach the familiar total. Our Government would undoubtedly, have to borrow heavily and that may have been at least one influence on the mysterious collapse of the European stock markets. But that, again, depends on the course of events in the near future, and it also depends on the duration of the war. The cost of our Spanish War averaged fully one million dollars per day, but it lasted less than four months, and was financed without difficulty at home, and without foreign lenders.

This is among the problems of the moment. It will be remembered that the Spanish War was a naval conflict in the main, the land operations being of relatively slight significance. A Mexican conflict would not be a naval war, and it is wholly a matter of conjecture what the land operations would involve. The Mexican War of 1846 lasted nearly two years; but that was because we began with an invasion from the Texas border and ended by entering Mexico, as we did last week, at Vera Cruz. The course of the markets, during the next few weeks or months, will be mainly governed by the financial and investing community's impressions on these points.

### STILL SLOWING DOWN.

Business is no better, and slowness is becoming chronic. Dry goods houses are running behind in their forward sales, as compared with last year, as interior distributors are going slowly in placing orders. Manufacturers generally complain about the limited orders and have reduced their output to about 50 per cent. of normal. At the rate business is going, it will reduce stocks down to a minimum and place distributors in a position where they will have to buy in the near future.

What has most impressed our people, in the face of recent Mexican developments, has been the lack of any considerable volume of liquidation in the stock market, in the face of developments calculated to be at least mentally depressing. This has induced many observers to take a rather more cheerful view of the financial outlook. This position is due, however, almost wholly to the interference, based on the market itself, that the worst has been discounted. It is admitted that war, of even a minor character, must involve economic waste and destruction of capital. But with prices of securities already at a low level, there is some inclination to believe that the immediate effect of any broadening of war activities in Mexico might operate to stimulate rather than depress general business and the financial markets.

In any case, provision for war will enhance the demand for certain goods required by the Government, and this, in turn, must have some indirect effect on other lines of trade. One also hears the argument that this conflict may cause legislators at Washington to turn their attention away from plans for perpetual regulation

of business interests, and might possibly even cause them to be more charitably disposed towards business institutions generally, in the face of this new National problem.

On the other hand, it is hoped that the situation holds little possibility of great disturbance. With the credit of the Mexicans so low as to prevent their levying on the world's money markets, and with the present worldwide ease in money such as to enable the United States to obtain any reasonable amount of funds, there seems little possibility of any considerable financial pressure, through the influence of tight money, such as was witnessed in the Balkan conflict. Moreover, there is lacking entirely that fear of the conflict developing into an international struggle of the first magnitude the possibility of which, in the case of the Balkan war, was so largely responsible for making that contest one of major importance in the world's stock markets.

### THE MEDIATION PROPOSAL.

Whatever may be the outcome of the mediation proposed by Brazil, Argentina, and Chili, the proposal and its acceptance by the United States have, at any rate, served a good purpose. For one thing the great powers of Europe will see in this effort to find a peaceful and honorable solution of a war situation in America that when such a situation arises the sister republics of the Western Hemisphere have now such high respect for the important positions of each other that they can settle their international troubles among themselves. This does not imply by any means that we in the North or they in the South wish to "flock by ourselves" to the exclusion of Europe in our councils if at any time the participation of European Powers should be bound up with the conventions of international courtesy which we shall always seek to observe. For another thing, it must be pleasant for us to reflect that when mediation was proposed in the Mexican trouble by the three strong South American states they first said to themselves, so to speak, "we will the three of us unite in speaking to our Big Sister." The three countries thus addressing our Government through their plenipotentiaries at Washington is such a fine and courteous act, quite apart from whether their proffered good offices turn out to be effective or not, that it should have great effect in promoting good feeling, and it is to be hoped if pourparlers ensue, contingent on Mexican acceptance, many of our people may be brought to a better realization of the fact that in dealing, now or at any other time, with the governments of such American republics as the three that have united in proposing mediation, we shall have to do with men whose skill, competence, and courtesy in the conduct of international affairs are on a par with what we take for granted in the case of representatives of any one of the European Powers with whom we have had dealings or may have dealings in the future. The school of the South American diplomat, indeed, is Europe much more than it

is for our own men in the same calling. The incident, as it stand, is one upon which all parties concerned may congratulate themselves, and regardless of what may be accomplished, it should be productive of much good in our inter-American relations.

### NEARING THE END.

Reports to the Tradesman from Battle Creek Sanitarium are to the effect that the health of Jacob A. Riis has become so impaired as to require his retirement from the activities to which he has been devoted. He is as yet only on the threshold of old age, being not quite 65, and there are not many men in the country who have more fairly won the good wishes of all "men of gentle will" for many years of quiet happiness after a lifetime of active effort. Mr. Riis was one of the vanguard of that army of men and women who, in the past five and twenty years, have been laboring to improve the lot of the least fortunate of their fellow-beings, and have quickened the National conscience in this whole domain of thought and feeling and action. In his work, and his talk, and his writing, about condition in the slums of New York, there was a quality of heartfelt sympathy, made all the more moving by a kindly and genuine humor, which was peculiarly contagious. A certain simplicity of mind, which in some matters that he touched was not to his advantage, only strengthened him in what he said and what he did about the wretchedness of Five Points, the crying need of downtown playgrounds and parks, and other concrete things that he fought for and won in behalf of the poor of New York. He can take to himself, in his retirement, the satisfaction that goes with having done good work himself, and having been the cause of good work, and of good feeling, in others.

### JUST RULING.

The recent ruling of the State Commissioner of Insurance, embodied in a letter to the Michigan Tradesman published elsewhere in this week's paper, is a very just one, as pictures very often attain increased value in future years. This value is easily ascertained by appeals to experts. Insurance companies are very skeptical about the values of pictures and paintings of this kind, as the ideas of the real owner of the picture often exceeds the value placed upon same by experts. The value of a picture is, of course, greater in the estimation of one person than another on account of some sentimental value attaching to same and which really has nothing to do with the actual value of the picture. It is so seldom that serious losses occur to valuable paintings that any discussion as to the real value of the painting or picture very seldom arises. Under the illegal and dishonest subterfuge employed by the insurance companies, the insurer stood no show in dealing with crafty and unscrupulous adjusters and the Tradesman joins with the insuring public in expressing its thanks to John W. Blodgett and his legal representative for taking the initiative in abolishing such an abuse.



## THE NATIONAL GUARD.

### Why It Should Be More Heartily Supported.

Lansing—April 21—Captain John H. Schouten, of Company K, 2nd Infantry Michigan National Guard, of Grand Rapids, has called my attention to your editorial, "National Guard and You."

Permit me to express the thanks of the Michigan National Guard for your attitude as expressed in this editorial. It covers our views regarding the service in a most excellent manner.

The only trouble with the Michigan National Guard to-day is a lack of understanding among the people of Michigan as to the value of the organization to them individually and as a whole. As at present constituted the Michigan National Guard offers a system of training for young men which is most valuable in fitting them for civilian life as well as preparing them for service in case the Nation needs soldiers.

A young man who serves in the Guard finds that opportunities for advancement depend upon his own initiative and his ability to make his way by individual effort. Among several hundred other young men dressed exactly as he is dressed and living exactly as he lives he finds that station in civil life means nothing and that if he is to secure for himself an advancement it must come by effort and discipline or difficulties that entitle him to leadership. It also inculcates the spirit of consideration for others and a knowledge of men which is very important.

Factory managers who have watched the results of service of young men in the National Guard have frequently told me that this service has been the means of developing many young men in their employ as foremen and other positions.

The Guard stands to-day as an organization of volunteers and this sentiment is one worth the attention of the people as an important means of perpetuating the Nation. No young man can come to a field service camp without becoming imbued with a National spirit and a loyalty to the flag which means much to the Nation.

The National Guard should have such support among the people of Michigan as would establish a system whereby every young man would be expected to serve at least one term of enlistment as a part of his duty as a citizen of his country. Contact with the spirit and sentiment of the Michigan National Guard can not help but impress one with the serious purpose of the officers and men and the value of the training in all ways to those who participate in it.

It is through such editors as yourself that we can hope to make the National Guard mean to all of the people what it now means to those who are aware of its purposes and know all the work being done.

Roy C. Vandercook,  
Adjutant General

From William Judson.

Grand Rapids, April 21—As an honorary member of the National Guard, and also deeply interested in the Guard as a citizen, I wish to thank you for your article printed in the issue of April 15 entitled "National Guard and You."

Your good article will go a long way in correctly advising the public in reference to the Guard and the importance of maintaining it in the highest degree of efficiency.

I hope all the members of our next Legislature will extend liberal financial support to the Michigan National Guard.

They should have better meeting places, better equipments and better pay, and our State of Michigan is rich enough to stand for the sensible support of this important organization.

I wish to thank you for your timely editorial.

William Judson.

From Philo C. Fuller.

Grand Rapids, April 20—My attention has been called to your article in the Tradesman entitled "National Guard and You," and I heartily endorse what the article states in regard to the Na-

tional Guard, especially where you say "The real safety of all, poor and rich alike, lies in the power of the people to enforce their laws."

The laws must be upheld or else mob rule succeeds and where that occurs the poor suffer most in the end. In fact, in all wars the poor are the greatest sufferers.

If the time ever comes when we all live under the Great Law, namely, "Do as you would be done by," other laws will not be necessary, consequently no force needed to enforce them. Let us all hope that that time and law will come.

Philo C. Fuller.

From Charles E. Belknap.

Grand Rapids, April 21—In the April 15 edition of the Michigan Tradesman, I note your editorial on the "National Guard."

I have long been aware that a strong undercurrent was working to defeat the object of our National Guard and to prevent its retaining full membership.

Every thinkingman—every man who has in his heart a single spot of loyalty towards his country—knows that if this grand country of ours is to stand, its laws must be enforced.

If the Civil Government cannot or will not enforce the law, then that duty must necessarily fall on the shoulders of our National Guard.

Any man or body of men who deliberately interferes with the National Guard in its effort to protect life and property is a traitor to his country and should be treated as such.

Any man who discourages or deters the loyal American from joining the Guard, is a menace to public safety and should be severely dealt with.

Our National Guard should receive every encouragement from each and every member of society, regardless of any and all affiliations.

Your editorial is timely and is none too strong. I realize that it takes courage in these days to write as you have, and want you to feel that what you have said is appreciated by every man who has live blood in his veins.

Charles E. Belknap.

From Otto H. L. Wernicke.

Grand Rapids, April 21—The leading editorial appearing in the Tradesman last week entitled "National Guard and You" is a thoughtful and timely exposition of a situation which challenges the patriotism of every citizen.

As an indication of my attitude, I am enclosing herewith, copy of a communication which I directed to the Grand Rapids Battalion last September. You may make such use of it as you may think proper.

O. H. L. Wernicke.

Mr. Wernicke's Letter to the Grand Rapids Battalion.

Grand Rapids, Sept. 23—This afternoon, Captain Hurley solicited my cooperation to increase your list of honorary membership as a means of more adequate financial support, and I take this early opportunity to say that I am wholly and unreservedly at your service.

I have drafted the outline of subscription paper, of which I enclose a copy. This expresses my sentiments and I don't give a rap who knows it. It seems to me that you should be able to secure no less than two thousand honorary members of the best men in this community, who, like myself, still esteem it their duty and great pleasure to show the boys how much they are appreciated and that they are backed up to the limit.

It seems to me that a systematic canvas of a selected list of names should result in securing at least three members out of every five called upon, when their eyes are opened to the real facts of the situation.

O. H. L. Wernicke.

Pledge Prepared by Mr. Wernicke.

We, the undersigned resident taxpayers of Grand Rapids, Michigan, do hereby pledge ourselves to uphold, encourage and support of Grand Rapids

Battalion of the Michigan National Guard, and each for himself hereby makes application for an honorary membership in said organization and promises to pay the sum of Ten Dollars upon receipt of a membership certificate.

Our support in this manner is cheerfully given to this volunteer body—not as a favor, but in recognition of the debt that every citizen owes to this excellent patriotic body of our young men who so unselfishly qualify themselves to perform the duties of a soldier; not only without compensation, but often involving material sacrifices in time, money, health and opportunities.

We cannot fail to recognize that in every crisis this Nation has been and is now almost wholly dependent upon its citizen soldier. It is the only army now possessed by the State through which it is possible to ensure to its citizens the constitutional guarantees of life, liberty, and the pursuit of happiness, whenever and wherever assailed in manner or force beyond the power of local authorities to cope with.

We are firmly convinced that the State and Nation do not treat their citizen soldiery with a degree of liberality consistent with the importance of the responsibilities assumed or the services rendered, nor compatible with the personal sacrifices which such services involve.

The lukewarm support of the State Militia by the Legislature, is a regrettable fact and is due in a measure at least to organized opposition of numerous voters who chafe under law and order when enforced against their self-willed defiance. Certain anarchistic bodies in this State styling themselves citizens, whose members arrogate to themselves special rights and privileges which they deny to others; who enjoy the protection and other great benefits of social order; are openly hostile to the National Guard and advocate its abolition. Such un-American organizations prohibit their own members from exercising the glorious right of American citizenship by enlisting in, or in any other manner, giving help or encouragement to the National Guard.

In view of these extraordinary conditions fraught with real danger to the very foundations of society and to every individual person, and further, because these influences in themselves tend to make membership in our National Guard constantly more irksome and annoying, thereby arresting its effective growth and potency, we ask every right thinking man in this city to join with us in giving to the boys of the Michigan National Guard their right hand of fellowship, their moral encouragement and at least the very little financial assistance resulting from an honorary membership. Let us show the Khaki boys that the best people in this country are with and for them;—that is the way to meet the needs of the hour—real soldiers.

From Charles B. Kelsey.

Grand Rapids, April 21—I read with much interest an article printed in your paper on April 15 on the National Guard. Having once been a member of the Guard myself and being an honorary member at this time, it arrested my attention. I have never been able to understand why there should be antagonism to the National Guard unless it was from the fact that many of our new citizens are from foreign countries and have a natural dislike to standing armies.

The National Guard is a citizen who has volunteered to serve his country in case of disturbances which get beyond the control of the police and other local authorities. No citizen in the pursuit of his legitimate duties is ever molested by a policeman or a member of the National Guard. Children upon the streets of the city of Grand Rapids have no more fear of the police or Guardsman than of any other person because they are conscious of the fact that there is no reason why they should be molested. No law abiding citizen should ever have reason to fear the citizen sol-

diery. They are never called upon to exercise authority except where lawlessness has passed beyond control of the usual police authority or threatens to do so. Their presence to preserve life and property is at times necessary, and anyone who has given the subject much thought is bound to acknowledge they have almost universally been the means of preventing great loss of life, to say nothing of property and the preservation of law and order, without which no government can stand.

Any well ordered and reasoning citizen who believes in law and order, the preservation of peace, the lawful pursuit and conduct of business can have no opposition to the volunteer soldier. Without him at times there would be anarchy. Labor and capital would both be without employment. Until such time as all disputes are settled amicably, there will at times be disturbances and riots and for the protection of life and property of all the people there must be the State Militia.

I cannot conceive what a government would do without some police force. I do not think the people who oppose the militia reason out what would be the condition that might obtain if people were allowed to go the limit in disputes that sometimes arise. It would bring about chaos and conditions such as prevail in Mexico at the present time, which no loyal citizen of this country would want to see. It will be a sorry day for any state that shall abandon the volunteer soldier.

Charles B. Kelsey.

From Huntley Russell.

Grand Rapids, April 26.—I wish to commend you for the article in your last issue entitled "National Guard and You." To my mind it seems as if the public are very modest, to say the least, in their encouragement given to the boys who night after night meet and drill, and perfect themselves in the art of protecting our State with such meager incentives and at such real personal sacrifice. After the police have failed, after the sheriffs are through, it is these painstaking boys who finally enforce law and order, because they, while the others slept, were mindful of their State and were awake to the future needs of their country.

Huntley Russell.

### Immaterial.

Diner—I think I'll try some fish today.

Waitress—Bluefish, or whitfish, sir?

Diner—It doesn't matter, I'm color blind.



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.





### How to Meet Competition in the Clothing Line.

In a previous issue of this magazine the writer gave the results of his observations on specializing in the clothing business in a small city, to meet the competition at home and the near-by trade center, Los Angeles. It is with pleasure that in this issue I give the results of an investigation of a clothing store that has built up a good trade under far different conditions, as to territory and population.

In the one case success was built up in a small town on the ocean beach, and in this case in a city of some 35,000 inhabitants—reputed to be the richest city of its size in the United States—with the large and flourishing city of Los Angeles but a dozen miles away and a round-trip carfare of but twenty-five cents. Under the circumstances this is a far more interesting case for many of our readers who are in a like atmosphere.

This broader field has been invaded by a clothier of broad experience from one of the larger inland cities of the South, who, forced by health conditions to seek a more equitable climate, came to Southern California. Upon his arrival here, some eighteen months ago, he looked around for a location to continue the clothing business.

The city, where he was visiting some friends, so pleased him that he sought to effect a lodgment there; but the field was covered by seven large and prosperous clothing firms, which catered to the wealthy element, with large and well selected general stocks of high-class merchandise. To go into the trade with such old and well established competition he well knew he was taking a long chance; not but that he was well equipped with a thorough knowledge of his business, but to fight is to lose money, and he had no money to lose. With the heavy fixed charges of fixtures, light and big rents, to give an even standing to his store he would have had to spend thousands of dollars in getting well started, and he felt it to be too risky.

#### He Decides to Specialize.

Evidently a new angle to the game must be found to attract the trade; and then came the inspiration to "specialize." A new man or firm must have a novel or solid attraction to offer; without this the pull will be a hard and long one, and he figured it out that there are always many men in a community, no matter how well off per capita, who will practice economy in dress. In this out-of-door climate it is common to see men

worth hundreds of thousands of dollars quite plainly dressed, driving their automobiles, or even in overalls and jumpers, enjoying the open air, in making gardens, trimming lawns or amusing themselves with raising chickens. All these will buy substantial clothing at a popular price.

To secure a community of interests a partner was found who was also a clothing man. To him the scheme was attractive, and the \$15 suit store became an accomplished fact. To make the idea stronger it was determined to specialize on a line of hats at \$2, trousers at \$3, men's shirts at \$1, ties at 25 and 50 cents, underwear only at popular prices.

#### Knowing the Markets.

Having acquired an acquaintance with the manufacturing markets of the United States in their former locations, these men were better equipped with a knowledge of how and where to buy than the average clothier, and this is the keynote of their success, for through this experience they are able to give most satisfactory values to their customers.

A good location was found "just around the corner" from the business center of the city, where a store was secured, fronting north, with a front of about thirty feet and with a depth of approximately eighty feet. Two good show windows flanked the single door, and in the vestibule at the front was an island plate-glass showcase of generous size. The finish was dark mission oak, and this color scheme was carried out in the plain but neat fixtures, consisting of six racks on which to display the suits on the right as one entered the store.

On the left were the shirts and the other furnishings, on shelves of the same dark colored mission oak. At the rear of the house the hats were arranged on shelves about six feet high. Three tables occupied the center of the store, on which are displayed suits when selling them.

Glass showcases formed the counters for selling the furnishings, as well as serving to display shirts and small wares. The walls were tinted a soft cream, and with a high ceiling, the store was most attractive. Pennants were used to good advantage to decorate the bare spaces on the high walls, with pleasing effect.

The rent is one hundred dollars per month, the electric bill is but six dollars on an average, the taxes are about equal to the insurance; this latter is at the rate of one dollar ten.

#### Policy of the Store.

In discussing their buying and selling plans, the senior partner of the store said:

"Two hundred suits of well known makes were bought, to find out just what the trade here demanded. All these are carried under our own name because the customer only knows the man from whom he buys, and the man who buys popular-priced merchandise is not ordinarily a very close reader of National advertising. It may do all right for a store handling high-priced lines to carry advertised suits, but with us it is different.

"We hunted the country over for extra values in \$3 trousers, and our \$2 hats are as good as many sold at far more. We do not deceive ourselves with the false note of 'imaginary values,' but we know that what we are selling is the best in the market. No. We do not take any long profits, but confine ourselves to a legitimate gain, which will build up the business on a firm basis.

"We buy suits, hats and shirts in the East, as California has not produced merchandise of this sort to meet Eastern competition. Ties are bought here because they are of excellent value, and made to suit the local market. Collars are bought from the agency of well-known manufacturers who keep a supply house on the coast. Small wares are bought here.

#### Strictly Local Trade.

"Our firm does not use the parcel post. The trade we have is strictly local, and we use only the newspapers as advertising mediums; we do not appeal to the classes, but to the community at large in the city alone; we do not use personal letters or circulars.

"The policy of this concern is to sell, and not keep, the merchandise, and to that end a special sale was recently held, during which the stock of suits was reduced two-thirds, and the other stocks in proportion. We take all discounts, because if we did not it would reduce our profits most materially. We would not have the prestige of being cash buyers, and many plums would not fall into our yard."

Thus, in a rich man's town, this plain, substantial \$15 suit store is meeting with financial success, and is helping to prove beyond all question that specializing pays here in the West.

The plan could be followed more rigidly in some details, as, for instance, there are two lines of ties, 25 and 50 cents, and two lines of underwear. But it may be that some customers want to pay more for underwear that is usually bought by \$15 suit customers. The good judgment of the buyer will determine this point, as he is a man of road experience, we can trust his discrimination in this regard.

#### Full Line of Sizes.

"You can't sell every customer," he said, "but you will sell more men with a full line of sizes and patterns at a price than when a large variety of merchandise is stocked in small quantities. In the one case you will have fewer odds and ends; in the variety store there is a stock of odds and ends when the house is opened.

"There is no room for several specialty stores, at the one price, in a

community, because the chief attraction is lost when several make the same claim at the same time. We have the prestige of this town, and some other clothier may come in and try to do what we have done, but it will not be a go. True, he may cut up the trade and cause both of us to lose money, but a man with common sense will avoid competition which is not profitable."

Any clothier who reads this article can analyze his own trade, or in looking for a location should consider the main facts as given above, and use them as they apply to the condition and situation. But when you decide to specialize—specialize.

—Apparel Gazette.

*Mayer* HONORBILT SHOES  
THE LINE THAT SATISFIES

### 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.**



**BIG RAPIDS BRANCH.**

**Where Every Merchant Reads the Michigan Tradesman.**

Big Rapids, April 27.—Holton is a village settled in 1860, sixteen miles northeast of Muskegon, the county seat, and thirty-six miles southwest of Big Rapids. It has two churches and a bank. Population, 300. The Tradesman is a regular weekly visitor to most of the following business places.

Holten Mercantile Co., general merchandise.

H. A. O'Connor, drugs.  
Pomeroy Bros, groceries and meats.  
S. B. Murphy, general merchandise.

J. S. Anderson, groceries and shoes.  
Holten State Bank.

Holten Rural Telephone Co.  
A. C. Nelson, produce.

Brunswick is three miles from Holton, the nearest bank location. Population, 140. Stage twice daily to Hesperia. George Hewitt, the manager of McCallum Bros., general store, is a valued subscriber to the Tradesman.

Reeman, three and one-half miles from Fremont, its banking point, has a Christian Reformed church. Population, 100. This is a busy little burg and a very large volume of business is done here annually. The following business houses are readers of the Tradesman:

Boven & Co., general merchandise.  
Nick Tanis, groceries.  
Albert A. Sneller, hardware.  
Charles Boyd, produce.  
Reeman Creamery Co.

Fremont, formerly known as Fremont Center, incorporated as a village in 1875, later incorporated as a city, is surrounded by some of the best farming lands in the State and the farmers find a ready sale for everything produced by them. Has an extensive canning factory, pickle factory, cider mill, tannery, two flour mills, saw and planing mills, municipal electric light plant and water works system, asphalt streets, good public schools, a county normal, six churches, two banks and a very progressive lot of business men. The Tradesman is a most welcome visitor to the following business houses in Fremont:

Fremont Canning Co.  
Reber Bros., dry goods, clothing, etc.

Frank H. Smith, department store.  
Dallas D. Alton, Pioneer drug store.

Pikaart Bros., general merchandise.  
Geo. C. Sausman, groceries.  
L. D. Puff, hardware.  
W. W. Pearson, dry goods.  
Sayles & Powers, clothing.  
Wm. N. Senf, mayor and meat dealer.

Vallier Grocery Co.  
Vredeveld & Co., shoes and groceries.

G. Bode & Co., shoes.  
A. C. Brink & Son groceries.  
Fremont Co-Operative Produce Co.  
L. J. Graves, bazaar.  
J. Hoare, bakery.  
R. D. Miller, groceries.  
Jake Mulder, groceries.  
L. E. Norton, drugs.

Old State Bank.  
Fremont State Bank.  
Angus Stewart, druggist.  
G. E. Hain Co., hardware and implements.

Earl Sherman, produce and feed.  
H. Alexander, confectionery.  
Osting Bros., implement dealers.  
Fremont Lumber & Fuel Co.

C. I. Rathbun, jeweler.  
Jas Stannard, cigars, tobacco, etc.  
J. F. A. Raider & Son, hardware.  
J. B. Ketchum, general merchandise.

A. S. Nordholt, bazaar.  
R. Vanderwerp, clothing.  
R. J. Purcey, jeweler.  
Henry Deters, shoes.  
Ed Jacklin, meats.  
N. Warmelink, bazaar.

J. L. Hillyard, produce.  
E. L. Boyd, produce.

The Hotel De Hass, originally built and conducted for years by "Jackie" De Hass, the veteran hotel man, is now in the hands of Fred Kellogg, who is no novice at the business, having previously been mine host at the same old stand and has a large acquaintance among the commercial men.

Van's Inn is a new hostelry recently opened up to the public and, as there is plenty of business for two good hotels, is receiving a very satisfactory patronage. H. N. Van Sickle, or "Van," as he is more commonly called, is a thorough hotel man having conducted a summer hotel at the lake for a number of years.

White Cloud, the judicial seat of Newaygo county, is located on the White River, a water power stream, forty-five miles north of Grand Rapids. It owns and operates its own electric light and water works plant, has a fire department, local and long distance telephone facilities, churches of four denominations, public hall, two banks, excellent schools and goods stores. The Tradesman has many warm friends among the following business places:

C. E. Wilson, department store.  
Barnhard Mercantile Co., department store.

Geo. R. Rosenberg, hardware.  
W. S. Bird, groceries.  
A. Q. Adams, hardware.  
Mrs. A. L. Anderson, hardware.  
E. H. Lemire, druggist.  
Newaygo County Bank.  
First State Bank.  
Hemily Lumber Co.

M. D. Hayward, farm implements.  
J. Cohan & Co., general merchandise.

E. B. Fitzgerald, flour mills.  
Patterson Bros., meats.  
A. D. Lemire, groceries.  
P. J. Youngquist, shoes.

George Patterson, flour and feed.  
The Atlantic Hotel is again in the hands of George Blass, the veteran hotel man and baseball player. George is rather fat to play ball now, but he can still make a home run when it comes to attending to the wants of the commercial men.


The Central Hotel, conducted by Mrs. M. Gust, is another of the leading hotels of White Cloud and receives a satisfactory patronage.  
W. R. Wagers.

**Lipton May Grow Tea In California.**

Reports emanating from California, and said to have good backing, have it that Sir Thomas Lipton is about to undertake the growing of tea in California on a commercial scale, believing that the climate of California and the general conditions in that State are extremely favorable for the growing of tea. He has notified his agents in that State that he has just shipped several hundred three-year-old tea plants in charge of an experienced tea culturist to San Diego, where a small experiment station will be established.

It is said that when Lipton visited California two years ago he was much impressed with the possibilities in California for the growing of tea on a large commercial scale. It is the intention to plant a small acreage immediately and if results are satisfactory he will send over a force of expert tea growers who will begin operations on large tracts, with the ultimate intention of supplying the American market with teas of the Lipton brand.

Don't complain because your town doesn't support its home merchants until you are sure you are giving service that deserves support.



**"Get Together With your Bookkeeper"**

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

**KALAMAZOO LOOSE LEAF BINDER CO.**  
KALAMAZOO, MICHIGAN

# 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.

# SERVICE

Service means a development of the best, along the highest lines of business practice and the eliminating of every possible waste resulting from pernicious methods.

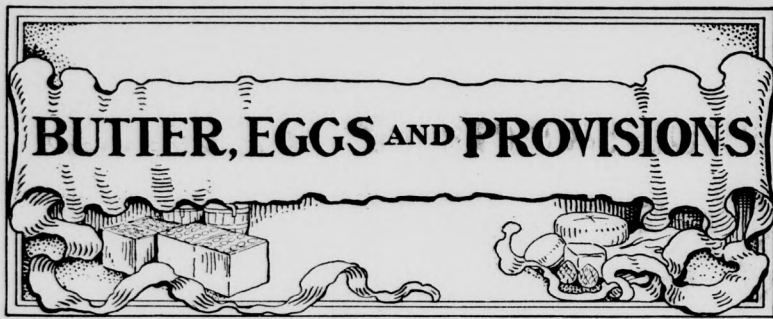
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## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

**THE PROMPT SHIPPERS**





#### Michigan Poultry, Butter and Egg Association.

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

#### Preparing Poultry For Market By Crate Fattening.

Some weeks ago the Tradesman published a notice of a new bulletin of the Bureau of Animal Industry, giving the summary of a series of experiments conducted by the Government on the commercial fattening of poultry. Herewith is published further extracts from this bulletin covering more fully some of the results secured:

A comparison of the results at the various stations shows that the common practice of feeding broilers and springs for about fourteen days during the first part of the feeding season and separating the lots of roasters and broilers about the middle of September, while gradually reducing the feeding period of the roasters, is the most profitable practice, unless there is a special reason for feeding the lots longer in the fall.

It would appear that by feeding twice instead of three times daily the grain was used more efficiently in producing gains. At one station during the greater part of the season the birds received a light feed in the morning and a heavy feed at night, thus getting the bulk of their feed in one meal. Some small tests in cramming, the results of which were not recorded, produced very good results by feeding only once daily. The advantage of feeding twice as against three times daily depends on other factors as much as on the efficiency of the use of feed, so that each feeder must decide that question for himself. Very good results can be secured by either method. There appears to be less danger of overfeeding when feeding only twice daily, but a more experienced feeder is required to regulate the amount to feed in two meals than in three in order to get the greatest amount of feed into the bird. Apparently under average conditions the birds will consume more feed in three meals daily, but will use their feed more efficiently if fed twice, provided that they receive enough food.

A commercial preparation claimed by the manufacturers to stimulate the appetites of birds which are being fattened, was fed in one experiment. Later in the season the test was repeated. It did not appear to stimulate the birds' appetite as the gains of other lots, fed before and after those which received this substance,

did not show there was any advantage in feeding it.

Oil of aniseed mixed with pure carbolic acid, and fed at the rate of one tablespoonful to every 2,000 birds, had been used by one of the feeders in some previous work. It was claimed to have increased the appetite of the birds, but it made the bones brittle, so that its use prevented good dressing.

Fine salt was fed in one experiment at the rate of four pounds of salt to 10,000 head, without producing any apparent results. The feeders at these stations believed that salt in the feed kept the birds from picking each other, so that when this vice is prevalent it may pay to feed salt, otherwise there is no advantage in adding salt to the ration.

Grit was given to the birds in one experiment twice weekly during the first month of the feeding season, but no grit was fed at any of the other stations. At the end of the month the feeding of grit was stopped without any apparent effect, and was not fed any more during the season. Birds in good health, which are fattened not longer than 16 days, do not need grit, as grit increases the cost of feed and labor without producing better gains.

The marked growth of feathers which occurs during a few days of fattening indicates that buttermilk and forced feeding tend to renew feathers rapidly. Chickens which do well in fattening are almost invariably covered with pin feathers, and this is an indication of good results in the feeder. Apparently a large amount of buttermilk in the feed greatly stimulates the growth of feathers, which fact might be noted in connection with the feeding of laying hens during the late summer to promote rapid moulting and the growth of new feathers without forcing the birds.

The No. 1 grade of poultry ordinarily sells for 1 to 2 cents more per pound than the third grade, so that a feeding mixture which will produce a greater per cent. of the No. 1 grade has a commercial value. Buttermilk in the feed produces a bleach. An experiment was conducted to see whether the addition of condensed to ordinary buttermilk was profitable. One gallon of condensed buttermilk was added to ten gallons of ordinary buttermilk from August 24 to September 18, and this test was repeated from October 4 to the 18th. The birds did not do well during the hot weather, which occurred about the middle of August. This is also shown in the grading reports. Condensed buttermilk was fed at this

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Eastern Market Detroit, Mich.

EGGS AND LIVE POULTRY

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WHEN IN THE MARKET FOR

Potatoes

or have any to sell, call or write

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Bell M. 66

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MICH.

## SUN KIST ORANGES

Send us your order.

Write us for our weekly price list.

M. O. BAKER & CO

TOLEDO, OHIO

## 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

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

We also receive Veal and Poultry on consignment.

## Schiller & Koffman

References:  
Dime Savings Bank  
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Mercantile Agencies

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DETROIT, MICH.

# The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.



time and resulted in an immediate marked increase in the fancy grades of dressed poultry. This increase was greater than the relative increase in per cent. of gain, showing that the increased consumption of buttermilk produced a larger per cent. of fancy poultry, but when this condensed buttermilk was dropped out of the ration on September 18, the proportion of fancy poultry did not decrease. This would appear to show that the addition of extra condensed buttermilk was profitable only during warm or hot weather, and in fattening small birds. Condensed buttermilk was used entirely in mixing the feed at Stations 2 and 3, adding 1½ gallons of water to one gallon of the milk at Station 2 and equal parts of water and condensed buttermilk at Station 3. This large proportion of milk solids showed very marked results in producing a bleach in the poultry.

A test in cramming chickens, conducted by the feeder at one station on ground Georgia peanuts with buttermilk, produced unfavorable results. The feed was very laxative, and the chickens, although eating well, grew thin instead of fat. A ration containing about 6 per cent. of peanut meal gave good results. The peanuts flavored the flesh and produced a peanut-feed chicken which sold at a special price, but the unfavorable effects of feeding a large per cent. of peanut made this ration impractical.

A ration consisting of 60 per cent. steel-cut oats, 40 per cent. corn meal, with ¾ of a pound of tallow and ½ pound of fresh meat per 100 head daily, mixed with buttermilk, gave very good results, producing extremely fat chickens. The oats were soaked in buttermilk a couple of hours before feeding.

A test was made of cooked meal obtained by adding boiling water to corn meal and allowing this mixture to stand for twelve hours. Some condimental foods were added to this feed, and milk was kept before the birds during the day, but the results were not particularly satisfactory.

Another test was made with low-grade flour in place of the steel-cut oats, and this produced almost as high gains at \$2 less cost per 100 head on feed. Table or cottonseed oil which cost 45 to 55 cents per gallon was tried in place of tallow. Chopped green alfalfa was added to the ration, but alfalfa has a tendency to color the flesh if fed up to killing time. None of these extra feeds appear to be either necessary to economical.

The milk was heated before mixing with feed at the different stations as soon as the weather turned cold in the fall. The consistency of the feed depends greatly on the weather. During hot weather the mixture should be made so that it will run rather than drip. In cooler weather it can be mixed with less milk to good advantage, but should drip freely. When thick condensed buttermilk is used, the feed can be mixed to a thicker consistency than with ordinary buttermilk. The monthly average of the per cent. of buttermilk to total feed at one station was as

follows: July, 67 per cent.; August, 70 per cent.; September, 68 per cent.; October, 65 per cent., and November, 66 per cent.

From eight to twelve birds were placed in each compartment of the portable batteries at Stations 2, 3, and 4. Twelve birds were too many, as the birds scratched each others' backs through attempting to feed at the same opening. Ten birds gave good satisfaction at all of the stations, but eight birds seemed to do better at Station 4 during hot weather. Ten birds in a compartment allows nine-tenths of a foot of floor space per bird in the battery. Later in the season, when the birds were larger, only eight birds were placed in each compartment. Batteries of the size mentioned (2 feet 4 inches wide by 3 feet 10 inches long) will hold eighty broilers or medium-sized springs, or sixty-four large springs or roasters without crowding, but in very hot weather it may pay to place only sixty-four head in each battery, if enough floor space is available.

If the chickens are carefully selected before they are put into the feeding station, so that no birds with colds or apparently out of condition go into the feeder, and they are only fed for a short period of six to ten days under proper conditions of ventilation, it does not appear profitable to employ an extra man to remove "cripples." The regular help, however, must watch the birds carefully enough to prevent roupy conditions from spreading through the coops, although this is not likely to occur during the short feeding periods. Portable batteries placed a few inches apart keep the birds scattered.

**Buttermilk to Cure Erysipelas.**

Popularly, buttermilk has long been believed to be a remedy for erysipelas. Of late, it has been tested by physicians and is now being warmly recommended by them. The buttermilk is applied in cloth moistened with it and is said to reduce the pain quickly. The fever continuing, buttermilk was also given internally and the temperature fell rapidly. The progress of the disease was checked almost instantly.—Milk Plant Monthly.

**Buttermilk Cheese.**

What bids fair to becoming a discovery of importance has just been made by John C. Phillips, of Imperial, California. It is a new delicious cheese made from buttermilk. If this product becomes a staple marketable commodity, and all indications seem to point to that result, it will add many dollars to the income of the creamery.

"Once," declares the Philadelphia Public Ledger, which is dangerously near being accused of treason to the sacred cause of closed-shop labor, "the paid lobbyists of the railroads sat in every legislative body, but they have disappeared. There is now an even more dangerous paid lobby of labor agitators who presume to pass in judgment upon every legislative bill introduced."

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Grand Rapids :: Michigan

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.

**Satisfy and Multiply**  
Flour Trade with  
"Purity Patent" Flour  
Grand Rapids Grain & Milling Co.  
Grand Rapids, Mich.

**POTATO BAGS**  
New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.  
**ROY BAKER**  
Wm. Alden Smith Bldg. Grand Rapids, Mich.

**Geo. L. Collins & Co.**  
Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.  
29 Woodbridge St. West  
DETROIT, 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.

Write or wire us when ever you have  
**POTATOES TO OFFER**  
LOVELAND & HINYAN CO.  
236-248 Prescott St. Grand Rapids, Mich.  
We have seed potatoes to offer in local lots

When in the market to buy or sell  
**FIELD SEEDS**  
Call or write  
Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

**Use Tradesman Coupons**

AS SURE AS THE SUN RISES  
**Voigt's CRESCENT FLOUR**  
Makes Best Bread and Pastry

**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.

**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.

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

**Make Out Your Bills**  
THE EASIEST WAY  
Save Time and Errors.  
Send for Samples and Circular—Free.  
**Barlow Bros. Grand Rapids, Mich.**

Largest and best equipped vulcanizing shop in Michigan.  
**Standard Tire Repair Co.**  
15 Library St. Grand Rapids, Mich.

**Use Tradesman Coupons**





The final closing of the affairs of the late First National Bank of Ironwood, will occur on April 30, when the last dividend will be paid. The amount will be 3.87 per cent. The total dividends thus far paid to the creditors are 35 per cent. and this, with the final one to be paid this month, will make a total of 38.87 per cent. It is said that it is a more than usually bad failure when a National bank does not pay 75 per cent., while in this case the total payment is but a little more than half of that amount. The total amount of the claims against the institution was \$601,776.12.

Melvin W. Orr, a Manistique banker serving time at Marquette, has been granted a parole, by the Board of Pardons. The case was considered by the Board at its meeting in Jackson two weeks ago, but was passed for further consideration at Lansing, as certain papers were not available when the Board took up the case here. Orr was sentenced for a term of two to twenty years. When the ex-banker asked for a parole he presented a petition signed by 1,000 Manistique citizens.

The Bank of Stephenson, in the Menominee county town of that name, last fall had a capital stock of \$20,000, as originally subscribed, and a surplus of \$21,000 accumulated during the thirteen years of business. At the same time a liberal dividend had been paid to the stockholders each year. Not a cent had been lost by the Bank during its existence, and because of its good showing the directors decided to erect a new and modern building. This building is now completed and has been occupied. It is of the Doric style of architecture, with two large Bedford stone columns and trimming and pressed brick of a harmonizing color. It is substantially constructed with heavy concrete foundation and solid brick walls. The concrete vault in which the money is kept has more than a mile of reinforcing steel rods, a large burglar-proof door of five-ply chrome steel, weighing 5,000 pounds, and a burglar-proof manganese steel safe. The vault contains safety deposit boxes. The latest report of the bank shows the following condition: Capital, \$20,000; surplus, \$21,000; deposits, \$169,028.78; loans and discounts, \$174,159.21.

The bank of Allen, Kimberly & Co., at Bellevue, that has long been regarded as one of the prosperous institutions of Eaton county, will become a State bank about May 15, an

application for a charter for that purpose having been endorsed by Banking Commissioner Edward H. Doyle. All of the old stockholders and a number of new ones will be interested in the new Bank, all of whom represent the leading business enterprises of Bellevue. H. M. Allen has been President of the Bank for the past twenty years, and C. D. Kimberly has been associated with him as Cashier for thirteen years. It has been doing business nearly thirty years.

A forged check drawn on the First National Bank of Quincy was recently cashed by the Allen State Savings Bank. A man drove up in front of the Bank at Allen and, getting down from a load of household goods, entered the Bank and presented the check for \$282. The man said he was moving to a farm in Litchfield and gave that as his reason for cashing the check. The check was dated March 28 and apparently signed by Boynton & Houghtaling, of Coldwater. They pronounced it a forgery and stopped payment on it at the Quincy Bank when it was presented by the Allen Bank. A similar deal was recently pulled off at Union City, in Branch county, and it is believed the same man manipulated both swindles, as both checks were drawn on the Quincy Bank.

T. N. Brockway, who was recently made Cashier of the Albion State Bank, has been compelled to tender his resignation, as it is necessary for

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



### Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Resources

8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

## 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 3 1/2 % if left a year.

## Fourth National Bank

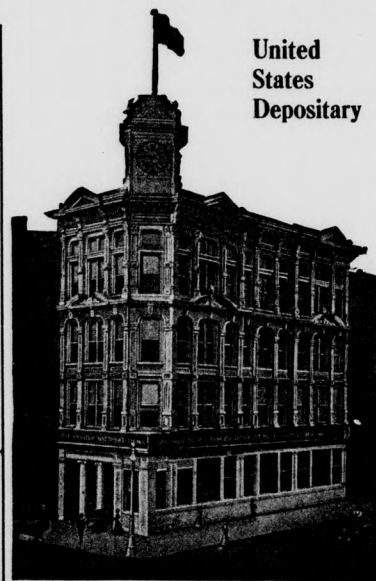
Savings Deposits

3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

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



United States Depository

Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000



him to move to Allen, at once because of the ill health of Mrs. Brockway's parents. It is with considerable regret that Mr. Brockway severs his connection with the Bank. R. E. Schumaker, who has been chief clerk at the Gale plant, has been elected to take the position formerly occupied by Mr. Brockway.

Charles Barrell, the Parma banker died recently at University hospital, Ann Arbor of a complication of diseases.

The head of one of the largest public utility operating firms in the United States was speaking recently of the underlying reasons for success in his field. "There are a vast range of problems involved in the successful development of a public utility," he said, "varying from the efficient use of labor in the boiler-room to sound methods in world finance. Back of the whole scheme of things there must be not only an intelligent and efficient management, but a broad, sound, wise, and reliable management, which, by its ability alone can transform an unprogressive company or community into thoroughly progressive economical units."

The business of a light and power company differs from that of an industrial or mercantile concern, in that it is irrevocably wedded to the locality in which it is situated. Should it be in a moribund community, its future must be dark, unless the community can be revived. On the other hand, the more prosperous the community is and the brighter its future, the better are the prospects of the light and power company.

The old saying, "Competition is the life of trade," is being superseded among the quasi-public companies, at least, by a realization that co-operation is the father of mutual profits. Railroads and public utilities have long since departed from the attitude of "public be damned," and progressive communities are coming to realize that prosperous public utilities can, in excellent service, render to the communities greater profits than are represented by the entire revenues of the public utilities.

A prosperous and efficient traction

system, which is pushed out into suburbs, develops suburban real estate, and the opportunities for healthy and happy life in a community to a vastly greater extent than the additional revenues that this traction system gets from its suburban service. A light and power company operated along the most efficient and advanced lines of economics, is by its power service and rates, able to draw into the community manufacturing industries which otherwise would go elsewhere. By its progressive development it enables the merchants to gain an increment of business greatly in excess of the total lighting revenues of the company.

The interests of the public and of the utility are in reality not opposed to each other, but are parallel and mutual. Therefore, the development of mutual conditions is of primary importance in making a prosperous public utility, and it is expected in the utility field that the recent growth of public supervision by state commissions will not be, as some think, merely a policing of the utilities, but will be a broad-minded development of the mutual interests of both the public and its servants. But in order to accomplish the best commercial or outward results, there is recognized to be the need not only of broad-minded and efficient general commercial management and public relations, but also thoroughly efficient operating conditions.

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

	Bid.	Asked.
Am. Light & Trac. Co., Com.	335	340
Am. Light & Trac. Co., Pfd.	105	107
Am. Public Utilities, Pfd.	72	74
Am. Public Utilities, Com.	46	49
Cities Service Co., Com.	89	91
Cities Service Co., Pfd.	74	76
Citizens Telephone Co.	78	80
Comw'th Pr. Ry. & Lt., Com.	59½	60½
Comw'th Pr. Ry. & Lt., Pfd.	80½	81
Comw'th 6% 5 year bond	98	100
Pacific Gas & Elec. Co., Com.	37	39
Tennessee Ry. Lt. & Pr., Com.	14	16
Tennessee Ry. Lt. & Pr., Pfd.	70	72
United Light & Rys., Com.	75	77
United Light & Rys., 1st Pfd.	75	76
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	216	220
Fourth National Bank	215	220
G. R. National City Bank	174	178
G. R. Savings Bank	255	
Kent State Bank	255	265
Peoples Savings Bank	250	

April 29, 1914.

**LOOK AHEAD**

According to an eminent English Financier the present year is an exceptionally favorable period for investors to purchase strong stocks at attractive prices.

If purchased now, preferred stock of the  
**AMERICAN PUBLIC UTILITIES CO.**  
will yield 7½%

It owns and operates 14 gas, electric light, heat and power properties serving 525,000 people.

Write for earning statements.

**KELSEY, BREWER & COMPANY**

Engineers, Bankers, Operators

Michigan Trust Building

GRAND RAPIDS, MICH.

**This Company through its departments performs its varied duties in a clear, simple, accurate manner. Complete accounts are kept and rendered which are easily understood and open to inspection of those interested. Trust funds are kept separate and credited with their earnings, estates carefully and conservatively managed.**

**GRAND RAPIDS TRUST COMPANY**

123 Ottawa Avenue, N. W.

Both Phones 4391

6%

Bonds may be bought from us as easily and safely by mail as in person.

Tax Exempt in Michigan. We recommend them for investment.

**The Michigan Trust Co.**

**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.

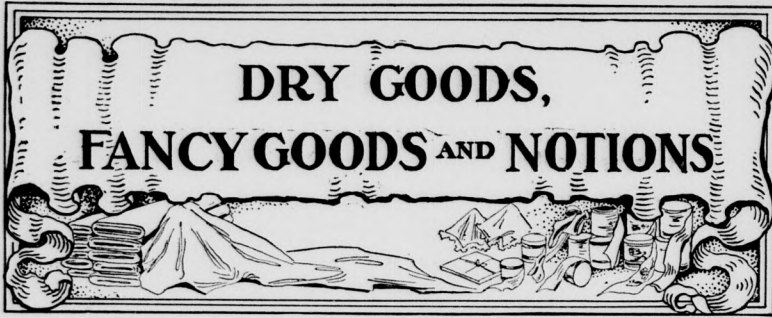
Fifth Floor  
Mich. Trust Bldg.

**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.**





### Passing of the Time-Honored Wax Figure.

Written for the Tradesman.

It is predicted that the wax figure, so long recognized as the only correct contrivance for displaying ladies' dresses, suits and wraps, must go. Indeed it is asserted that it already has gone in the swellest establishment in New York City and in some of the most exclusive shops in Chicago and over the country generally.

Whether the lady with the marvelously brilliant complexion and the set, insipid smile and the always-in-perfect-order hair, has gone for good from those places which have taken the initiative in displacing her with the far less expensive headless figure or with no figure at all, and whether she will gradually take her departure from other dry goods and specialty stores as soon as the stock of her now on hand becomes too grimy or too mutilated for further use, or as soon as the style for discarding her has spread so widely that her presence will mark a store as a back number—remains to be seen.

Such an innovation as relegating to the basement the time-honored wax figure sometimes meets with almost universal adoption in a surprisingly short time—sometimes such displacement is brief and spasmodic and the old device is again brought into use with a stronger claim for utility than ever.

The glass jars or vases of wonderfully graceful lines and good proportions, which, filled with beautifully tinted liquids, forty years ago invariably had their place in every drug store, and lacking which no reputable druggist would have thought he possibly could fill a prescription, went their way, perhaps no one can tell just when.

Possibly wax figures have the same lack of practical utility. Perhaps garments displayed on a headless dummy or simply on a rack or frame, will sell as well. Doubtless a woman who is studying some article in a window display can tell just as quickly whether she likes it or not without that lifeless smile above it. Certainly merchants should welcome and adopt any change that will cut out a needless item of expense.

Running expenses are distressingly high at best. Some items are on the principle of the standing army—so long as one merchant maintains a certain line of expenditure, his competitors feel that they must also.

The only question regarding the wax-faced lady is whether she is a needless expense. If so, let her be discarded without delay. In case she

goes, the making of displays on "living dummies" for very special occasions doubtless will increase.

Avoid Premature Display of Goods.

Speaking of displays, it is a bad plan to "rush the season" too much with showings of thin, sheer summer fabrics. On bright, warm days bring out a few pieces to let passers-by know that you have them. When the weather changes, whisk them back into their wrappings. Keep your stock in these lines fresh and clean until the weather is warm enough to waken an interest in buying. Who has not seen in Northern Michigan on cold-rain days in May, displays of lawns and mulls and lingerie, that make one shiver to look at them? Furs would be more appropriate.

The Ever-Desirable Seventy Per Cent

"The Average Overall Wearer is the Bread and Butter of Your Patronage. He is the man who gets a pay check every Saturday night—and spends a part of it with you if you treat him right. He buys 50-cent neckties, two-for-a-quarter or 25-cent hosiery—he represents seventy per cent of the apparel business. And he doesn't wait until the end of the month to pay his bills. He is loyal, easily and quickly sold to, and 'stays put.'"

This extract, taken from the advertisement of an overalls manufacturing firm in a clothing paper, is well worded. The truth expressed applies just as aptly to the dry goods business, and indeed to the grocery and hardware trade and to several other lines as well, as to apparel merchandising.

The average dry goods man will do well to go right after this great and desirable 70 per cent.

A man who recently opened a dry goods store confided to an intimate friend, the latter a retired merchant, that he was not getting the business that, with his stock and equipment, he felt he had a right to expect.

To this frank acknowledgment the old merchant thoughtfully replied: "Of course as yet your store is very new, and you can't expect that people will all at once break away from the places where they have been buying for years; that is, not in as great numbers as you naturally want. You will have these previous attachments to contend with for some time. But I believe that you are suffering greater loss from many people thinking your place is to swell for them. They have the impression that you have nothing but the latest, most exclusive and highest-priced stuff, and they are afraid to come here. They feel that they would better take their hard-earned dollars and go where they can buy good popular-priced goods, and

"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

## FALL DRESS GOODS

In order to assure prompt delivery on Dress Goods next Fall, we suggest placing a future order now.

Our travelers are out with the samples and we thank you in advance for the courtesy you will extend to them by looking over the line.

Storm Serge	French Serge
Sponged Serge	Wool Crepe
Wool Diagonal	Wool Panama
Wool Sacking	Henrietta Cashmere
Poplar Cloth	Cordette Suitings
Tricot Flannel	Scotch Plaids
Shepard Checks	

Grand Rapids Dry Goods Co.

Exclusively Wholesale GRAND RAPIDS, MICHIGAN

where their humble wants will not be regarded with scorn.

"Now of course you haven't intended anything of the kind. But it's like this. You have here a big new handsome store, very fine windows and good furniture and fixtures. Then you have a certain amount of expensive goods, some especially handsome things selected with excellent taste and judgment. The bulk of your stock is medium-priced stuff, and in this you are wise. But in all your displays you have given your high-priced goods prominence, to the exclusion of the medium-priced. In your advertising you have been talking to the very wealthy alone, who constitute only a small fraction of the whole people, certainly less than five per cent. You have had not a word for the families of mechanics and workmen and men employed on small salaries, for women who make their own living—teachers, stenographers and the like—in short, for the great middle class who do nearly or quite three quarters of the buying that is done in this town. Servant girls are excellent customers. They receive good wages and usually spend freely.

"Go right after the trade of all these people. In a large share of your advertising, talk about the items in which they are interested. Make good window displays of medium-priced stuff, with prices marked in plain figures. And when you get any of these people into your store, be sure to treat 'em right. Take pains to make them feel at home, and do not fail to let them know that you really want their patronage and appreciate it.

"Mrs. Artisan, the wife of the carpenter or bricklayer or factory worker, is a far more desirable customer for the average merchant than Miss Moneybags, the daughter of the capitalist. Miss M—is all right in her way, but she is not only fastidious, she is apt to be capricious as well. Just when you think you have her solid, off she goes to the big city and does her shopping for the season. It requires a large stock of very high-priced goods to handle her case at all successfully; and then you can't count on steady patronage from her as you can from the people who receive only \$12 to \$25 per." Fabrix.

**Banana Statistics.**

Enough bananas were imported into the United States last year to furnish peelings sufficient to give the people one hundred slides per capita.

Think as much of the advantage your customer will receive from doing business with you as you do of your own profits, and think as much of the rights of your firm as you do of your own prerogatives. It is better to make a fair sized sale and to know that it was scientifically accomplished than it is to bag a little bigger order without knowing whether to credit your business to mere luck or to pliability on your customer's part. Such a sale helps you little in the future.

But when the millenium starts in business the man behind the muck rake will be out of a job.

**Preparing For the Month of Weddings.**

Written for the Tradesman.

Foresight and preparation for the future are essential to success in merchandising. The merchant who, not merely content with meeting the problems of to-day, looks a month or two ahead and makes his preparations accordingly, is bound to secure the advantage over the competitor who finds himself compelled to meet the public demand as best he may with an ill assorted and incomplete stock.

The early part of May is not too soon to prepare to cater to the trade in wedding presents, which June always brings. In this utilitarian age when useful gifts are coming more and more into vogue, the hardwareman, or the merchant who handles certain lines generally associated with the hardware store, stands an excellent chance to profit by catering to the demand for June gifts. For gifts of an essentially practical nature are a part of every modern hardware stock.

The dealer's business is to suggest practical and appropriate gifts; and to be in a position to supply the demand for these when it comes. Undoubtedly the average young couple prefer the practical—that is an important fact for the merchant to bear in mind. With a house or apartments to be furnished, usually from very limited means, a kitchen range or a carving set or a carpet sweeper are much more welcome than articles which are ornamental to a degree without being useful in the least. And in many apartments there is little room for gew-gaws; space is too limited.

"Make your gift practical" is a good slogan for the man who sells useful gifts.

Silverware is featured in many hardware stores. It forms an excellent connecting link between the ornamental and the useful. Here and there cut glass is handled by hardware dealers. In cut glass many articles of practical use on the table, and yet which have a highly ornamental value can be had. Tumblers, carafes, knife rests, butter dishes, and similar handy things can be bought at prices which satisfy both the purchaser's purse and his sense of duty. In silverware, bread trays, knives, forks, spoons and many kinds of dishes can be stocked. Similarly, hammered brass is often advantageously handled. Jardinieres, scuttles, book ends and the like can be offered. These lines, besides being in themselves profitable to handle, help to attract the purchaser of wedding presents and bridge the way to the more useful and less ornamental lines. A silverware display, or a cut glass display which includes all three ornamental lines, makes a good leader for the season, and can be shown the last week in May or early in June.

From these lines there is an easy transition to carving sets. A good carving set is absolutely essential in every home. The cutlery trade in June should be exceptionally good. Then, too, in these days when all modern houses are wired for elec-

tricity, there are many handy electrical specialties which will prove in many cases ornamental and in all cases useful. A handsome reading or piano lamp will always be acceptable. In the more practical lines there are electric irons, electric toasters, coffee percolators and numerous other convenient electrical devices, to which additions are being made practically every day.

Then there is always the range or heater—if the nearest relatives do not make these a wedding gift, the happy couple will themselves have to make the purchase. And there are kitchen utensils, tinware, granite ware and the like. A complete equipment of kitchen utensils, in tin, granite or aluminum, or a series of complete sets in all three lines, will make a decidedly catchy window display. It may be advantageous to display these goods in May, well in advance of the month of weddings. There is a double advantage in this. First, such articles are usually sought for "showers," and these take place several weeks in advance of the wedding. Second, these lines appeal to housewives in that period after the spring housecleaning when they are in decidedly revolutionary mood and on the lookout for more convenient methods of handling the kitchen work. Thus a display of kitchen utensils in May makes a good follow-up for the housecleaning season and a good starter for the trade in wedding gifts.

The windows can be used liberally during the month of weddings.

People are always interested in weddings, and "For the June Bride" is as catchy a sign as can be devised. Often in small places the merchant, through an alert clerk or book-keeper, can secure notice in advance of these happy events; and it is an easy matter for the clerk to personally suggest to friends of the participants this, that or the other useful gift which might be appropriate. Newspaper advertising is always in order in appealing to this class of trade.

William Edward Park.

He is, to say the least, an unusual man who doesn't love himself any more than he loves his neighbor.

Pay as you go—but save enough to pay for a return ticket.



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.



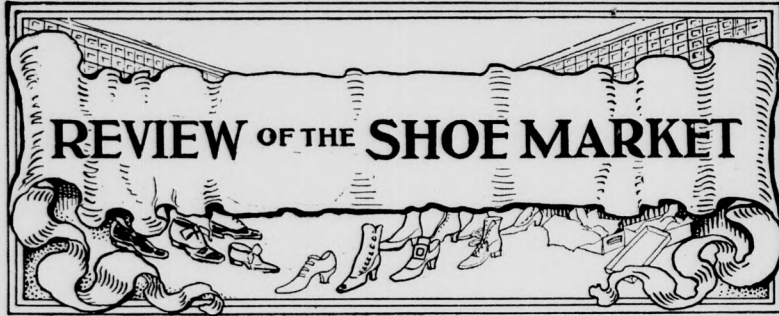
**Prepare For a Rainy Day**  
We are splendidly prepared to meet your requirements on Umbrellas in all grades. Prices as low as \$4.50 per dozen up to \$3.50 each.

**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





### Some Reasons Why Spring Business Is Late.

There have been springs when the retail shoe business of the country showed in sales a better three months than January, February and March of 1914, but there has never been a season when shoe dealers have been more determined to conduct their business along better and more progressive lines, which means that while volume of sales is less than a year ago, that they are making better profits and, therefore, are in a much better condition to overcome the conditions which have prevailed.

And these conditions, by the way, are beyond the control of this or any trade. When winter fails to start until January, and gets in its best licks in March with blizzards and zero weather that sends a chill along the spinal column of the country from Michigan to Louisiana, the "usual volume" of trade cannot rationally be expected. Then there are labor conditions, including strikes and lock-outs that have affected all lines of business seriously, to say nothing of a late Easter and the general uneasiness because of the continual knocking of business interests by the Government. The hesitation of capital to loosen up has thrown thousands of men out of employment, and the effect of this has been harmful to all lines of retail business.

The notable feature of the spring business is the continued demand for patent leather, which was anticipated, although very few retailers dared anticipate all their wants owing to the many variety of heels, lasts and patterns shown. Colonials are leading in sales, and with the advent of real warm weather it is expected that the shoe factories, even with their stock departments, will find it difficult to supply the demand for this style.

Boots continue plain, with little trimming, with ten to thirteen buttons the most in favor. Lace boots are being shown by all manufacturers, but retailers do not seem to care to speculate in them, for they are afraid they will not sell. The lace boot looks well with the short "French" vamp effect, but button boots are all the go, with no call for lace shoes, save for men and children. As very few men's shoes are made in Western New York, the reports written for this paper have to deal principally with women's styles.

Business certainly is "spotty," and just now the bright spot of the country seems to be the South Atlantic Coast States, where dealers are plac-

ing both at-once and fall orders. The reports will be found most interesting and helpful.—Shoe Retailer.

### What Shoe Retailers Are Doing.

Waiting for warm, settled weather.

In the cities, selling novelty boots and shoes.

Town dealers doing the same, but with more conservatism.

In boots, a stronger and growing demand for turns.

Light, close trimmed welts lead in sales of women's footwear.

Colonials more popular than ever before almost everywhere. Some pumps selling in towns. Also "Baby Dolls" in spots.

Patent by far the big selling leather of the season.

Mat kid running ahead of dull calf nearly everywhere.

Tans practically dead, save in scattered spots.

In high class shoes bronze is selling fairly well.

Brocaded velvet a successful factor in toppings and quarters.

Cloth tops extremely popular.

Medium and high toes with short vamps still selling in small town Western trade.

Longer vamps and more pointed toes favored in cities, with town trade tending that way.

"Paris," or "French" last to be sold in large cities to some extent, but not in small cities or towns.

Boot stocks generally low. Dealers buying novelties from stock departments.

Heels are an important factor in shoe selling. All styles selling in greater or lesser degree.—Shoe Retailer.

### The Outing Shoe for Everyday Wear.

A shoe which is becoming very popular throughout the country, particularly among the working classes, is one that was formerly considered an outing shoe, and is, in fact, to-day so-called by manufacturers who make it.

"We have orders sufficient to run a long time on tan outing shoes," said one manufacturer, "and we attribute it to the fact that the shoes are tough and can be used for everyday wear and can be sold to the consumer cheaper because they are unlined and lack some of the finish put into the higher grade lines. It is a popular shoe in localities where 'rough and ready' cuts more figure than style. At first there were only a few factories making this kind of goods, but now there are quite a number in New England and the Middle West and they find an active demand for this type of shoe."

# H. B. Hard Pan Shoes

## For the Outdoor Man

812—Men's H. B. Hard Pan,  
½ double sole, plain toe  
Bal..... \$2.25

813—Men's H. B. Hard Pan,  
½ double sole, Tip  
Blucher..... \$2.25

814—Boys' same.... 1.90

815—Youths' same.. 1.65

816—Little Gents' same 1.45

811—Men's H. B. Hard Pan,  
Congress, ½ double sole,  
plain toe..... \$2.35

871—Men's Brown H. B.  
Hard Pan, ½ double sole,  
Tip Blucher..... \$2.50

894—Men's Black H. B.  
Hard Pan, ½ double sole,  
Tip Bal..... \$2.25



No. 812

You simply cannot go wrong on these numbers  
Instock orders solicited

THEY WEAR LIKE IRON

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

# OPPORTUNITY

Knocks at Every Man's Door  
Once

And we represent

## Opportunity's Knock

with a profit bringing line of service shoes that are leaders in quality and the acme of fit and comfort.

Ask our salesman to show you his line of "All-Weather-Wear Outing," "Barnyard" and "Hard-Pan" Shoes, and be convinced of the opportunity of consistent, profitable trade, that you have probably missed.

**Rindge, Kalmbach, Logie Company**

Everwear Shoe Manufacturers

GRAND RAPIDS, MICHIGAN

**Educating Wearers of Wood Heel Shoes.**

Wood heels have always given more or less trouble and annoyance to dealers in the past, and they will continue to until women become better educated in regard to the proper care that should be given them in order to assure proper wearing.

There are few dealers who do a large business who have not had the experience of having dissatisfied customers bring back shoes or slippers having wooden heels with the enamel covering cracked and broken, or the leather or fabric covering so damaged that it was impossible to mend.

The woman in the case invariably insists that she has worn the shoes but a few times and that the heel covering has broken through or that the leather top lift has worn off entirely too soon for the price she paid for the shoes; that the material must be very poor or it would have given her better service. Immediately the dealer is up against it. The woman is not in a frame of mind to listen to an explanation and if the dealer attempts to make one she thinks he is trying to take advantage of her and oftentimes leaves the store with an avowed determination never to make another purchase there.

Now the remedy for this sort of thing seems to lie with the dealer himself. If he will instruct the salespeople to explain to the customer when they sell a shoe with a wooden heel that the heel is wood, that in order to preserve the life of the heel it is absolutely essential for the customer to watch the wear of the leather lift, and when this leather lift begins to wear down to the edge of the heel to return the shoes at once for new lifts to be put on. If dealers will go to this trouble in the beginning they will save themselves and their customers much time and trouble in making adjustments and explanations which too often do not work out to the advantage of either the dealer or the customer.

During the spring and summer there will be many sales of boots and low cuts made with wood heels, probably more wood heel shoes will be sold this season than ever before. Most of these shoes will be worn on the street, which is a severe test for any wood heel no matter how good the quality of the wood or the leather top lift that comes in contact with the pavement. The constant and heavy contact of the thin leather top lift with brick, granolithic or macadam streets will soon wear it down to the wood. Customers should understand when this happens that it is time to return the shoes for new lifts to be attached.

To neglect this simple safeguard for the appearance of the shoes, as well as the comfort of the wearer, is to invite bushels of trouble.

Some dealers may think that it is requiring too much of them to warn their feminine customers of how they should be careful of their wood heel shoes, but this is a part of the service that every successful dealer recognizes as an obligation.

If customers are informed when they purchase wood heel shoes that

they must not allow the top lift to wear down to the wood, that if the patent leather, celluloid or enamel coating breaks or cracks that it is not due to imperfect workmanship or a poor quality heel, and that wood heel shoes should not be worn too long at any one time on brick or granolithic sidewalks, they will be protecting themselves from unwarranted claims for adjustments by customers who expect a wood heel to give the same service as one made of leather—Shoe Retailer.

**Valid Reasons Why They Married.**

Postal cards having been sent out to all the married men in a certain town of Western New York carrying the question, "Why did you marry?" the following are some of the answers returned:

"That's what I've been trying for eleven years to find out."

"Married to get even with her mother—but never have."

"Was freckled-faced and thought it was my last chance. I've found out, however, that freckles ain't near as bad as hen-peck."

"Because I was too lazy to work."

"Because Sarah told me that five other young fellows had proposed to her. Lucky dogs!"

"The old man thought eight years' courtin' was long enough."

"I was lonesome and melancholy and wanted some one to make me lively. N. B.—She makes me lively, you bet!"

"I was tired of buying ice cream and candies and going to theaters and church and wanted a rest. Have saved money."

"Please don't stir me up."

"Because I thought she was one among a thousand; now I sometimes think she is a thousand among one."

"Because I did not then have the experience I now have."

"The governor was going to give me his foot, and I took his daughter's hand."

"I thought it would be cheaper than a breach of promise suit."

"That's the same fool question all my friends and neighbors ask."

"Because I had more money than I knew what to do with. And now I have more to do with than I have money."

"I wanted a companion of the opposite sex. P. S.—She is still opposite."

"Don't mention it."

"Had difficulty in unlocking the door at night and wanted somebody in the house to let me in."

"Because it is just my luck."

"I didn't intend to go and do it."

"I yearned for company. We now have company all the time—her folks."

"I married to get the best wife in the world."

"Because I asked her if she'd have me. She said she would. I think she's got me."

**The Lazy Storekeeper.**

When you find a man who is asleep in his store, you find a man who is complaining about hard times when he wakes up enough to do anything at all.



**STYLES THAT SELL WELL  
QUALITY THAT SATISFIES**

These are attributes of our

**Men's Planet Welts**

**Comet, Saturn, Jupiter, Mars**

That make them profitable merchandise for the shoe merchant.

Send for our new catalogue.

**Hirth-Krause Company**

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids Mich.

**Keep Right with Your Trade**

They like to know that  
**you are up-to-date**

This shoe No. T5105 is the very latest  
**BROCADED QUARTER BOOT**



Patent Colt  
Goodyear Welt  
Spool Heel

**IN STOCK  
NOW**

D Wide

See the price  
\$2.25

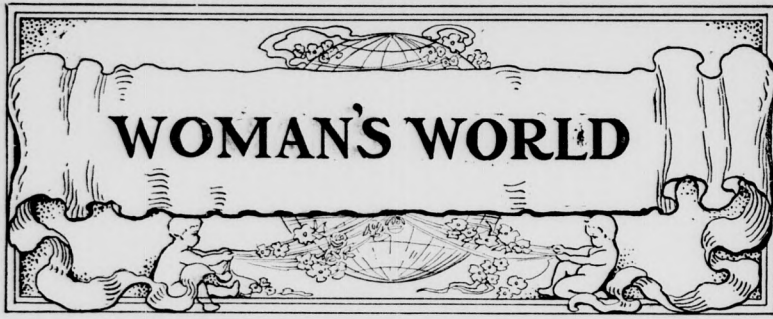
5% discount for "prompt payment" in 30 days.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids





**Places in Which the All-Sufficient Falls Short.**

Written for the Tradesman.

"Speaking about a universal language," remarks a shrewd observer, "what's the matter with money?"

In this age nearly all of us are to some extent commercialized. It is hard to resist an infection that is in the air. We may not agree to the sweeping proposition so often reiterated that "every man has his price," but, unconsciously perhaps to ourselves, almost inevitably we fall into the habits of thought and into the vernacular that estimates all things of value in terms of money. We say a man is worth so much, meaning of course our estimate of his holdings in cash or other property. We have no units of measurement by which we can so readily or so accurately size up his influence or utility in the community, or the individual excellence of his character; and so deeply imbued with the commercial spirit are our ideas that seldom do we feel the lack of any other standard than the dollar mark.

Some fifty or sixty years ago there lived in Michigan a family who were notable for their peculiar modes of speech and their childlike frankness. One of the sons went West and for some act of outlawry was strung up to a tree, in accordance with the summary methods of frontier justice. A brother of the deceased commenting upon the lamentable occurrence drawlingly observed—"I'd ruther'n two dollars that Bill hadn't been hung," which remark, passed on from one hearer to another, provoked the risibles of all residents for miles around. Yet the absurdity of this outspoken remark lies rather in the small amount named than in placing a price on bereavement. Do not many to-day seek reimbursement for their losses, whether of affection or reputation or the lives of those who stand nearest and dearest to them, by money damages?

Money talks; and so permeated are our minds with a conviction of its potency that involuntarily we regard its possession as the best remedy for our every difficulty, the open sesame to the gratification of all our desires. Unless it is a matter of sickness or death, we feel that our troubles would vanish if only we could wave before them the magic wand of money; and in the case of illness there always is the possibility that even the stubbornest disease would yield to a change of climate, to the most expert and consequently highest-priced medical or surgical skill, or to the constant care and luxurious surroundings that wealth alone can procure.

So great is our conscious or unconscious faith in money that nineteen out of twenty of us, could we find in the morning mail the joyful surprise that we really would most desire, it would be, not news that the love affair of two of our friends has come to a happy culmination, nor that some wayward youth of our acquaintance has taken a turn for the better, nor that a struggling genius we have known has at last gained well-earned recognition—not any of these, welcome as are all such glad bits of intelligence—but rather a good and valid check—payable to ourselves of course—for a million dollars, or better yet, five million of dollars.

Far be it from us to be selfish in our intentions, and always associated with our wish for wealth is some pet dream of benevolence. In our imagination we see sorrows vanish under our hand, want relieved and merit encouraged, if only we had the means at our command to perform these gracious deeds.

For anyone in these days to deny the power of wealth as to material things is shutting the eyes to an obvious fact; for anyone to ignore the need of at least a reasonable amount of money is folly if not madness. But that in regard to things not material we constantly are over-estimating the true value of money, exaggerating it in our minds away and beyond its real worth, is a fact soon learned by any person who goes below mere surface appearances. There are things, some of the most precious things in life, that money—even a great amount of money, especially a great amount of money it may better be said—can not buy.

Money can not buy a happy domestic life. Often it really seems as if it could. In so many cases that never come to actual disruption and divorce but in which there is endless contention and jangling, the only cause of disagreement between husband and wife appears to be some phase or other of the hydra-headed money question.

Perhaps the husband deems the wife extravagant and continually reproves her for spending too freely; he wants to accumulate and get on in the world, she would rather enjoy life as she goes. Maybe he is in straitened circumstances and feels the necessity for a constant curtailment of expenses, and so is close and niggardly with her; possibly he is mean and small when there is no necessity; perhaps he considers his income and all that he has as his individual property, and doles out to her according to his own ideas and caprices.

Or maybe the wife is never satisfied with the degree of financial success that her really excellent and industrious husband is able to attain, and constantly is chiding him for his failures and miscalculations; very likely her people may be disappointed in their son-in-law and rather abet their daughter in nagging and fault-finding; perhaps the wife may so desire comforts and luxuries that her husband can not afford that she goes out and earns, neglecting her home in order to do so, and to this the husband objects. Or perhaps both parties to the marriage bond, having previously been accustomed to a better style of living, can not accept willingly the deprivations which the matrimonial experiment makes imperative, and openly declare that the whole thing is a failure.

Now as most of these unhappy pairs are very well-meaning people, and lack of money seems to be the only trouble, it is natural to reason that if the whole money problem could be eliminated in such cases by the sudden accession of great wealth, that all would be well. But a deeper study will reveal the fact that the real difficulty in almost every such instance is an irreconcilable, or at least an unreconciled difference in the way of looking at things; or that there is a

lack of patience as to shortcomings and of appreciation as to merits; and that these elements of uncongeniality would surely assert themselves in some other form, if the financial problem were entirely removed.

That this is true is shown by the great proportion of unhappy marriages among the millionaires. Some of the most sickening records of the divorce courts, some of the grossest and most repulsive cases of marital clashing have to do with unions where there is practically untold wealth, and in most of these the wealth serves to augment rather than lessen the causes for disagreement.

Money, except in a very restricted degree, can not buy physical health and strength. It is freely acknowledged that certain diseases take most of their victims from among the very poor. Right here let it be said that to most natures penury is nearly or quite as demoralizing, morally and physically, as is great wealth; and that in a country like ours extreme poverty, in the case of a virtuous, industrious person, is, rightfully considered, an anomalous condition that never ought to exist. Returning to our subject, it is further admitted that change of climate, entire rest, or expert skill may restore to health an occasional invalid who but for the ex-



## Finding a Market

National Biscuit Company advertising finds new consumer markets for National Biscuit Company products all the time. By advertising a large variety continuously and widely, a fixed demand for National Biscuit Company goods is created and maintained.

This means quick sales and a quick turn over on a small investment. Carrying a good assortment of National Biscuit Company goods in the famous In-er-seal Trade Mark packages and the attractive glass front cans means automatic sales.

It is good business to be able to supply any of the National Biscuit Company products, whether known as cookies or cakes, jumbles or bars, crackers or drops, snaps or wafers—all have their fixed place in modern grocery merchandising.

### NATIONAL BISCUIT COMPANY



penditure of money would have to die; also that the constant attendance of a physician may sometimes prolong a wasting life even for years. But when you have said this much, you have said all there is to say.

Observe wealthy people generally and you soon are convinced that they suffer their full share of aches and pains and that to their by no means few genuine ailments are often added hypochondria and other imaginary ills that luxury and leisure seem to favor.

Every hot spring that attains a reputation for curative properties, every spa, every mud bath, has its clientele of wealthy patrons; while all new and popular fads in medicine or treatment reap their harvest from rich seekers after lost health. Review in your mind the people you know who are best fixed financially. How many among them are flabby of muscle, short of breath, puffy of eye, the victims of disordered digestion and dormant livers, obviously suffering the results of over-eating and over-drinking and lack of exercise. That keen thrust "if you want to know what the Lord thinks of money, look at the people who have it," applies to their condition of body as well as of mind.

True, there are persons of great wealth that possess a certain fine restraint that enables them to retain their physical and moral fiber. These are exceptional. The average human being can not have honey and jam constantly before him and never overpartake.

Money can and does to a certain extent command the service of the most capable minds and the most highly cultured taste, but it can not give its possessor the personal power and magnetism and charm of individuality that go with a keen brain and a quick wit alone. There is a sense of being at home in the upper air of literature and of art, that is the birth-right of those who have some spark of genius by natural gift. It is rarely if ever attained by those who must buy their admission into those fascinating realms.

We see the children of rich parents, young people who have had every opportunity, for whom colleges and private tutors and travel and the entree into fashionable society have done their utmost, yet a large proportion of them are so ordinary in mental endowment as to be a living demonstration of the inferiority of all extraneous advantages to a fair modicum of natural brains. "If nothing in the skull abide, then nothing helps a man outside."

Dad's money can buy for the son a certain position in the business world; it may secure for the daughter a titled husband or otherwise place her in some station of social renown. But when Times makes out his honor rolls of humanity's good and great, it is only those who have of themselves achieved something noteworthy whose names are inscribed thereon; and these are more often such as have come up from the lowliest circumstances, with the odds of Fortune seemingly all against them.

Great wealth does not bring its pos-

essor freedom from care as to material things. It is not only "The more you have the more you want," but the more you have the more burdensome the responsibility, and the more troublous the perplexities that attach to it. Riches do not as a usual thing bring any adequate realization of those dreams of benevolence which figure so largely in the rosy imaginings of every high-minded youth. With ample means for beneficence there is not always the will and the generosity to give. And when these traits are not lacking, it requires, in addition, rare discernment and great discrimination to make a gift of money of real benefit to the recipient.

Space forbids anything like a full enumeration of the things that money cannot buy. It is hoped that the short list here given, partial and incomplete as it is, may furnish suggestions for a fine line of philosophic reflection to those really superior souls who are rich in ideals and perennially short-up for money. Such will gain a proper sense of gratitude that they are spared all the gaucheries and vulgarities by which the parvenu rich so often render themselves ridiculous in the eyes of cultured observers. While these aspirants after nobler things may not lose altogether the perfectly human desire for vast riches, they will come to see that high thinking is best subserved by very plain living; and that a fine capable mind is far more to be desired than a plethoric bank account. Quillo.

## ORGANIZE

### Merchants—Organize

Get busy and join the

#### Retail Grocers' and General Merchants' Association of Michigan

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

ONE HUNDRED DOLLAR

Electric Coffee Mill  
at the

State Convention, Lansing, February, 1915.

Our 1914 Slogan—  
DOUBLE THE MEMBERSHIP

PRESIDENT

Wm. McMorris, Bay City

FIRST VICE-PRESIDENT

J. A. Lake, Petoskey

SECOND VICE-PRESIDENT

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# Williams

## Beautiful Queen

### Olives

#### They are Best

#### Just That

#### Get That!

Direct Importation

The Williams Bros. Co.  
THREE SIZES of Detroit ALSO IN GLASS BULK

## In a Class by Itself



The wise grocer will not offer any substitute for

## Shredded Wheat

because he knows there is no substitute for it.

Shredded Wheat is in a class by itself. It stands alone, unique and incomparable. The nutritive value of this food is due to the shredding process—and the process is covered by many patents. We are educating thousands of persons to eat it every year. You are our distributor. May we ask your co-operation in getting it to the customers in a fresh and appetizing way?

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

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

MADE ONLY BY

The Shredded Wheat Company  
NIAGARA FALLS, N. Y.







**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.

### "Brighten Up" Good Watchword For Spring Months.

Written for the Tradesman.

By the first part of May the hardware store should be in first class shape to attract trade. The day of the gloomy, dingy, unattractive hardware store is long since past. Dust and neglect are not consistent with the trade of women folks; and it is largely in order to cater successfully to that trade that the hardware dealer has brightened up. To sell quickly a stove or range must look its best and clean shelves and counters and bright shining silent salesmen are emphatically in order. By early May this clean up, for which the first part of spring is a good time, should be complete. Coincidentally, the exterior and interior woodwork should be brightened with fresh paint or varnish, as the case may be.

In order to cater satisfactorily to the reasonable demand the merchant must always buy well in advance. It is decidedly unsatisfactory at the height of the rush to turn customers away with the empty assurance that "goods are on order—will be here any time." For such customers "any time" spells no certain time and the alert merchant who has taken the precaution to get in his stock early will have the satisfaction of clearing it out at the best figure, while the procrastinating merchant will be compelled to carry over or sacrifice.

Advertising and window display must always, if they are to be effective, have a sufficient stock behind them. To feature a refrigerator display with only a few nondescript refrigerators for the would-be purchaser to select from is not good business. The experienced merchant will be able to gauge the probable demand almost to a nicety. With his stock early in hand, he is in a better position to take advantage of the demand when it is at flood tide, and if the goods show symptoms of lagging, he has more time in which to clear them out by means of energetic salesmanship. Past experience, plus a fair knowledge of the local field, will prove very helpful to the merchant in ordering and will enable him to avoid at once the Scylla of too much stock and the Charybdis of just on order.

The windows should be used liberally and energetically for the advertising of seasonable goods. People are less fixed in their store allegiance than they were years ago, particularly those who pay cash for their pur-

chases. The man who needs a rake or hoe for his spring gardening will purchase, as a rule, at the first store at which he sees these articles displayed, and if there is the right sort of salesmanship inside, he will purchase seeds or rubber hose or maybe a lawn mower before he leaves. The timely display is the display which draws trade and the window artist who can inject into his display the element of originality adds immensely to its attractiveness.

So too, with housecleaning lines, which are still in season to some extent; fly swatting goods, such as wire screens for the windows, and screen doors, refrigerators and ice tongs, in prelude to the hot weather, and the many lines for which there is a seasonable demand.

The building season is already opening and builders' hardware should not be passed by. Not merely is there the new building trade to which the merchant may cater, but existing houses must be kept up and landlords find it necessary to give this item more careful attention now than formerly. Lock sets, bolts and butts and similar lines should in any event be carried. A display of these will prove very effective in catering to repair orders. For the trade in supplies for new buildings it is worth while to resort to personal solicitation; to interview contractors, architects and prospective house owners. Paint is also eminently seasonable.

Meanwhile, boys on every corner lot and public park are playing baseball and fans from one end of the country to the other are studying the big league chances. Sporting goods are once more coming into their own. Baseball is always the popular game, but a sporting goods window can afford to be comprehensive and appeal to the devotees of cricket, tennis and other sports as well as to the ubiquitous baseball fan. Then, too, the carp and catfish are biting anyway, and there is always in the fisherman's breast the hope that more worthy game may be attracted by his bait. From fishing poles and lines and flies is any easy transition to the summer outing; and, although summer is a couple of months away, the outing is being discussed right now.

The timely goods should be featured in the newspaper advertising, the window displays and throughout the store. "Always up to the minute and a little ahead" is the keynote of successful merchandising. People usually discuss and ponder for days and sometimes for weeks before they actually buy and the time to influence them is while they are considering, rather than after they have actually

reached a decision to purchase. The price and the quality of the goods you offer may be largely influential in accelerating a decision so that it pays to feature them a little ahead of the time when they will be actually seasonable.

Show the goods at every opportunity. Put them where the customer can see them. Your window space may be limited, but the store interior itself offers many opportunities for attractive display. While there are seasonable goods to be pushed out, there is little advantage in featuring lines for which there is no immediate demand, or giving display space to goods which people know you carry anyway.

Good work can be done by the merchant personally and by his clerks. This is particularly true in regard to the handling of sporting goods. The merchant who is president of the city base ball league or who gives his time to the busy secretaryship or whose head clerk is an enthusiastic tennis player has the inside track over competitors who take no interest in sports. In only a slightly less degree this holds good with regard to the entire trade. The merchant who makes his personality a decided factor in selling is the merchant who sells the most.

William Edward Park.

The way to make more money is to add to your receipts without adding to your expenses. See how your selling force can be kept busy all instead of only part of the time.

Established in 1873.

BEST EQUIPPED FIRM IN THE STATE  
**Steam and Water Heating  
 Iron Pipe Fittings and  
 Brass Goods  
 Electrical and Gas Fixtures  
 Galvanized Iron Work**

THE WEATHERLY CO.  
 218 Pearl Street Grand Rapids, Mich.

### "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

## 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

### Pertinent Hints for the Retail Butcher.

A retail merchant in a small but flourishing Eastern town was doing a credit business. He was a hard worker—often he boasted of having lifted eight barrels of flour in succession from the ground to the wagon. He plugged away day by day. The one thought foremost in his mind was:

"I'll work hard for three more years, and then sell out and retire from active service."

He figured on making enough money in three more years of hard work to buy himself a small place in the country where he and his wife could enjoy the fruit of his labor.

Business was fine—that is, he sold lots of goods; his clerks were always busy; delivery wagons were continually on the go.

But, strange to say, his bank account did not increase in proportion to the amount of business he was doing.

When three years were up Smith had not made his "few thousand" on which he expected to retire. He was still working the same ten hours a day, and still only "hoping." He didn't know why he wasn't rich," for everything continued to look rosy and prosperous.

But I happen to know a few things about Smith's business which, I believe, clears up the "mystery," as he was pleased to call it.

The first reason is: He never kept an account and complete record of his business.

He never knew how he stood on the books. He knew he was selling goods but to what amount or at what percentage of profit he never knew.

If a customer came to Smith and asked for a statement, Smith would have to tell him, "in a day or two," Result: "In a day or two" the customer had spent the money. The customer was displeased, a bad thing for Smith; or pleased, which was worse for Smith.

Second—Smith trusted everybody. He never asked for reference. As long as he sold the goods he never worried.

Third—Half the goods that went out of Smith's store were never charged. When that happened he lost the profit he should have made on the sale, the time invested in buying, the time invested in selling, the cost of labor in handling the goods, the cost of keeping them on the shelves, and several other losses, including the big loss which such carelessness will cause in other work.

Smith needed to use his mind more and his muscles less. A daily record

of his sales would have helped materially.

But Smith has "come back." He is doing business on a business basis.

Any time a customer wants a statement of her account now she knows she can get it in five minutes. Smith has a mechanical device now for getting out his statements whether they ask for them or not—neat ones, accurate ones, statements that collect the bills.

He has re-organized his sales force. His three old clerks have been replaced by two who know how to sell goods, who are paid enough so that every penny taken over the counter goes into Smith's cash drawer.

He has systematized his delivery service so that instead of three wagons on the go he has only two, but they deliver more goods and give the customer better service.

He no longer stocks up with unsalable goods because they looked like bargains. He buys as he needs, and because he needs it, not because it's a bargain.

Every article that leaves the store is accounted for; he's sure of that now, because his system takes care of it.

At the end of every day Smith knows just where he stands. He knows just how much each clerk has taken in. He knows how much money he has to his credit. Smith has applied scientific methods to his business.

The way Smith is doing business now he is going to make a "few thousand," though he has quit talking about retiring, because he doesn't have to work like a drayhorse and he doesn't want an easier job.

Smith says: "Business, when it's run right, is a pleasure. Who would want to retire? I've just been born."

1. I will not be a price cutter.
2. To this end I will study diligently to know what it costs me to sell my goods.
3. I will treat my creditor, my customer, my competitor, my employe, and myself with absolute fairness.
5. I will endeavor to systematize my business, and secure the co-operation of my salesmen, so as to increase my volume of business to the maximum, and reduce my cost of doing business to the lowest notch.
6. I will neglect no opportunity to improve my own business knowledge and condition, and to do what I can to uplift the condition of the trade; to this end lending my influence and support to all movements for that purpose.
7. I will actively support my as-

sociation, attend its meetings, serve on its committees, if requested to do so; answer promptly all communications from its officers, and in all other ways endeavor to promote its purposes.

8. I will carefully read my trade papers, and see that my subscription is not allowed to expire; and I will freely write to the editor whenever I am moved either to commend or criticize; realizing that it is my paper and its value depends largely upon my attitude toward it.

9. I will thoroughly and systematically advertise my business, realizing that if I have something to sell I cannot expect the people to guess it unless I at least give them a hint.

In order to test the sincerity of the people of his city, to find out whether they actually want to buy cheaper on a cash basis or prefer the old, expensive service system with its telephones, delivery, solicitors, time payments, etc., a grocer and meat dealer of Oshkosh, Wis., will operate two stores. The stores will be run under the same management and the public will be given to understand as much, so that there will be no confusion. The management will take the public in its confidence and bluntly call attention to the fact that in the one case where credit is extended, groceries delivered, telephones and solicitors employed, that the service costs money and that customers will be expected to pay for it in the price of the goods which are sold. On the other hand, the cash store, which will be located immediately across the street from the credit and service-giving store, will cater only to people who have the cash to pay for what they get and who will take the goods away with them. There will be no telephones or other systems employed, as the sole purpose is to reduce expenses to a minimum.

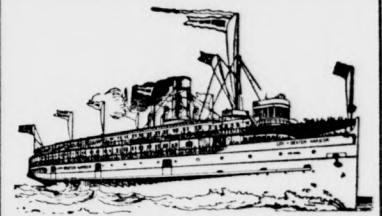
The proprietor says he will give this saving in service to customers in the shape of lower prices and in this way will test the attitude of the public and find out whether the cry of high cost of living is not really the cry of calamity howlers rather than that of the consuming public.

In the cash store he will avoid book-keeping, or at least a large part of it, while the time of help will not be taken up in answering telephone calls and taking orders, and in addition there will be no loss from bad accounts. This experiment will be of interest to the merchants.

E. C. Witmyre.

To live long and prosper let the other fellow worry.

For pointers on insect life consult a bee hive.

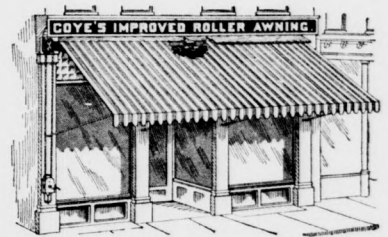


## CHICAGO BOATS

Graham & Morton Line

Every Night

## AWNINGS



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

CHAS. A. COYE, INC.

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



Steadily Growing  
In Popular Favor

## Mapleine

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

Order from

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

Crescent Mfg. Co., Seattle, Wash.

## E. D. COLLAR

Expert

Merchandise Salesman

Our work gets results and gives satisfaction

No open time until May 15

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.

#### "I Can Get Along Without It"

"Mr. Blank, you tell me you 'can get along without my line. That sounds to me like a tacit admission of your interest in it, and your desire to buy if you were only convinced of the economy or practical sense of such a measure. We usually apply that phrase, 'I can get along without it,' to things which we would like to have, but which we are forced to regard as an unwarrantable indulgence. The words imply a measure of self-denial.

"Now I am here to show you, not how fine my goods are (that you can see for yourself), but how much profit there is in them for you. The economy of your business will be best served by your installing them. How do I know this? I know it by the number of re-orders which my customers have turned in voluntarily within the last six months. Surely they have made a handsome profit on the goods, or they would not, of their own accord, send in two, and sometimes three, re-orders in the season.

"There isn't a doubt in my mind that any of these customers could have 'got along' without this line. If they had denied it to themselves as well the profits that have accrued to them from it, they would still have been in business; but they would not be so well satisfied as they are at present with the results of their business.

"If we are going to get along with just the things we couldn't get along without, there wouldn't be any stores or houses. The Indians didn't have these conveniences and thousands of others which are important in our modern life, but still they managed to get along. Now-a-days it isn't the things we can get along without, it's

how far ahead of the other fellow we can get with the things that will help us to get there.

"If your customers were to take the same attitude and to say to themselves: 'Well, I can get along without this new thing or that,' what effect would such a line of reasoning have on your business? Wouldn't your customers be denying themselves many advantages within their reach?

"The stock which you carry indicates your commercial standing just as a man's clothes indicate his social standing and degree of prosperity. You can get along without this new, stylish, up-to-date stock that people like to look at and like to buy, but isn't it your duty to yourself, Mr. Blank, and to your customers to install the best goods obtainable in your store—to be thoroughly progressive and modern in all the departments you handle? It is desirable that people should class you as prosperous and enjoying a prosperous trade. Isn't it a matter of policy as well as a matter of pride, to buy not only the things which you cannot do without, but also the things which you can do well with?

"If all the different kinds of things that the public buys for any purpose whatever could be assembled in a great heap, how large a part of that mass would contain things which people buy because there cannot get along without them? It would be a small percentage of the whole. The great bulk of that heap would contain things which people could live without, with which they feel better, more prosperous, more progressive for having, and are therefore willing to pay their money to own. There is more profit in catering to the tastes and conveniences of a man than there is in catering alone to his bare necessities. His necessities are soon supplied, but his tastes are an insatiable appetite; and he is always willing to spend money for conveniences which will facilitate him in making more money, or preparing to make more money.

"There is profit in this line, because it sells readily; it sells readily because it pleases people who won't want to get along without it, once it has been brought to their attention. Don't practice useless or ill-advised self-denial, Mr. Blank. Your competitors, and not your business, will be benefited if you do. Unquestionably, you can manage to 'get along without' this line; and without the increased profits which it would bring you. But surely it is better wisdom to take the line and the profits too."

J. C. M.

#### "I Will Wait Until My Business Improves."

"Mr. Blank, you tell me you like my line, and will be ready to buy it as soon as your business improves. I am much obliged for your kind opinion about my line, but I think you have overlooked one point. It is a business-bringer—not an extravagance to be afforded at some future time when you are well enough off to gratify expensive wishes.

"You say that the goods I sell are satisfactory in every particular, and well worth the money. Thanks. But let me tell you they aren't worth a rush to you unless they are a means to the end of improving your business by bringing custom into your store. If they can do this—and they can—they are worth everything to you now.

"If business needs to be improved, there's only one thing that will do it, and that is—sales. The goods that will sell fast, and at a liberal profit, are the best means you can adopt for improving business conditions.

"Let me tell you a little story which I think illustrates my point: There was a man I knew who could never get up nerve enough to give his very naughty little boy a licking. No matter how many windows that boy broke, or how many cats he threw down the well, or how often he blacked his sister's eye, the old man would crawl out of licking him by saying that Johnny was too little; he guessed he'd wait till he got bigger when it wouldn't hurt him so much, and then give him one terrible thrashing to pay off all old scores.

"Well, that boy kept growing older, and no better, and yet the old man never got at it. He was tenderhearted, and thought he'd wait till Johnny was more experienced, and then maybe he'd 'know better' of his own accord.

"Johnny got experienced fast enough. But it wasn't just the sort of experience that his father had figured on. After he'd forged the old man's check he was sufficiently experienced in pistol practice to shoot and kill the policeman who tried to arrest him. Johnny is doing life sentence now. I expect if the old man had to do it over he'd lick the youngster into a state of regular blessedness. Maybe the boy would grow up and be a credit to his family, then.

"Now you're waiting for your business to improve before you give it the stimulus it needs before it will improve. I infer that if you won't buy my line until business has swung 'round and is all that you want it to be you won't buy other men's lines for the same reason. You are deferring the correction which any business needs, just as Johnny did, when it is not all that it should be. By and by it will be too late. People will begin to say, after a while, that your competitors have newer and more attractive goods. Business never will improve under these conditions.

"Aren't you sparing the rod and spoiling the child in this case, Mr. Blank? By economizing in the matter of a little profitable outlay now, aren't you endangering the future of your business?"

D. C. H.

## HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Rates \$1 and up. \$1.50 and up bath.

## EAGLE HOTEL

EUROPEAN

GRAND RAPIDS, MICHIGAN

\$1.00 PER DAY—BATH DETACHED

Excellent Restaurant—Moderate Prices

## OFFICE OUTFITTERS

LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

227-239 Pearl St. (near the bridge), Grand Rapids, Mich.

*Henry Smith*  
 FLORIST  
 139-141 Monroe St.  
 Bath Phone  
 GRAND RAPIDS, MICH.

HOWE  
 SNOW  
 CORRIGAN  
 AND  
 BERTLES

#### INVESTMENTS

Let us send you our weekly Financial Letter. Ask us about any security.

Michigan Trust Bldg.  
 "H-S-C-B" Fifth Floor

TO REACH YOUR  
 PATRONS AND FRIENDS  
 USE OF  
 A MICHIGAN STATE  
 TELEPHONE

## Are Your Net Profits Satisfactory?

Probably not, if you are like nine out of ten merchants.

Your trouble probably is (1) you have too much of some items; (2) not enough items.

If you will buy the "many lines in one bill" offered by our monthly catalogue of General Merchandise, you easily can apply the remedy.

## Butler Brothers

Exclusive Wholesalers of  
 General Merchandise

New York Chicago

St. Louis Minneapolis

Dallas



**Chirpings From the Crickets.**

Battle Creek, April 27.—Battle Creek Council, No. 253, held a special meeting in their council chambers last Saturday afternoon and put John Bird through the mysterious paths and over the rocky passes. Our new Senior Counselor, W. I. Masters, did himself proud and was ably assisted by his new officers.

Our charter will be draped thirty days in memory of John Reide, who passed away a week ago. A letter will be drafted and sent to his family, expressing the sympathy and tender remembrance of his brother counselors.

Things and cities always look different to the traveling man than to the stay at home. To the man happily employed at good money in a town, it is a good town and a dandy place to live. To the traveler making that town, if he does no business there or has no established accounts, it is a dead town and he does not fail to tell his fellow travelers and trade what he thinks of the burg.

Met R. L. Hopkins, of Kalamazoo Council, on the road last week. He was enjoying good business and looking forward to the time when he could cover his territory in his car. I met a fellow last week who had not taken an order in ninety days. He was selling suspension bridges.

The Grand Trunk is painting its depot at Charlotte. Before the raise in freight rates, too!

Jackson Council is planning on a first division ball team.

The Wolverine Cigar Co., of this city, is moving into a swell new store.

John Finlay, the East Main street grocer, is moving to Monument Square.

Chas. Giddings, Hartford, is playing to crowded houses each night. Charles works hard and is entitled to the splendid patronage he is enjoying. He had strawberry shortcake on his table March 19.

Yesterday was "Men's Day" in some of the churches in this territory and they turned out, too. Also the ladies, with their Easter bonnets.

A man's thoughts help to spell his success or failure.

It is truly wonderful what a man can do if he will only will himself and be his own master. Little weaknesses in a man's mental make-up will often prove his financial undoing if he does not catch himself and build himself up.

'Tis human to err. Yes, but machines can't do all of life's duties.

If the salesman who comes to Battle Creek for J. L. Marcero Co., Detroit, will call me on the phone the next time he is in this city, I can give him a tip that will help.

Our friend Wright continues to place scales for the Stimpson people of Detroit. Ability will win.

Bro. Johnson says our letters read like articles from the Cosmopolitan. Certainly not along the R. W. C. lines. I submitted a letter I had framed for Mr. Stowe to Al Hensler and Norman Riste. The boys showed no special enthusiasm, so I tore it up. Another masterpiece lost to man. Possible, but not probable.

Norman Riste is in possession of several trophies won from the National Biscuit Co. for increased business on his territory. Norm picks off prizes often. It will soon be hard for him to beat his own record. Harder for his co-workers.

Now the happy thought is, crop conditions are good.

To-day it is wet, even in dry territory.

Clarence Van Liew is home from a successful trip north for Marshall Field & Co. and Clarence.

The newspapers are doing their best to have a good circulation report for April.

The camera fiends are with us again.

It certainly pays to advertise, but not in a war extra.

Lots of moving picture stars are

better known than our Vice-President.

Lots of ball players have larger salaries than college professors.

The only way some offices have of knowing that their men covered the territory is their expense account. Even then, there may be a paper drive listed.

Don't plan too strong on a vacation. It may be a premature and lengthy one.

Don't talk conditions. Work to rise above them. Plan your work, then work your plan.

There is a lot of popular music that has lines which are no idle boasts.

John Adams wants that poem back, Mr. Stowe, if you are not going to publish it. No, John did not write it. Is that why you held it up?

Perry Lane is fast failing. No hopes are entertained for his recovery.

The boys of 131 did themselves proud again. They are an example for every council in the State—and then some.

The peach crop has been stung.

First report.

Later—disputed.

About time for the Bard of Mears to dash off some good original witty stuff, isn't it?

The papers tell us that the hotel men of the State have gotten together and exchanged views. Lead kindly light. Let the strong tell the weak what to do and have them do it at once. Rates seem plenty high. Hotels, I suppose, feel like the railroads, however. Everything going up, rates stationery. Well, hotel patrons are like the railroad patrons, if rates are stationary, they are ever on the move and generally in the mood.

Some houses are figuring, if business keeps up, on equipping their men with portable tents and renting a piece of park from the city. Parks with fountains preferred for running water and bath. Have to stay with Charles at Hartford, for his old park has no fountain. Guy Pfander.

**No Test to Differentiate Cane and Beet.**

Lansing, April 25.—Permit me to enquire if the granulated sugar made by the Pennsylvania Refining Co. is produced from cane or beet. The jobbing house which sells this sugar insists that it is made from cane, but it would seem as though it would fortify its claim by a guarantee on the outside of the barrel or package.

Is there any way of determining whether granulated sugar is made from cane or beet by chemical analysis? T. W. Skelton.

Quaker brand granulated sugar is probably made from cane sugar because the amount of beet sugar that is used by Eastern refiners is very small. The Eastern refiners purchased last year 3,400,000 tons of cane sugar and during the same period purchased only 80,000 tons of beet sugar. The Franklin Sugar Refining Co., of Philadelphia, puts up granulated sugar in barrels for the Judson Grocer Co., of this city, and places a guarantee that the contents is made from cane sugar, on each package.

There is no test by which the difference can be determined between beet and cane sugar. Chemists have spent many years in the endeavor to detect this difference, without result.

John Jasperse has sold his interest in the Princess Juliana Cigar Co. to his former partner, Joseph Steghuis, who will carry on the business alone.

Roland Sehler has become a partner in the Grand Rapids Trunk Co.

**Gabby Gleanings From Grand Rapids.**

Grand Rapids, April 27.—The first Greater Grand Rapids Industrial Exposition is now a pleasant history. From the standpoint of both the promoters and exhibitors it was a decided success. During the week, between 12,000 and 15,000 interested visitors were filled with delight and amazement at the many and varied exhibitions of Grand Rapids made goods and products. They left the building permeated with new and greater feelings of civic pride. Any business man or traveling salesman who failed to attend the Exposition missed an opportunity to better educate himself to the greatness of that part of our beautiful city which spells our commercial success.

The show during the last hour resembled the rummage sale and, through the generosity of exhibitors of eatables, all present were able to replenish the larder with a week's supply of canned goods and the like.

A great amount of merriment was created by chairman O. W. Stark, of the Reception Committee, and J. Frank Quinn, of the Quinn Stationery Co., who acted as a committee on special awards to the most beautiful woman in the most beautiful booth—and there were many of them. Each one of them received either a (g)old medal or a valuable diploma. This afforded amusement to many of their followers.

Miss Esther Aubill, of the Grand Rapids Clock & Mantle Co., was presented with a silk American flag for her loyalty.

At the close of the show a post card expression of the opinions of the exhibitors was taken and they all seemed greatly pleased with the attendance and results. Many said they thought a post card too small a space to pay tribute to so great an enterprise and said they would send in their opinions to the committee later. The opinions thus obtained will be published in the next issue of the Tradesman.

Frederick William Blake, John H. Millar, Geo. A. Newhall and Ed. Keyes attended the funeral of Stephen D. Thompson, at Newaygo. They made the trip in Mr. Keyes' automobile.

Say, members of 131, are you going to the Grand Council meeting in Saginaw, June 12-13. The Transportation and Hotel Committee report reservations for nearly one-half of our rooms. Was your name among the list sent in? If not, send a postal this week to John D. Martin, 254 Henry avenue, for your room reservation at the hotel. Remember, we must have a guaranteed number to secure a special train, going over Friday morning returning Saturday evening.

For the first time since it was built, Some forty-two years ago the Evert House has gone out of business. Its new proprietor, F. C. Rood, having acquired both hotels, has decided to keep open the Trumble House as hotel, using the rooms in the Evert House as may be required, and on Monday dinner was served at the latter place. The Trumble House has been renovated and rearranged and will be run as a first-class place.

Ward Morton has accepted the management of the Keystone Type Foundry, of Detroit, succeeding John H. Taylor, who takes charge of the Chicago branch. Both Mr. Morton and Mr. Taylor are members of Grand Rapids Council.

The Detroit members of the U. C. T. are showing much interest in the Bagmen of Bagdad. Several applications have been received from members of Cadillac Council to join Absal Guild.

Lee Warren says it would be better to go to war than get married, as he says he don't think this Mexican fight will last more than a couple of years.

Elmer Van Dyke, the New Era hotel and livery man, has put in a new automobile and is prepared to give the boys good service.

Lou Fuller and wife, of Manistique, were Grand Rapids visitors Saturday and Sunday. Lou covers Northern territory for the National Biscuit Co.

Articles of incorporation have been drawn up for the Greater Grand Rapids Industrial Exposition.

John Christensen has resigned his position with the National Biscuit Co. His territory will be covered by Earl Warren, of Albion. Harry Hartwell, from Saginaw, will cover Mr. Warren's old territory south.

Mr. and Mrs. F. H. Belser, of Chelsea, are at a sanitarium in Grand Rapids, where Mr. Belser is undergoing treatment. Mr. Belser is a very successful hardware merchant and is very popular with the traveling men who call on him, all of whom wish him a speedy recovery.

One of the remarkable things about the Industrial Exposition was the absence of any disturbance. Only one arrest was made. A. F. Rockwell was caught in the act of lifting what looked like a bottle of ginger ale. He was taken before the high tribunal of the Ancient Mystic Order of Bagmen of Bagdad, where some of his friends interceded for him and he was let off with a severe reprimand for being caught.

O. E. Jennings and friend, Mr. Hixon, of Detroit, were Exposition visitors last week, as were also H. B. Getter and Wm. Ormsby, of Kalamazoo.

Harry Kibbie has been critically ill with appendicitis and has undergone an operation at Butterworth hospital. We understand he is now on the rapid road to health again.

J. W. Murphy, better known among his many friends as "Bill," has resigned his position with the Michigan Garment Co. and is now covering the State for D. F. Moore & Co., of Newport, Vermont. He carries a full line of raincoats and men's furnishings.

Wm. Druke, Sr., has had a relapse and is again very ill.

There will be a meeting of the Ancient Mystic Order of Bagmen of Bagdad next Saturday at 1 p. m. at Herald hall.

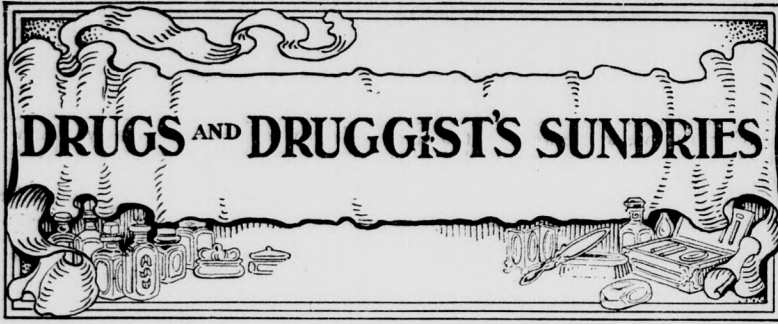
Edgar J. Lybarker succeeds J. T. Hall in the grocery business at Saugatuck. Mr. Lybarker is a man with a very pleasing personality and has spent a number of years in the grocery business at Elkhart, Indiana. He will, undoubtedly, enjoy a very nice business in his present location.

A great feeling of sadness has marked this week at the Worden Grocer Co., because of the death of its senior salesman, A. S. Doak. The Grand Old Man who gave the best years of his life in the service of his house, was universally loved and respected by all who knew him. Ed. J. Hart, who was especially close to Mr. Doak the last few years, said of him: "Algernon S. Doak, aged 66 years, died at Butterworth hospital Sunday morning. This item published in our dailies will announce to hundreds of Mr. Doak's friends a very sad piece of news indeed. For years Mr. Doak has gone away each Monday morning on his trip North to do the work allotted for him. His way was unassuming, his manner courteous and cheerful and no one ever heard him complain. Always hopeful, always considerate, he went about his task of calling upon his friends when his own heart was sad and the pain of his life was heavy upon him. To know Mr. Doak was a privilege, to be called by him 'friend' an honor, for he served his employers honestly and faithfully. Never again will his friends who bought of him have the pleasure of knowing one so honest and upright with the simply goodness of heart as 'Our Mr. Doak.' We who have worked with him loved him and his memory shall be an example for our future lives. There is a tear in my eye for him, a thought in my mind of him and the words of my lips are God bless him!"

Will E. Sawyer.

Joseph Wisz succeeds Wieniewski Bros. in the grocery business at 648 Fourth street. Mr. Wisz has lived in that neighborhood for many years and has been engaged in painting and paper hanging.





**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. Cochran, 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 Latest Sin of the Oldest Sinner.**

About all the crooks in the world outside of real porch climbers, jimmy artists and safe blowers owe their existence to the press. They could live about as long without the press as it would take Hades to scorch a celluloid collar. It has been demonstrated time and time again that the press will grab the tainted coin and do anything in return for it that can be done and still avoid the black and white striped habiliments that the government furnishes to people who are unable to distinguish between their own money and other people's money.

This does not necessarily apply alone to what is popularly known as the yellow press, as we have yet to see a sheet from the press proper that could not be streaked with the familiar orange tint if some well-rated grafter wanted to rob the unsuspecting populace legitimately and legally, without fear of criticism or prosecution, providing, however, that the herein-forementioned grafter was willing to come loose from the cash.

A burning example supporting this statement of facts is found in our dear old Holler's Weekly, the paragon of journalistic virtue and guardian angel of the American home. She started out to reform the world through the frantic efforts of the lineal descendant of the owner of that plot or parcel of land better described as the Garden of Eden. This brilliant ignoramus was in eruption for quite awhile. The American woman was appealed to through the mental contortions of a female physician, who worked her mentality and her fountain pen overtime fighting acetanilid because some of the legitimate manufacturers were making it into headache tablets. She recommended in its stead the use of aconite liniment, and told how much better and less dangerous it was to blister the neck with aconite

liniment than to risk one's life with the dreadful coal tar. The good old weekly gave the proprietors manufacturers an awful drubbing. Some of the best proprietors made in this country, proprietors that have been staples in the drug trade for a score or more of years, were held up and had the dreadful painted mask of hypocrisy removed from their festering countenances by the deft hands of the great writers, thus revealing their shameful faces to the criticisms of a truth-loving world.

For a time it looked as though the weekly was about to win a home on the center table of the American home in juxtaposition to the "book of books." But, like an untrained surgeon, they severed a large intestine when they sold a quarter page of their sterilized publicity medium to a bunch of buccaners in Chicago who are letting the "Deer Peepul" have a few tons of pink borax worth about \$9 a ton at three ounces for 50 cents. Said pink borax, supposed to whipsaw the dandruff germ, grow hair on a gas meter, and make one live happy ever afterward, to say nothing of putting the manufacturers in a position to fight the income tax and buy a new automobile every day.

However, the prince of grafters, so far as I have seen, hails from Dayton, Ohio. He has the circus shell man hung up nine weeks for repairs when it comes to spreading salve and telling the easy marks what to do. This illustrious personage is none other than Dr. Blank, of Dayton, Ohio. He favors Socrates, and has whiskers like General Grant, and in a ten double column space he puts the yokels wise to specifics for everything from dandruff to manhood that is lost, strayed or stolen.

He begins with a letter from "Distress," who writes: "My hair is so oily and straggling that I wish you could tell me something that would make it soft and fluffy. It makes me positively homely." Poor thing; it is something awful to contemplate a woman who is positively homely, especially if she admits it in a newspaper. Patient reader, you must know that undoubtedly this old girl is the queen of hard lookers. But distress is the proper label, and I guess she can't be pinched under the edict of June the thirtieth, nineteen six, for being misbranded. But Dr. Blank is there with the big mitt and his heel screwed into the bag, and tells "Distress" to "Ask your druggist for a jar of Plain Yellow Minyol."

The next victim of unkind fate is Fred W., who suffers with headache, indigestion, and is thin almost to danger point. Now, between the lines, we read that Fred is all knocked out. Kicked into a cocked hat. Feels like he had

been starved through Lent, run through a corn sheller, knocked in the head with a casting and left for dead. And would no doubt have rolled over and took the count but for the life line cast by the mysterious medicine man, who tells him he can readily overcome these difficulties by using Three-Grain Hydro-nuclane Tablets, put up in sealed cartons, with full directions. He further avers that they are recommended by physicians. No doubt. Methinks I can see the entire staff of officers and all the committeemen of the American Medical Association falling over each other to get a chance to burn their John Henry's into this recommendation for the wonderful Hydro-Nuclane Tablets discovered and manufactured especially for such cases as Fred's. And we think Fred should work his gratitude overtime thanking the great physician for snatching him as a brand from the eternal burning.

Then comes "Fern," giving neither age, color, sex or previous condition of servitude, but coughing like a motor boat, and says: "I have suffered with a bad cough for some time, and am also weak and tired most of the time, which, I think, is due to the severe coughing. Can you give me a remedy?" No doubt the average commonplace physician would think tuberc, but not so with this great annihilator of disease; he comes right across with a specific for the symptoms. He says get a two and one-half ounce package of Mentho-Laxene. Shades of Theodore Wurtz! Good night, Professor Remington. You can say Mentho-Laxene to the average layman, be he prince or pauper, and get his salary check for a year in advance. In the matter of cooking up mysterious, high-sounding, chemically inclined names, Dr. Blank is some chef.

The lay world will probably never cease to surround medicine with mystery and believe whatever is told them regarding it. Any time you hit a layman in the ear with a name he can't pronounce, or allow him to mix something for himself, you can sell him whatever you offer him at whatever price he happens to have.

The druggists of the country are unwilling parties to the shady transactions of such crooks as the press is continually aiding in their efforts to separate Josh and Cy from the last penny of their hard-earned cash.

I feel safe in saying that there is not a layman in the world who cannot be teased into showing the symptoms of some terrible malady. Once you establish the symptoms in his mind, the rest is easy. Tell him to get a two-ounce bottle of Aqua Gringham and mix it with a pint of equal parts peppermint water and sorghum molasses and take ten drops in a wineglass full of water forty-eight minutes before meals for bubonic plague, and he will not only turn his pockets inside out to you, but will follow directions to the letter and get well.

Once in my youth, when I was as full of ethics as Detroit is of automobiles, I determined to give this tribe of charlatons the worst of it, feeling sure that my influence would put them on the hummer for keeps. A minister, who was one of the shrewdest as well as one among the best educated men I

ever knew, came to my store one day and asked for an ounce of Kargon Compound, whereupon I proceeded to vent the pent-up wrath of years on the crooks who got their dirty money by playing upon the ignorance of the unwise. My argument to that preacher was a masterly effort, such as I never made before or since. Invectives and as near curses as I dared use in the presence of this Christian gentleman came in torrents. When I had worn logic to a frazzle and used up the English language until there was not enough of it left to cover the space on a local view post card of the Union Stock Yards, Chicago, he thanked me profusely and walked across the street, where he got what he asked for and was thanked kindly for his 50 cents. I do not see him any more unless I go to his church. It was that day that I used a stomach pump on my ethics and decided that my bump of idiocy was abnormally developed.

Formerly the game of these crooks was to have the patient write a personal letter to the doctor, the letter being rife with symptoms from stomachic disturbances to vertigo and palsy, and pinned to a bank note of whatever denomination the doctor thought his victims would stand for. The typographical spread was marked (advertisement). The patient received by return mail a complete hand-painted diagnosis and a small vial of specific.

But this method seems to have grown gray haired, as the old mutts got leery and the young suckers were not born fast enough to keep the mill going. So now the proper procedure for fleecing the unshorn merinos is to tell the patient to "ask your druggist for Plain Duckhorn," thus using the druggist's reputation and good name to promote as dirty as graft as ever came down the pike.

In many instances the advertisement says, "ask your druggist about Foxtone." The druggist dare not argue against it, because if he has it in stock he has it there to sell; if he says there is no value to it and that he does not carry it, the customer forthwith concludes that the druggist is a back number and decides to go where he can get what he asks for, instead of getting a long-winded argument and a didactic lecture on a subject in which he is not interested.

Who, pray, is responsible for this annoying state of affairs. Is it the grafter? No. No. Dr. Blank and his ilk unaided are not only powerless, but harmless as well. It is merely a new sin of an old offender. That boot-licking gold digger, the press, will barter its soul for the filthy lucre when convinced that the dirty deal is beyond the reach of the district attorney, and will promote any kind of legalized robbery with whoever splits the spoils.

The press not only accepts the crooked copy, but helps the promoter by arranging it so that the word advertisement appears outside the border, where it appears as much a part of the International Sunday School Lesson as it does a part of the advertisement.

W. H. Cousins.

Many a good cigar has met its match.





# 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

Spring Wheat Flour

### DECLINED

Arbuckle Coffee  
Cheese  
Split Peas

## 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
Axle Grease	<b>AXLE GREASE</b>	Bloomingdale .. @18 1/2
<b>B</b>	<b>Frazer's.</b>	Carson City .. @18 1/2
Baked Beans	11b. wood boxes, 4 doz. 3 00	Wax ..... 75@1 25
Bath Brick	11b. tin boxes, 3 doz. 2 35	<b>Blueberries</b>
Bluing	3 1/2 lb. tin boxes, 2 dz. 4 25	Standard ..... 1 80
Breakfast Food	10lb. pails, per doz. .6 00	Little Neck, 1lb. .. @1 00
Brooms	15lb. pails, per doz. .7 20	Little Neck, 2lb. .. @1 50
Brushes	25lb. pails, per doz. .12 00	<b>Clams</b>
Butter Color	<b>BAKED BEANS</b>	Burnham's 1/2 pt. .2 25
<b>C</b>	No. 1, per doz. .45@ 90	Burnham's pts. .3 75
Candles	No. 2, per doz. .75@1 40	Burnham's qts. .7 50
Canned Goods	No. 3, per doz. .85@1 75	<b>Corn</b>
Carbon Oils	<b>BATH BRICK</b>	Fair ..... 65@ 70
Catsup	English ..... 95	Good ..... 90@1 00
Cheese	<b>BLUING</b>	Fancy ..... @1 30
Chewing Gum	Jennings'	<b>French Peas</b>
Chicory	Condensed Pearl Bluing	Monbadon (Natural)
Chocolate	Small C P Bluing, doz. 45	per doz. .... 1 75
Clothes Lines	Large C P Bluing, doz. 75	<b>Gooseberries</b>
Cocoa	<b>BREAKFAST FOODS</b>	No. 2, Fair ..... 1 50
Cocoanut	Apetizo, Biscuits ..... 3 00	No. 2, Fancy ..... 2 35
Coffee	Bear Food, Pettijohns 1 95	<b>Hominy</b>
Confections	Cracked Wheat, 24-2 2 50	Standard ..... 95
Cracked Wheat	Cream of Wheat, 36-2 4 50	<b>Lobster</b>
Crackers	Cream of Rye, 24-2 3 00	1/4 lb. .... 1 85
Cream Tartar	Posts Toasties, T.	1/2 lb. .... 3 15
<b>D</b>	No. 2 ..... 2 80	<b>Mackerel</b>
Dried Fruits	Posts Toasties, T.	Mustard, 1lb. .... 1 80
<b>F</b>	No. 3 ..... 2 80	Mustard, 2lb. .... 2 80
Farinaceous Goods	Farinose, 24-2 ..... 2 70	Soused, 1 1/2 lb. .... 2 80
Fishing Tackle	Grape Nuts ..... 2 70	Soused, 2lb. .... 2 75
Flavoring Extracts	Grape Sugar Flakes, 2 50	Tomato, 1lb. .... 1 50
Flour and Feed	Hardy Wheat Flakes, 2 50	Tomato, 2 1/2. .... 2 80
Fruit Jars	Postma's Dutch Cook 2 75	<b>Mushrooms</b>
<b>G</b>	Holland Rusk ..... 3 00	Hotels ..... @ 15
Gelatine	Kellogg's Toasted Rice	Buttons, 1/2s ..... @ 14
Grain Bags	Biscuit ..... 3 30	Buttons, 1s ..... @ 25
<b>H</b>	Kellogg's Toasted Rice	<b>Oysters</b>
Herbs	Flakes ..... 2 80	Cove, 1lb. .... @ 85
Hides and Pelts	Kellogg's Toasted Wheat	Cove, 2lb. .... @1 60
Horse Radish	Biscuit ..... 3 30	<b>Plums</b>
<b>J</b>	Kellogg's Krumbles ..... 3 30	Plums ..... 90@1 35
Jelly	Krinkle Corn Flakes 1 75	<b>Pears in Syrup</b>
Jelly Glasses	Mapl-Wheat Flakes, 3 doz. .... 2 85	No. 3 cans, per doz. .1 50
<b>M</b>	Mapl-Wheat Flakes, 3 doz. .... 2 80	<b>Peas</b>
Macaroni	Mapl-Corn Flakes 2 80	Marrowfat ..... 90@1 00
Mapleine	Minn. Wheat Cereal 3 75	Early June ..... 1 10@1 25
Meats, Canned	Algrain Food ..... 4 25	Early June siftd 1 45@1 55
Mince Meat	Ralston Wheat Food 4 50	<b>Peaches</b>
Molasses	Ralston Wht Food 10c 1 45	Pie ..... 1 00@1 25
Mustard	Saxon Wheat Food .2 60	No. 10 size can pie @3 25
<b>N</b>	Shred Wheat Biscuit 3 60	<b>Pineapple</b>
Nuts	'triscuit, 18 ..... 1 80	Grated ..... 1 75@2 10
<b>O</b>	Pillsbury's Best Cer'l 4 25	Sliced ..... 95@2 60
Olives	Post Tavern Special 2 80	<b>Pumpkin</b>
<b>P</b>	Quaker Puffed Rice .4 25	Fair ..... 80
Pickles	Quaker Puffed Wheat 2 85	Good ..... 90
Pipes	Quaker Brkfst Biscuit 1 90	Fancy ..... 1 00
Playing Cards	Quaker Corn Flakes 1 75	Gallon ..... 2 40
Potash	Victor Corn Flakes 2 20	<b>Raspberries</b>
Provisions	Washington Crisps .1 85	Standard ..... @
<b>R</b>	Wheat Hearts ..... 1 90	<b>Salmon</b>
Rice	Wheatena ..... 4 50	Warrens, 1 lb. Tall .2 30
Rolled Oats	Evaporated Sugar Corn 90	Warrens, 1 lb. Flat .2 40
<b>S</b>	<b>BROOMS</b>	Red Alaska ..... 1 55@1 60
Salad Dressing	Fancy Parlor, 25 lb. .4 25	Med Red Alaska 1 15@1 30
Saleratus	Parlor, 5 String, 25 lb. 4 00	Pink Alaska ..... @ 90
Salt Soda	Standard Parlor, 23 lb. 3 50	<b>Sardines</b>
Salt	Common, 23 lb. .... 3 25	Domestic, 1/4s ..... 3 50
Salt Fish	Special, 23 lb. .... 2 75	Domestic 1/4 Mustard 3 25
Seeds	Warehouse, 33 lb. .4 25	Domestic, 3/4 Mustard 2 75
Shoe Blacking	Common Whisk ..... 1 00	French, 1/4s ..... 7@14
Snuff	Fancy Whisk ..... 1 25	French, 1/2s ..... 13@23
Soap	<b>BRUSHES</b>	<b>Sauer Kraut</b>
Soda	Scrub	No. 3, cans ..... 90
Spices	Solid Back, 8 in. .... 75	No. 10, cans ..... 2 40
Starch	Solid Back, 11 in. .... 95	<b>Shrimps</b>
Syrups	Pointed Ends ..... 85	Dunbar, 1st doz. .... 1 35
<b>T</b>	<b>Stove</b>	Dunbar, 1 1/2 doz. .... 2 35
Table Sauces	No. 3 ..... 90	<b>Succotash</b>
Tea	No. 2 ..... 1 25	Fair ..... 90
Tobacco	No. 1 ..... 1 75	Good ..... 1 20
Twine	<b>Shoe</b>	Fancy ..... 1 25@1 40
<b>V</b>	No. 3 ..... 1 00	<b>Strawberries</b>
Vinegar	No. 7 ..... 1 30	Standard ..... 95
<b>W</b>	No. 4 ..... 1 70	Fancy ..... 2 25
Wicking	No. 3 ..... 1 90	<b>Tomatoes</b>
Woodenware	<b>BUTTER COLOR</b>	Good ..... 1 05
Wrapping Paper	Dandelion, 25c size .. 2 00	Fancy ..... 1 35
<b>Y</b>	<b>CANDLES</b>	No. 10 ..... 3 10
Yeast Cake	Paraffine, 6s ..... 7 1/2	<b>CARBON OILS</b>
	Paraffine, 12s ..... 8	Perfection ..... @10 1/2
	Wicking ..... 20	Perfection ..... @10
	<b>CANNED GOODS</b>	Gas Machine ..... @24
	<b>Apples</b>	Deodor'd Nap'a ..... @14 1/2
	3 lb. Standards .. @ 90	Cylinder ..... 29 @34 1/2
	Gallon ..... @3 85	Engine ..... 16 @22
	<b>Blackberries</b>	Black, winter .. 8 @10
	2 lb. .... 1 50@1 90	<b>CATSUP</b>
	Standard gallons @6 00	Snider's pints ..... 2 35
		Snider's 1/2 pints ..... 1 85

### 3

<b>CHEESE</b>	Acme ..... @18
Bloomingdale .. @18	Carson City .. @18
Hopkins ..... @18	Brick ..... @18
Leiden ..... @15	Limburger ..... @18
Pineapple ..... 40 @60	Edam ..... @85
Sap Sago ..... @18	Swiss, domestic @20
<b>CHEWING GUM</b>	Adams Black Jack .... 55
Adams Sappota ..... 55	Beeman's Pepsin ..... 55
Beechnut ..... 60	Chiclets ..... 1 25
Colgan Violet Chips .. 60	Dentyne ..... 1 10
Flag Spruce ..... 55	Juliy Fruit ..... 55
Red Robin ..... 55	Sen Sen (Jars 80 pkgs, \$2.20) ..... 55
Spearment, Wrigleys .. 60	Spearment, 5 box jars 3 00
Spearment, 3 box jars 1 80	Trunk Spruce ..... 55
Yucatan ..... 55	Zeno ..... 60
<b>CHICORY</b>	Bulk ..... 5
Red ..... 7	Eagle ..... 5
Frank's ..... 7	Scheuer's ..... 6
Red Standards ..... 1 60	White ..... 1 60
<b>CHOCOLATE</b>	Walter Baker & Co.
German's Sweet ..... 22	Premium ..... 22
Caracas ..... 28	Walter M. Lowney Co.
Premium, 1/4s ..... 29	Premium, 1/2s ..... 29
<b>CLOTHES LINE</b>	Per doz.
No. 40 Twisted Cotton 95	No. 50 Twisted Cotton 1 30
No. 60 Twisted Cotton 1 70	No. 80 Twisted Cotton 2 00
No. 50 Braided Cotton 1 00	No. 60 Braided Cotton 1 25
No. 60 Braided Cotton 1 85	No. 80 Braided Cotton 2 25
No. 50 Sash Cord ..... 2 00	No. 60 Sash Cord ..... 2 00
No. 72 Jute ..... 1 00	No. 60 Sisal ..... 90
<b>Galvanized Wire</b>	No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10	No. 20, each 100ft. long 1 00
No. 19, each 100ft. long 2 10	<b>COCOA</b>
Baker's ..... 37	Cleveland ..... 41
Colonial, 1/4s ..... 35	Colonial, 1/2s ..... 33
Epps ..... 42	Hershey's, 1/4s ..... 30
Hershey's, 1/2s ..... 23	Huyler ..... 36
Lowney, 1/4s ..... 34	Lowney, 1/2s ..... 33
Lowney, 3/4s ..... 33	Van Houten, 1/4s ..... 35
Van Houten, 1/2s ..... 35	Van Houten, 3/4s ..... 35
Van Houten, 1s ..... 65	Webb ..... 33
Wilber, 1/4s ..... 33	Wilber, 1/2s ..... 32
<b>COCOANUT</b>	Dunham's per lb.
1/4s, 5lb. case ..... 30	1/4s, 5lb. case ..... 29
1/4s, 15lb. case ..... 28	1/4s, 15lb. case ..... 28
1s, 15lb. case ..... 27	1/4s & 1/2s 15lb. case 28
Scalloped Gems ..... 10	1/4s & 1/2s pails ..... 16
Bulk, pails ..... 13	Bulk, barrels ..... 12
Baker's Brazil Shredded 10 5c pkgs., per case 2 60	26 10c pkgs., per case 2 60
16 10c and 33 5c pkgs., per case ..... 2 60	<b>COFFEES ROASTED</b>
<b>Rio</b>	Common ..... 19
Fair ..... 19 1/2	Choice ..... 20
Fancy ..... 21	Peaberry ..... 23
<b>Santos</b>	Common ..... 20
Fair ..... 20 1/2	Choice ..... 21
Fancy ..... 23	Peaberry ..... 23
<b>Maracaibo</b>	Fair ..... 24
Choice ..... 25	<b>Mexican</b>
Choice ..... 25	Fancy ..... 26
<b>Guatemala</b>	Fair ..... 25
Fancy ..... 28	<b>Java</b>
Private Growth ..... 26@30	Mandling ..... 31@35
Aukola ..... 30@32	

### 4

<b>Mocha</b>	Short Bean ..... 25@27
Long Bean ..... 24@25	H. L. O. G. .... 26@28
<b>Bogota</b>	Fair ..... 24
Fancy ..... 26	Exchange Market, Steady
Spot Market, Strong	<b>Package</b>
New York Basis	Arbuckle ..... 19 25
<b>McLaughlin's XXXX</b>	sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago
<b>Extracts</b>	Holland, 1/2 gro. bxs. 95
Felix, 1/2 gross ..... 1 15	Hummel's foil, 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43	<b>CONFECTIONERY</b>
<b>Stick Candy</b>	Pails
Horehound ..... 8	Standard ..... 8
Standard, small ..... 8 1/2	Twist, small ..... 9
<b>Jumbo</b>	Cases
Jumbo, small ..... 8 1/2	Big Stick ..... 8 1/2
Boston Cream ..... 13	<b>Mixed Candy</b>
Broken ..... 8	Cameo ..... 12
Cute Loaf ..... 9	Fancy ..... 10 1/2
Fancy ..... 9	Grocers ..... 6 1/2
Kindergarten ..... 11	Leader ..... 8 1/2
Majestic ..... 9	Monarch ..... 8 1/2
Novelty ..... 10	Paris Creams ..... 10
Premio Creams ..... 14	Royal ..... 7 1/2
Special ..... 8 1/2	Valley Creams ..... 12
X L O ..... 7	<b>Specialties</b>
Auto Kisses (baskets) 13	Bonnie Butter Rites .16
Butter Cream Corn .16	Candy Crackers (bsk) 15
Caramel Dice ..... 13	Cocoanut Taffy Bar .13
Cocoanut Kraut ..... 14	Cocoanut Drops ..... 12
Cocoanut Macaroons 18	Cocoanut Macaroons 18
Cocoanut Honey Fingers 12	Cocnt Honey Jumbles 12
Coffy Toffy ..... 14	Dainty Mints 7 lb. tin 15
Empire Fudge ..... 14	Fudge, Pineapple .13
Fudge, Walnut ..... 13	Fudge, Filbert ..... 13
Fudge, Choco. Peanut 13	Fudge, Honey Moon .13
Fudge, Toasted Cocoa nut ..... 13	Fudge, Cherry ..... 14
Fudge, Cocoanut ..... 13	Honeycomb Candy ..... 15
Kokays ..... 14	Iced Maroons ..... 14
Iced Gems ..... 15	Iced Orange Jellies .13
Italian Bon Bons .13	Lozenges, Pink ..... 10
Manchus ..... 13	Molasses Kisses, 10 lb. box ..... 13
Nut Butter Puffs .13	Salted Peanuts ..... 13
<b>Chocolates</b>	Assorted Choc. .... 15
Amazon Caramels .. 15	Champion ..... 11
Choc. Chips, Eureka 18	Climax ..... 13
Eclipse, Assorted .. 16	Eureka Chocolates .. 15
Favorite ..... 16	Ideal Chocolates ..... 13
Klondike Chocolates 18	Nabobs ..... 18
Nibble Sticks ..... 25	Nut Wafers ..... 18
Peano Clusters ..... 22	Pyramids ..... 16
Quintette ..... 16	Regina ..... 10
Star Chocolates ..... 13	Superior Choc. (light) 18
<b>Pop Corn Goods</b>	Without prizes.
Cracker Jack ..... 3 25	Giggles, 5c pkg. cs. 3 50
Oh My 100s ..... 3 50	<b>Cough Drops</b>
Putnam Menthol ... 1 00	Smith Bros. .... 1 25
<b>NUTS—Whole</b>	lbs.
Almonds, Tarragona 20	Almonds, California soft shell ..... 14@16
Filberts ..... @13 1/2	Walnuts soft shell @19
Walnuts, Chili ..... @16	Table nuts, fancy 14@16
Pecans, medium ..... @13	Pecans, ex. large @15
Hickory Nuts, per bu. Ohio	<b>Cocoanuts</b>

### 5

Chestnuts, New York State, per bu. .... Shelled	No. 1 Spanish Shelled Peanuts, New 11 @11 1/2
Ex. Lg. Va. Shelled Peanuts ..... 11 1/2@12	Pecan Halves ..... @50
Walnut Halves .. 40@42	Filbert Meats ... @30
Alicante Almonds @55	Jordan Almonds .. @60
<b>Peanuts</b>	Fancy H P Suns Raw @6 1/2
Roasted ..... @7 1/2	H. P. Jumbo, Raw @8 1/2
Roasted ..... @9 1/2	<b>CRACKERS</b>
<b>National Biscuit Company Brands</b>	<b>Butter</b>
Excelsior Butters .... 8	NBC Square Butters 6 1/2
Seymour Round ..... 6 1/2	<b>Soda</b>
NBC Sodas ..... 6 1/2	Premium Sodas ..... 7 1/2
Select Sodas ..... 8 1/2	Saratoga Flakes ..... 13
Saltines ..... 13	<b>Oyster</b>
NBC Picnic Oysters .. 6 1/2	Gem Oysters ..... 6 1/2
Shell ..... 8	<b>Sweet Goods</b>
<b>Cans and boxes</b>	Animals ..... 10
Atlantics Also Asstd. 12	Avena Fruit Cakes .. 12
Bonnie Doon Cookies 10	Bonnie Lassies ..... 10
Cameo Biscuit Choc. 25	Cameo Biscuit Asstd. 25
Cartwheels Asstd. .... 8 1/2	Cecelia Biscuit ..... 16
Cheese Tid Bits ..... 20	Chocolate Bar (cans) 18
Chocolate Drops ..... 17	Chocolate Drop Centers ..... 16
Choc. Honey Fingers 16	Cracknels ..... 18
Cream Fingers ..... 14	Cocoanut Taffy Bar .13
Cocoanut Drops ..... 12	Cocoanut Macaroons 18
Cocnt Honey Fingers 12	Cocnt Honey Jumbles 12
Coffee Cakes Iced ..... 12	Family Cookies ..... 8 1/2
Fig Cakes Asstd. .... 12	Fig Cakes Asstd. .... 12
Fireside Peanut Jumbles ..... 12	Frosted Creams ..... 8 1/2
Frosted Ginger Cook. 8 1/2	Frost Lunch Iced ..... 10
Ginger Drops ..... 13	Ginger Gems Plain .. 8 1/2
Ginger Gems Iced ..... 9 1/2	Graham Crackers ..... 8
Ginger Snaps Family 8 1/2	Ginger Snaps NBC Round ..... 8
Household Cookies .. 8	Household Cks. Iced 9
Hippodrome Bar ..... 12	Honey Fingers ..... 12
Honey Jumbles ..... 12	Imperial ..... 8 1/2
Jubilee Mixed ..... 10	Lady Fingers Sponge 30
Leap Year Jumbles .. 20	Lemon Biscuit Square 9
Lemon Wafers ..... 17	Lemona ..... 8 1/2
Mace Cakes ..... 8	Mary Ann ..... 8 1/2
Marshmallow Coffee Cake ..... 13	Marshmallow Pecans 18
Marshmallow Walnts 18	Medora ..... 8
NBC Honey Cakes .. 12	Oatmeal Crackers .. 8
Orange Gems ..... 8 1/2	Penny Assorted ..... 8 1/2
Peanut Gems ..... 9	Picnic Mixed ..... 12
Pineapple Cakes ..... 16	Raisin Gems ..... 11
Raspberry Dessert .. 17	Revers Asstd. .... 15
Seafoam ..... 8	Spiced Ginger Cakes.. 9
Spiced Ginger Cakes Iced ..... 10	Sugar Fingers ..... 12
Sugar Crimp ..... 8 1/2	Sultana Fruit Biscuit 16
Triumph Cakes ..... 16	Vanilla Wafers ..... 18
Waverly ..... 10	<b>In-er-Seal Trade Mark Goods</b>
per doz.	Baronet Biscuit ..... 1 00
Bremmers Btr Wafs. 1 00	Cameo Biscuit ..... 1 50
Cheese Sandwich ..... 1 00	Chocolate Wafers ..... 1 00
Excelsior Butters ..... 1 00	Fig Newton ..... 1 00
Five O'Clock Tea Ect 1 00	Ginger Snaps NBC .. 1 00



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

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

DRIED FRUITS
Apples
Evaporated Choice blk... 10 1/2
Evaporated Fancy pkg... 8 1/2
Apricots
California... 15 @ 17
Citron
Corsican... 16
Currants
Imported 1 lb. 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
Pearl
Lemon, American... 12 1/2
Orange, American... 12 1/2
Raisins
Cluster, 20 cartons... 2 25
Loose Muscatels, 4 Cr... 7 1/2
Loose Muscatels, 3 Cr... 7 1/2
L. M. Seeded, 1 lb... 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 Limas... 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... 3 15
Peas
Green, Wisconsin, bu... 1 45
Green, Scotch, bu... 1 45
Split, lb... 04
Sago
East India... 4 1/2
German, sacks... 4 1/2
German, broken pkg... 4 1/2
Tapioca
Flake, 100 lb. sacks... 4 1/2
Pearl, 100 lb. sacks... 4 1/2
Pearl, 36 pkgs... 2 25
Minute, 36 pkgs... 2 75

FISHING TACKLE
1/2 to 1 in... 6
1 1/2 to 2 in... 7
1 3/4 to 2 in... 9
1 1/2 to 2 in... 11
2 in... 15
3 in... 20
Cotton Lines
No. 1, 10 feet... 5
No. 2, 15 feet... 7
No. 3, 15 feet... 9
No. 4, 15 feet... 10
No. 5, 15 feet... 11
No. 6, 15 feet... 12
No. 7, 15 feet... 15
No. 8, 15 feet... 18
No. 9, 15 feet... 20
Linen Lines
Small... 20
Medium... 26
Large... 34
Poles
Bamboo, 14 ft., per doz... 56
Bamboo, 16 ft., per doz... 55
Bamboo, 18 ft., per doz... 50

FLAVORING EXTRACTS

Jennings D C Brand
Extract Lemon Terpeneless
Extract Vanilla Mexican
both at the same price
No. 1, F box 7/8 oz... 85
No. 2, F box, 1 1/4 oz... 1 20
No. 4, F box, 2 1/4 oz... 2 00
No. 3, 2 1/4 oz. Taper... 2 00
No. 2, 1 1/2 oz. flat... 1 75

FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent... 5 10
Sunburst... 4 80
Wizard Flour... 4 70
Wizard Graham... 4 80
Wizard, Gran. Meal... 4 40
Wizard Buckwht cwt... 3 40
Rye... 4 40
Valley City Milling Co.
Lily White... 5 15
Light Loaf... 4 65
Graham... 2 15
Granena Health... 2 25
Gran. Meal... 1 95
Bolted Med... 1 85

Voigt Milling Co.
Graham... 4 30
Voigt's Crescent... 5 10
Voigt's Flourigt... 5 10
Voigt's Hygienic... 4 30
Voigt's Royal... 5 50

Watson-Higgins Milling Co.
Perfection Buckwheat
Flour... 6 00
Perfection Flour... 5 00
Tip Top Flour... 4 60
Golden Sheaf Flour... 4 20
Marshall's Best Flour... 4 75

Worden Grocer Co.
Quaker, paper... 4 60
Quaker, cloth... 4 70
Graham Buckwht bbl... 4 40
Kansas Hard Wheat
Voigt Milling Co.
Calla Lily... 4 60

Worden Grocer Co.
American Eagle, 1/8s... 5 20
American Eagle, 1/4s... 5 10
American Eagle, 1/2s... 5 00
Spring Wheat
Judson Grocer Co.
Ceresota, 1/8s... 5 60
Ceresota, 1/4s... 5 70
Ceresota, 1/2s... 5 80

Voigt Milling Co.
Columbian... 5 05
Roy Baker, 9365
Golden Horn, family... 4 95
Golden Horn, bakers... 4 85
Wisconsin Rye... 3 55
Bohemian Rye... 3 60

Worden Grocer Co.
Wingold, 1/8s cloth... 5 60
Wingold, 1/4s cloth... 5 50
Wingold, 1/2s cloth... 5 40
Wingold, 1/8s paper... 5 45
Wingold, 1/4s paper... 5 40
Wykes & Co.
Sleepy Eye, 1/8s cloth... 5 50
Sleepy Eye, 1/4s cloth... 5 40
Sleepy Eye, 1/2s cloth... 5 30
Sleepy Eye, 1/8s paper... 5 30
Sleepy Eye, 1/4s paper... 5 30

Bolted... 4 20
Golden Granulated... 4 40
Wheat
New Red... 93
New White... 93
Oats
Michigan carlots... 44
Less than carlots... 46
Corn
Carlots... 72
Less than carlots... 75
Hay
Carlots... 16 00
Less than carlots... 18 00
Feed
Street Car Feed... 33
No. 1 Corn & Oat Feed... 33
Cracked Corn... 32
Coarse corn meal... 32

FRUIT JARS
Mason, pts., per gro... 4 20
Mason, qts., per gros... 4 50
Mason, 1/2 gal. per gro... 6 85
Mason, can tops, gro... 1 30
GELATINE
Cox's, 1 doz. large... 1 45
Cox's, 1 doz. small... 90
Knox's Sparkling, doz... 1 25
Knox's Sparkling, gr... 14 00
Knox's Acidu'd doz... 1 25
Nelson's... 1 50
Oxford... 75
Plymouth Rock, Phos... 1 25
Plymouth Rock, Plain... 90

GRAIN BAGS
Broad Gauge... 18
Amoskeag... 19
Herbs
Sage... 15
Hops... 15
Laurel Leaves... 15
Senna Leaves... 25

HIDES AND PELTS
Hides
Green, No. 1... 12
Green, No. 2... 11
Cured, No. 1... 13 1/2
Cured, No. 2... 12 1/2

Calfskin, green, No. 1... 15
Calfskin, green, No. 2... 13 1/2
Calfskin, cured, No. 1... 16
Calfskin, cured, No. 2... 14 1/2
Pelts
Old Wool... 60 @ 1 25
Lambs... 10 @ 25
Shearlings... 10 @ 15

Tallow
No. 1... @ 5
No. 2... @ 4
Wool
Unwashed, med... @ 18
Unwashed, fine... @ 13

HORSE RADISH
Per doz... 90
Jelly
5lb. pails, per doz... 2 40
15lb. pails, per pail... 55
30lb. pails, per pail... 1 00

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

8

MAPLEINE
2 oz. bottles, per doz... 3 00
1 oz. bottles, per doz... 1 75
MINCE MEAT
Per case... 2 85
MOLASSES
New Orleans
Fancy Open Kettle... 42
Choice... 35
Good... 22
Fair... 20
Half barrels 2c extra
Red Hen, No. 2 1/2... 1 75
Red Hen, No. 5... 1 75
Red Hen, No. 10... 1 65

MUSTARD
1/2 lb. 6 lb. box... 1b
OLIVES
Bulk, 1 gal. kegs 1 00 @ 1 10
Bulk, 2 gal. kegs... 95 @ 1 05
Bulk, 5 gal. kegs... 90 @ 1 00
Stuffed, 5 oz... 90
Stuffed, 8 oz... 1 25
Stuffed, 14 oz... 2 25
Pitted (not stuffed)
Manzanilla, 8 oz... 2 25
Lunch, 10 oz... 90
Lunch, 16 oz... 1 35
Queen, Mammoth, 19 oz... 4 25
Queen, Mammoth, 28 oz... 5 75
Olive Chow, 2 doz. cs., per doz... 2 25

PICKLES
Medium
Barrels, 1,200 count... 7 75
Half bbls., 600 count... 4 38
5 gallon kegs... 1 90
Small
Barrels... 9 50
Half barrels... 5 25
5 gallon kegs... 2 25
Gherkins
Barrels... 14 00
Half barrels... 6 50
5 gallon kegs... 2 50

Sweet Small
Barrels... 16 60
Half barrels... 8 75
5 gallon kegs... 3 50
PIPES
Clay, No. 216, per box... 1 75
Clay, T. D. full count... 60
Cob... 90

PLAYING CARDS
No. 90 Steamboat... 75
No. 15, Rival assorted... 1 25
No. 20, Rover, enam'd... 1 50
No. 572, Special... 1 75
No. 98 Golf. satin fin... 2 00
No. 808, Bicycle... 2 00
No. 632 Tourn't whist... 2 25

POTASH
Babbitt's, 2 doz... 1 75
PROVISIONS
Barreled Pork
Clear Back... 21 50 @ 22 00
Short Cut Cl'r... 20 00 @ 20 50
Bean... 18 50 @ 19 00
Brisket, Clear... 26 00 @ 27 00
Pig... 23 00
Clear Family... 26 00

Dry Salt Meats
S P Bellies... 14 1/2 @ 15
Lard
Pure in tierces 11 1/2 @ 12
Compound Lard 9 @ 9 1/2
80 lb. tubs... advance 1 1/8
80 lb. tubs... advance 1 1/8
50 lb. tubs... advance 1 1/4
20 lb. pails... advance 3/4
10 lb. pails... advance 7/8
5 lb. pails... advance 1
8 lb. pails... advance 1

Smoked Meats
Hams, 12 lb. av... 18 @ 18 1/2
Hams, 14 lb. av... 18 1/2 @ 17
Hams, 16 lb. av... 15 1/2 @ 16
Hams, 18 lb. av... 16 @ 16 1/2
Ham, dried beef... 29 @ 30
California Hams 12 @ 12 1/2
Hams, Boiled
Hams... 19 @ 20
Boned Hams... 24 @ 24 1/2
Minc'd Ham... 14 @ 14 1/2
Bacon... 17 @ 23

Sausages
Bologna... 12 @ 12 1/2
Liver... 9 1/2 @ 10
Frankfort... 13 @ 13 1/2
Pork... 13 @ 14
Veal... 11
Tongue... 11
Headcheese... 10

Beef
Boneless... 20 00 @ 20 50
Rump, new... 24 00 @ 24 50
Pig's Feet
1/2 bbls... 1 05
3/4 bbls., 40 lbs... 2 10
1/2 bbls... 4 25
1 bbl... 8 50

Tripe
Kits, 15 lbs... 90
40 lbs... 1 60
30 lbs... 3 00
Casings
Hogs, per 1/2... 35
Beef, rounds, set... 18 @ 20
Beef, middles, set... 80 @ 85
Sheep, per bundle... 85

Uncolored Butterline
Solid Dairy... 12 @ 16
Country Rolls... 12 1/2 @ 18
Canned Meats
Corned beef, 2 lb... 4 65
Corned beef, 1 lb... 2 40
Roast beef, 2 lb... 4 65
Roast beef, 1 lb... 2 40

Potted Meat, Ham
Flavor, 1/2s... 55
Potted Meat, Ham
Flavor, 1/2s... 95
Deviled Meat, Ham
Flavor, 1/2s... 55
Deviled Meat, Ham
Flavor, 1/2s... 95
Potted Tongue, 1/2s... 55
Potted Tongue, 1/2s... 95

RICE
Fancy... 6 1/2 @ 7
Japan Style... 5 @ 5 1/2
Broken... 3 @ 4 1/4
ROLLED OATS
Rolled Avena, bbls... 5 00
Steel Cut, 100 lb. sks... 2 50
Monarch, bbls... 4 75
Monarch, 90 lb. sks... 2 25
Quaker, 18 Regular... 1 45
Quaker, 20 Family... 4 00

SALAD DRESSING
Columbia, 1/2 pt... 2 25
Columbia, 1 pint... 4 00
Durkee's, large 1 doz... 4 50
Durkee's, small, 2 doz... 5 25
Snider's, large, 1 doz... 2 35
Snider's, small, 2 doz... 1 35

SALERATUS
Packed 60 lbs. in box
Arm and Hammer... 3 00
Wyandotte, 100 1/2s... 3 00
SAL SODA
Granulated, bbls... 80
Granulated, 100 lbs. cs... 90
Granulated, 36 pkgs... 1 25

SALT
Common Grades
100 3 lb. sacks... 2 60
70 4 lb. sacks... 2 40
60 5 lb. sacks... 2 40
28 10 lb. sacks... 2 25
56 lb. sacks... 40
28 lb. sacks... 20

Warsaw
56 lb. sacks... 26
28 lb. dairy in drill bags... 20
Solar Rock
56 lb. sacks... 26
Common
Granulated, Fine... 1 05
Medium, Fine... 1 10

SALT FISH
Cod
Large, whole... @ 9
Small, whole... @ 8 1/2
Strips or bricks... 9 @ 13
Pollock... @ 5 1/2
Smoked Salmon
Strips... 9
Halibut
Strips... 18
Chunks... 19

Holland Herring
Y. M. wh. hoop bbls... 10 50
Y. M. wh. hoop 1/2 bbls... 5 50
Y. M. wh. hoop kegs... 65
Y. M. wh. hoop Milchers... 65
Standard, bbls... 8 75
Standard, 1/2 bbls... 4 63
Standard, kegs... 54
Trout
No. 1, 100 lbs... 7 50
No. 1, 40 lbs... 2 25
No. 1, 10 lbs... 90
No. 1, 2 lbs... 75

9

SEEDS
Anise... 14
Canary, Smyrna... 7 1/2
Caraway... 10
Cardomom, Malabar... 1 20
Celery... 50
Hemp, Russian... 5
Mixed Bird... 5
Mustard, white... 8
Poppy... 9
Rape... 5 1/2

SHOE BLACKING
Handy Box, large 3 dz... 3 50
Handy Box, small... 1 25
Bixby's Royal Polish... 85
Miller's Crown Polish... 85

SODA
Boxes... 5 1/2
Kegs, English... 4 1/4

SPICES
Whole Spices
Allspice, Jamaica... 9 @ 10
Allspice, lg Garden... @ 11
Cloves, Zanzibar... @ 22
Cassia, Canton... 14 @ 15
Cassia, 5c pkg. dz... @ 25
Ginger, African... @ 9 1/2
Ginger, Cochin... @ 14 1/2
Mace, Penang... @ 70
Mixed, No. 1... @ 17
Mixed, No. 2... @ 16
Mixed, 5c pkgs. dz... @ 45
Nutmegs, 70180... @ 30
Nutmegs, 105-110... @ 25
Pepper, Black... @ 15
Pepper, White... @ 25
Pepper, Cayenne... @ 22
Paprika, Hungarian... @ 22

Pure Ground In Bulk
Allspice, Jamaica... @ 14
Cloves, Zanzibar... @ 29
Cassia, Canton... @ 20
Ginger, African... @ 17
Mace, Penang... @ 75
Nutmegs... @ 35
Pepper, Black... @ 19
Pepper, White... @ 27
Pepper, Cayenne... @ 24
Paprika, Hungarian... @ 45

STARCH
Corn
Kingsford, 40 bs... 7 1/4
Muzzy, 20 1lb. pkgs... 5 1/4
Kingsford
Silver Gloss, 40 1lb... 7 1/2
Muzzy, 40 1lb. pkgs... 5
Gloss
Argo, 2+ 5c pkgs... 90
Silver Gloss, 16 3lbs... 8 1/2
Silver Gloss, 12 6lbs... 8 3/4

Muzzy
48 1lb. packages... 5
16 3lb. packages... 4 1/2
12 6lb. packages... 6
50lb. boxes... 3

SYRUPS
Corn
Barrels... 27
Half barrels... 29
Blue Karo, 2 lb... 1 80
Blue Karo, 2 1/2 lb... 2 30
Blue Karo, 5 lb... 2 25
Blue Karo, 10 lb... 2 15
Red Karo, 1 1/2 lb... 3 60
Red Karo, 2 lb... 2 15
Red Karo, 2 1/2 lb... 2 55
Red Karo, 5 lb... 2 50
Red Karo, 10 lb... 2 40

Pure Cane
Fair... 16
Good... 20
Choice... 25

TABLE SAUCES
Halford, large... 3 75
Halford, small... 2 25

TEA
Uncolored Japan
Medium... 20 @ 25
Choice... 28 @ 33
Fancy... 36 @ 45
Basket-fired Med'm... 28 @ 30
Basket-fired, Choice... 35 @ 37
Basket-fired, Fancy... 38 @ 45
No. 1 Nibs... 30 @ 32
Siftings, bulk... 9 @ 10
Siftings, 1 lb. pkgs... 12 @ 14

Gunpowder
Moyune, Medium... 28 @ 33
Moyune, Choice... 35 @ 40
Moyune, Fancy... 50 @ 60
Ping Suey, Medium... 25 @ 30
Ping Suey, Choice... 35 @ 40
Ping Suey, Fancy... 45 @ 50

Young Hyson
Choice... 28 @ 30
Fancy... 45 @ 55

Oolong
Formosa, Medium... 25 @ 28
Formosa, Choice... 32 @ 35
Formosa, Fancy... 50 @ 60

English Breakfast
Congou, Medium... 25 @ 30
Congou, Choice... 30 @ 35
Congou, Fancy... 40 @ 50
Congou, Ex. Fancy... 60 @ 80

Ceylon
Pekoe, Medium... 28 @ 30
Dr. Pekoe, Choice... 30 @ 35
Flowery O. P. Fancy... 40 @ 50

Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

Lake Herring
100 lbs... 4 00
40 lbs... 1 90
10 lbs... 58
8 lbs... 50

Mackerel
Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

10

SEEDS
Anise... 14
Canary, Smyrna... 7 1/2
Caraway... 10
Cardomom, Malabar... 1 20
Celery... 50
Hemp, Russian... 5
Mixed Bird... 5
Mustard, white... 8
Poppy... 9
Rape... 5 1/2

SHOE BLACKING
Handy Box, large 3 dz... 3 50
Handy Box, small... 1 25
Bixby's Royal Polish... 85
Miller's Crown Polish... 85

SODA
Boxes... 5 1/2
Kegs, English... 4 1/4

SPICES
Whole Spices
Allspice, Jamaica... 9 @ 10
Allspice, lg Garden... @ 11
Cloves, Zanzibar... @ 22
Cassia, Canton... 14 @ 15
Cassia, 5c pkg. dz... @ 25
Ginger, African... @ 9 1/2
Ginger, Cochin... @ 14 1/2
Mace, Penang... @ 70
Mixed, No. 1... @ 17
Mixed, No. 2... @ 16
Mixed, 5c pkgs. dz... @ 45
Nutmegs, 70180... @ 30
Nutmegs, 105-110... @ 25
Pepper, Black... @ 15
Pepper, White... @ 25
Pepper, Cayenne... @ 22
Paprika, Hungarian... @ 22

Pure Ground In Bulk
Allspice, Jamaica... @ 14
Cloves, Zanzibar... @ 29
Cassia, Canton... @ 20
Ginger, African... @ 17
Mace, Penang... @ 75
Nutmegs... @ 35
Pepper, Black... @ 19
Pepper, White... @ 27
Pepper, Cayenne... @ 24
Paprika, Hungarian... @ 45

STARCH
Corn
Kingsford, 40 bs... 7 1/4
Muzzy, 20 1lb. pkgs... 5 1/4
Kingsford
Silver Gloss, 40 1lb... 7 1/2
Muzzy, 40 1lb. pkgs... 5
Gloss
Argo, 2+ 5c pkgs... 90
Silver Gloss, 16 3lbs... 8 1/2
Silver Gloss, 12 6lbs... 8 3/4

Muzzy
48 1lb. packages... 5
16 3lb. packages... 4 1/2
12 6lb. packages... 6
50lb. boxes... 3

SYRUPS
Corn
Barrels... 27
Half barrels... 29
Blue Karo, 2 lb... 1 80
Blue Karo, 2 1/2 lb... 2 30
Blue Karo, 5 lb... 2 25
Blue Karo, 10 lb... 2 15
Red Karo, 1 1/2 lb... 3 60
Red Karo, 2 lb... 2 15
Red Karo, 2 1/2 lb... 2 55
Red Karo, 5 lb... 2 50
Red Karo, 10 lb... 2 40

Pure Cane
Fair... 16
Good... 20
Choice... 25

TABLE SAUCES
Halford, large... 3 75
Halford, small... 2 25

TEA
Uncolored Japan
Medium... 20 @ 25
Choice... 28 @ 33
Fancy... 36 @ 45
Basket-fired Med'm... 28 @ 30
Basket-fired, Choice... 35 @ 37
Basket-fired, Fancy... 38 @ 45
No. 1 Nibs... 30 @ 32
Siftings, bulk... 9 @ 10
Siftings, 1 lb. pkgs... 12 @ 14

Gunpowder
Moyune, Medium... 28 @ 33
Moyune, Choice... 35 @ 40
Moyune, Fancy... 50 @ 60
Ping Suey, Medium... 25 @ 30
Ping Suey, Choice... 35 @ 40
Ping Suey, Fancy... 45 @ 50

Young Hyson
Choice... 28 @ 30
Fancy... 45 @ 55

Oolong
Formosa, Medium... 25 @ 28
Formosa, Choice... 32 @ 35
Formosa, Fancy... 50 @ 60

English Breakfast
Congou, Medium... 25 @ 30
Congou, Choice... 30 @ 35
Congou, Fancy... 40 @ 50
Congou, Ex. Fancy... 60 @ 80

Ceylon
Pekoe, Medium... 28 @ 30
Dr. Pekoe, Choice... 30 @ 35
Flowery O. P. Fancy... 40 @ 50

Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

Lake Herring
100 lbs... 4 00
40 lbs... 1 90
10 lbs... 58
8 lbs... 50

Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

Mess, 100 lbs... 17 00
Mess, 40 lbs... 7 20
Mess, 10 lbs... 1 90
Mess, 8 lbs... 1 60
No. 1, 100 lbs... 16 00
No. 1, 40 lbs... 6 80
No. 1, 10 lbs... 1 80

11

TOBACCO
Fine Cut
Blot... 1 45
Bugle, 16 oz... 3 84
Bugle, 10c... 11 00
Dan Patch, 4 oz... 3 32
Dan Patch, 8 and 16 oz... 5 72
Dan Patch, 2 oz... 11 52
Dan Patch, 4 oz... 5 76
Fast Mail, 16 oz... 7 80
Hiawatha, 8 oz... 60
Hiawatha, 5c... 6 40
May Flower, 16 oz... 9 36
No Limit, 8 oz... 1 80
No Limit, 16 oz... 3 60
Ojibwa, 8 and 16 oz... 40
Ojibwa, 10c... 11 16
Ojibwa, 5c... 1 88
Petoskey Chief, 7 oz... 2 00
Petoskey Chief, 14 oz... 4 00
Peach and Honey, 5c... 5 76
Red Bell, 16 oz... 3 96
Red Bell, 8 foll... 1 98
Sterling, I. & D 5c... 5 76
Sweet Cuba, canister... 9 16
Sweet Cuba, 5c... 5 76
Sweet Cuba, 10c... 98
Sweet Cuba, 1 lb. tin... 4 50
Sweet Cuba, 1/2 lb. foll... 2 26
Sweet Burley, 5c L&D... 5 76
Sweet Burley, 8 oz... 2 45
Sweet Burley, 16 oz... 4 90
Sweet Mist, 1/2 gro... 5 70
Sweet Mist, 8 oz... 11 10
Sweet Mist, 8 oz... 35
Telegram, 5c... 5 76
Tiger, 5c... 6 00
Tiger, 25c cans... 2 40
Uncle Daniel, 1 lb... 60
Uncle Daniel, 1 oz... 5 22

Plug
Am. Navy, 16 oz... 32
Apple, 10 lb. butt... 38
Drummond Nat. Leaf, 2 and 5 lb... 60
Drummond Nat. Leaf per doz... 96
Battle Ax... 32
Bracer, 6 and 12 lb... 30
Big Four, 6 and 16 lb... 32
Boot Jack, 2 lb... 90
Boot Jack, per doz... 96
Bullion, 16 oz... 47
Climax, Golden Twins... 46
Climax 14 1/2 oz... 44
Climax, 7 oz... 47
Days' Work, 7 & 14 lb... 37
Creme de Menthe, lb... 28
Derby, 5 lb. boxes... 28
5 Bros., 4 lb... 66
Four Roses, 10c... 90
Gilt Edge, 2 lb... 50
Gold Rope, 6 & 12 lb... 58
Gold Rope,



SPECIAL PRICE CURRENT

12

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

13

Table with 2 columns: Item Name and Price. Includes categories like Pilot, Soldier Boy, and various tobacco products.

14

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Pails, and various hardware items.

15

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

CIGARS. Includes a list of brands like Johnson Cigar Co.'s Brand and Dutch Masters Club.

COFFEE. Includes a list of brands like White House and Dwinnell-Wright Co's B'ds.

WHITE HOUSE COFFEE. Includes an image of a tin and a list of prices for various sizes.

White House, 1 lb. Includes a list of prices for various coffee products.

16

Distributed by Judson Grocer Co., Grand Rapids. Includes a list of products and prices.

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

Royal Garden Tea. Includes an image of a tin and a list of prices.

THE BOUR CO., TOLEDO, OHIO. Includes a list of products and prices.

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

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

17

SOAP. Includes a list of brands like Acme, Lutz Bros., and Proctor & Gamble Co.

Scouring. Includes a list of brands like Sapolio and Scourine.

Soap Compounds. Includes a list of brands like Johnson's Fine and Rub-No-More.

The only 5c Cleanser. Includes an image of a tin and a list of prices.

Conservative Investors Patronize Tradesman Advertisers. Includes a large headline and sub-headline.

Public Seating for all Purposes. World's Largest Exclusive Manufacturers Church Furniture of Character. Includes an image of a chair and text about being the only exclusive designers.

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

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

Lodge Furniture. We specialize Lodge, Hall and Assembly seating. American Seating Company. Includes an image of a chair and address information.



# 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.

Wanted—stock of groceries or dry goods (or both) in exchange for best 220 acre clay loam farm and fruit land in Michigan. \$20 per acre, cash or time takes this bargain. Rich new strong soil. Boston Store, Onaway, Mich. 179

For Sale—Best location in Michigan for variety or general store. Stock and fixtures nearly new. Rent free, building rents enough room to pay all expenses. If you want to go into business, here's your chance. Lady or gentleman, or both. Address No. 180, care Tradesman. 180

For Sale—Small staple stock of general merchandise. J. Adler, Twining, Mich. 178

Wanted—Stock of merchandise in exchange for land in North Dakota. Write what you have. D. S. Benson, Montevideo, Minn. 177

For Sale—Part interest in a good manufacturing business in a live town in Southern Michigan. A good proposition for the right party. Write Taylor, 85-87 S. Monroe street, Battle Creek, Mich. 176

For Sale—Hardware business established 20 years, enjoying excellent trade; practically no competition; clean stock; invoice, including fixtures \$5,000; fine location; low rent. Terms, cash or bankable paper. Ill health compels sale. Address Kuempel Brothers, Guttenberg, Iowa. 175

Lamson cash and parcel carriers. One air line and three Majestic carriers. Also receiving station. Will sell cheap on account of installing new system. In good condition. C. M. Guggenheimer, Lynchburg, Va. 174

For Sale—To close out an estate, large drug business, handling books, stationery, fancy goods, toys, sporting goods, etc., in Western Michigan city of 30,000. Fine opportunity for hustler. Satisfactory lease. Price and terms attractive. Address No. 173, care Tradesman. 173

For Sale—2,000 acres of Pittsburg Co. coal bearing land in the oil and gas belt. Surface suitable for farming. \$25 per acre. J. E. Cavanagh, McAlester, Oklahoma. 172

We will buy for cash, any quantity of men's vests taken from suits. Also men's shoes and oxfords. Write at once what you have. Roberts Sales Company, 10-12 Crosby St., New York. 171

For Sale or Trade—Forty acre farm in Jamestown, for general country store or city grocery. Address No. 170, care Tradesman. 170

For Sale—A \$1,200 salary and 15 to 25 per cent. on investment in a \$10,000 manufacturing plant. Best proposition in Northern, Ohio. \$5,500 cash balance good security. C. C. Carpenter, 718 Yates, Toledo, Ohio. 169

For Sale—Dry goods and gents' furnishings store. Best suburban location in Kalamazoo. Clean stock and cash trade. Cheap rent. Price reasonable. Sickness cause for selling. Address No. 168, care Tradesman. 168

For Sale—Six wire revolving shoe fitting chairs, with arm rests, good condition. Regular price \$2.75 each. Our price for the lot, \$9. M. E. Peck & Son, Belding, Mich. 166

Wanted—For cash, good elevator in bean and oat district. Write with full description of property to Hankins Bros., Flushing, Michigan. 165

For Sale—Small stock dry goods, groceries, notions, in best county seat town of 1,800 in Western Michigan. Stock in fine condition and doing good business. Poor health reason for selling. Address No. 164, care Tradesman. 164

For Sale—An established women's coat and suit business in Akron, Ohio. Finest location in the city. Long lease. Price right. Good reasons for selling. For particulars address W. E. D., care Tradesman. 163

For Sale—Two-story brick building with five year lease at good rental, located in city of 8,000. Will sell cheap or exchange for stock of shoes. Address Star, 900 Grandville Ave, Grand Rapids. 162

For Sale—Good property in Cleveland on West Side, consisting of three store rooms, one four-room suite, two five-room suites, one six-room suite; all modern, on paved street and car line; will pay from 12 to 14 per cent on investment. H. S. Mathias, 137 W. Fair St., New Philadelphia, Ohio. 159

For Sale—Cheap, eleven 30-arm and one 60-arm Best's rug racks. The Green-Joyce Co., Retail, Columbus, Ohio. 156

For Sale—One complete out of W. Z. Long's machine for making popcorn and crispett; cost \$219; will sell for \$150; everything new. S. H. Herron, Bijou Theater, New Philadelphia, O. 160

For Sale—Light delivery car. Cartercar just overhauled and in first-class condition. Will sell cheap. Enquire Cartercar, care Tradesman. 158

For Sale—Grocery and meat market in small but live town, Southern Michigan. Clean up-to-date stock. Will invoice, with fixtures, about \$3,000. Trade last year \$22,000. A splendid opportunity. Write C, care Tradesman. 143

Wanted—To hear from owner of good dry goods or general merchandise store for sale. Give full particulars. D. F. Bush, Minneapolis, Minn. 157

For Sale—Blacksmith and feed grinding, buildings and shop, \$1,700 Worth \$1,700. Worth \$2,500. Living rooms over ham. Paris, Mich 181

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. Krusenga, c-o Musselman Grocer Company, Grand Rapids, Michigan. 154

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

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

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

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

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

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, condensery and milk powder factory. 72 miles from Chicago, 76 miles from Milwaukee. Nearest town 8 miles. Write, G. S. Easton, Walworth, Wis. 141

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

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—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 unnumbered real estate. Other business. Address No. 873, care Michigan Tradesman. 873

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

For Sale—General merchandise store; inventorying about \$5,500. Long lease, low rent; old business. Rich German farming community. Price reasonable. Write for particulars. Box 37, Wyatt, Indiana. 124

Merchandise Location For Rent—Modern brick basement, wareroom, 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

For Sale or Exchange—For stock of general merchandise, 60-acre farm, 1,700 fruit trees, good building and soil, 1 1/2 miles from town on stone road. Address No. 105, care Tradesman. 105

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—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

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, Cali. 90

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

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneers, 384 Indiana Ave., Toledo, Ohio. 92

Note head, envelopes or cards, prepaid; 75c for 250; \$1.90 per 1,000. Autopress, Wayland, Mich. 65

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, 23 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

A live wire clothing man desires to take charge of men's or boys' clothing department with some department store which appreciates good results. Six years of successful buying experience. Single, high-class reference furnished as to past ability. Address D. Lussman, Frostburg, Md. 167

Young married man desires position as manager of general store in medium sized town. Seven years' experience and will furnish best of references. Address Box 2A, Ladysmith, Wis. 161

Wanted—Position as grocery clerk. Five years' experience, speaks both Swedish and English. Address, Capable, care Tradesman. 134

Want ads. continued on next page.



## GONE BEYOND.

**Stephen D. Thompson, the Veteran Newaygo Grocer.**

The funeral service of Stephen D. Thompson of Newaygo was held Sunday, April 19, at 2 o'clock. After a long illness, Mr. Thompson passed away April 17. The funeral service at the house was read by Rev. David C. Huntington, of Grand Rapids. Prayer was offered by Rev. Earl Cook of Newaygo. The Masonic service was used at the grave. Hundreds of relatives and friends were present and the highest tributes of love and honor were paid. The long procession was headed by Samuel Judd Post of the G. A. R., of which Mr. Thompson was commander at the time of his death. The veterans carried the floral tributes. Then followed the Masons, Eastern Star and hosts of relatives and friends.

Mr. Thompson was well known throughout the State, and his loss will be deeply felt, for he was the type of man whose example lives on eternally. An ardent patriot, he loved his country and her flag with a devotion that is becoming too rare in this generation. One of his last requests was that his flag should be placed upon his casket.

He was a great nature lover and spent hours in the woods fishing, tramping and studying God's great out-of-doors. He knew every bird and tree and flower and loved them with simple open-heartedness.

Generous to a fault, it was said of him that no one ever came to him for help or sympathy in vain. For years, on each Thanksgiving day, he sent baskets containing a dinner to all the widows and needy of Newaygo.

The great love and respect in which he was held was evidenced by the wealth of beautiful floral tributes sent from all over the country and the presence of friends and relatives from all parts of the State.

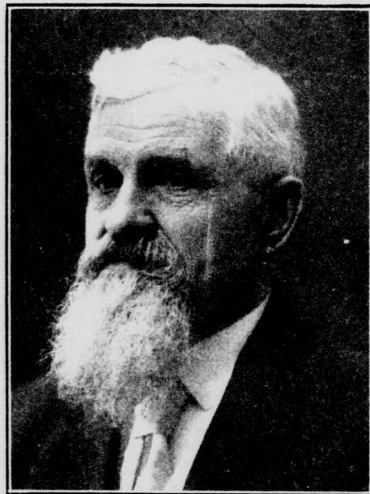
At the time of his death Mr. Thompson was a member of the following lodges: Samuel Judd Post, No. 133, Newaygo; Pilgrim Commandery, K. T. No. 23, Big Rapids; Newaygo Chapter No. 38, R. A. M.; Fremont Council, R. & S. Masters, Fremont; Newaygo Lodge No. 131, F. & A. M.; Unity Lodge No. 131, F. & A. M.; Unity Chapter, O. E. S., No. 61, Newaygo.

Stephen Decatur Thompson was born in Madison county, Indiana, December 27, 1839. In 1845, with his parents, he moved to Grand Rapids, where at the age of 10, he was left an orphan. When he was 13 years of age he came to Newaygo and has made this village his home continuously until the time of his death.

Mr. Thompson was the first man in Newaygo county to respond to the call for volunteers in the war of the Rebellions and on May 13, 1861, he enlisted in the United States Army. He took part in the battles of Blackburn's Ford, the first battle of Bull Run, Yorktown, Williamsburg, Fair Oaks, Seven Pines, White Oak Swamp, Wolverine Hill, Harrison's Landing and the second battle of Bull Run. It was in this last named battle that on Aug. 30, 1862, he was wounded

in the right shoulder and the left arm. For two or three days he lay upon the battlefield without medical attention, then was taken to the Presbyterian church hospital in Georgetown. From there he was taken to Newark, N. J., where he was given honorable discharge because his wounds had disabled him to the extent of preventing further service. He had served his country one year and eight months.

Mr. Thompson returned to Newaygo in 1862. September 30, 1866, he was united in marriage to Adelia L. Bennett. To them were born four children: Louis Irving, Maude Amelia, William Grant and Howard Stephen. April 7, 1904, Mrs. Thompson passed away, leaving him to



STEPHEN D. THOMPSON

mourn the loss of a good wife and a faithful mother.

August 18, 1908, he was again united in marriage to Mrs. Jennie Lapham, of St. Paul, Minn. His wife, Mrs. Jennie Thompson, three sons, one daughter, two sisters and a brother survive him. The sons Louis and William reside in Newaygo and Howard in Grand Ledge. His daughter, Mrs. Benj. Gregor, makes her home in Michigan City, Ind. The sisters, Mrs. Mary Cantrell and Mrs. Mattie Knapp, reside in Grand Rapids and Greenville, respectively, and the brother, Wallace Thompson, lives in Lansing.

Mr. Thompson engaged in the grocery business in Newaygo in 1873 and continued the business with his sons, Louis and William, until the time of his death.

He was a faithful member of the Episcopal church and one of the leaders in building the church in Newaygo.

For such a man we know that there can be no death, but only a re-awakening into grander and nobler possibilities; and while those who are left must mourn their great loss, they must also be glad for the greater joy into which he has entered.—Newaygo Republican.

**Manufacturing Matters.**

Lansing—The Small Brothers Bridge Co. has been incorporated for the designing and construction of bridges and other structures, with an authorized capital stock of \$8,000, of which \$4,300 has been subscribed and paid in in property.

Owosso—The Owosso Improvement Association has completed negotiations for the occupancy of the Reliance Motor Truck plant by the American Malleables Co., of Lancaster, New York, capitalized at \$1,000,000. The company will expend \$50,000 in the next six months on new buildings.

Saginaw—Lee & Cady will expend \$10,000 in reconstructing their building on South Water street, occupied by the Valley Coffee & Spice Mills, recently destroyed by fire. The decision to replace the burned building and continue the business here was reached after a conference between Gilbert W. Lee, member of the Detroit wholesale grocery house of which this is a branch, and General Manager Fred J. Fox.

Capac—Financial straits brought on by inability to get sufficient working capital are explained by the Capac Paper Co. in a petition for a receivership filed in the United States Court. Arthur B. Curtis, of Capac, has been appointed by Judge C. W. Sessions of Grand Rapids, sitting by designation in the absence of Judge Arthur T. Tuttle, as receiver for the concern under a bond of \$75,000. According to the petition the company is only temporarily embarrassed. The company is capitalized at \$1,000,000.

Ludington—The Ludington Wood-ware Co., manufacturers of clothes pins, wooden plates, butter molds and wooden bowls, and in business here since 1889, will have exhausted its supply of available timber by next October and will then move its plant to Wilmington, Vt. There are many people in Ludington who began working in this factory as children and have practically grown up in it, without ever having worked anywhere else. The company has owned large holdings in Kalkaska, Lake, Osceola and Mason counties, but has now exhausted the timber from these lands, brought in the very last consignment of logs, and is rapidly disposing of the cut-over lands. The removal of the plant will throw about 125 persons out of employment and deprive the community of an average weekly payroll of about \$950.

If we fall into a long war with Mexico, it will be one instance more of the tragic lot which seems to pursue Governments that come into power with liberal and humane principles. They profess, and no doubt honestly, to hate war with a perfect hatred; yet sardonic fate seems to take delight in plunging them into war, perhaps oftener than their more bellicose political opponents. No statesman ever avowed a greater loathing for war than Gladstone, yet he was in the Cabinet at the time of the Crimean War, and afterwards, as Prime Minister, had to approve of the bombardment of Alexandria in 1882. This he long insisted, and in a spirit which suggests its own parallel, was not "war," but only a "military operation." He might have pleaded, as President Wilson can certainly plead, that he did not create, but inherited, the situation which led to war.

It's a poor rule that hangs fire when its maker tries to apply it.

**Seek to Restore Their Rights.**

Kalamazoo, April 28.—The first move on the part of the grocers and butchers of the city to secure a reconsideration of the weights and measures ordinance, which was amended by the Council a few months ago, despite the protests of the retail merchants, has been brought before the aldermen in a petition from the Grocers and Butchers' Association, asking the repeal of the signature provision of the ordinance.

This section, which demands that the name of the weighing clerk be attached to every order bill where the weighing is not done before the purchaser was bitterly attacked by the grocers and butchers when it was before the ordinance committee and later when it was presented to the Council.

Claiming that it was a hardship and an injustice on the retailers, they held out strongly against the adoption of the amendments, but the measure passed the Council with only one dissenting vote, that being registered by Alderman Sutherland, of the Fourth ward.

In their petition for the reconsideration, the Association does not attack the other provisions enacted at the same time, but asks only the repeal of that section governing the signatures on the order bills.

The petition was referred to the ordinance committee and the matter will be taken up by that body.

Even a mind reader couldn't hold his head to suit the barber when he is getting his hair cut.

The McMullen Machinery Co. has increased its capital stock from \$15,000 to \$30,000.

To get soaked, invest in watered stock.

**BUSINESS CHANCES.**

For Sale—For cash, general groceries and fixtures. Stock and fixtures inventorying \$3,000; doing a business of \$25,000 a year; rent \$20 a month; good farming and city district; 14 years of successful business. Schindler Bros., Stillwater, Minn. 183

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

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

For Sale—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

**HELP WANTED.**

Wanted—Two men to handle gloves as a side line—one in the Saginaw Valley and one in the Upper Peninsula. Mt. Pleasant Glove Co., Mt. Pleasant, Mich. 182

## Salesman Wanted

### Hotel and Restaurant Supplies

Must know how to talk and sell coffee. Trade partly established. A permanent salaried position for the right man.

Address A. H. care Tradesman.

ASK YOUR JOBBER FOR

# Hart Brand Canned Foods

HIGHEST QUALITY

Our products are packed at five plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

*Quality Guaranteed*

The HART BRANDS are Trade Winners and Trade Makers

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

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## W. R. ROACH & CO., HART, MICH.

Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE.

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Every  
Passer-by a  
Prospective  
Customer



### 20 MULE TEAM BORAX

Should be used with soap wherever soap is used.

Tell your customers that BORAX is the best water softener known, and should be used in water wherever any cleansing is to be done.

### 20 MULE TEAM BORAX

not only softens the water but doubles the cleansing power of soap, and makes everything sanitary and wholesome.

It gives them greatly improved results in the way of cleansing without additional expense.

You can get increased business on this profitable article by calling it to the attention of your customers, and they will thank you for it.

The Pacific Coast Borax Co.  
McCormick Building, CHICAGO.





**Karo**  
(MADE IN U.S.A.)

## The American Household Syrup

**G**ROCERS everywhere are benefiting by the increased popularity of Karo as a table and cooking syrup. Especially the successful ones who are using the attractive Karo Store Signs, cut outs and other designs to show that the store is progressive and carries the goods the public demands.

Our advertising of Karo is bringing business into every grocery store that wants the business and stocks the goods.

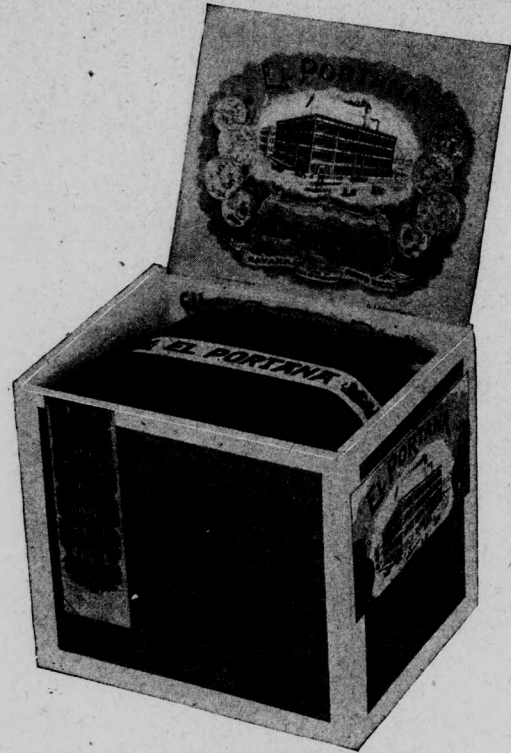
This picture shows one of the handsome store advertising designs which you may have **FREE** upon application.

Your jobber now has an attractive trade offering on Karo. It will be to your interest to get it from him.

Send for our Special Store and Window Displays at once.



# El Portana Cigar



This is Size No. 5  
**THE POPULAR SHAPE**  
Handled by all jobbers—sold by all dealers

**G. J. JOHNSON CIGAR CO.** Grand Rapids

**YOUR CUSTOMERS KNOW THE FRANKLIN SUGAR Trade-mark!**

We are constantly advertising FRANKLIN SUGAR by the most effective means—giving your customers samples and Recipe Booklets, as well as newspaper advertising. Women everywhere know FRANKLIN CARTON SUGAR is pure, clean, sparkling and dainty; they know the sealed CARTONS protect it from dust and dirt. All these things make FRANKLIN CARTON SUGAR **EASY TO SELL** and it **PAYS YOU** to sell it because the CARTONS save you time, work and loss from overweight.

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.**