

This Year



THIS YEAR I will try and not be either sentimentally mushy or materistically clammy.

I will try and not live too much in the past because I realize that this condition of mind will make me either a confirmed pessimist or a pronounced egotist. I will try and give some sound sober thought to the future, but I will also keep constantly in mind the thought that he who is continually living for some *future* is usually doing but very little that is at all worth while in this *present*.

I will try and not live selfishly, because I realize that to live selfishly is to live unhappily and—I want to be happy.

I will try in my dealings with my fellow-men to always place myself mentally over on their side of the fence and look at conditions from their viewpoint as well as my own and I will also insist upon doing what my conscience tells me is the right thing, even though my bank-account should thereby materially suffer.

I will try and realize that I am as responsible for my thoughts as for my acts, that the stream is always as muddy as the source from



WILLIAM L. BROWNELL

which it springs, that thought is the most powerful agency for good or ill in all the wide universe of energy, and that I myself will be forced to debit or credit my own account with all of the wrong or right which I here set in motion.

I will try and care less for the applause of the multitude than for the consciousness that I am to the best of my ability using my one talent to try and make the world a little better for my having passed this way.

William L. Brownell.

Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

Robertson's
COMPOUND

GRAIN, SUGAR AND GRAPE VINEGAR

The price is 13½ cts. per gallon with one barrel free with each fifth barrel shipped this season

F. O. B. Kalamazoo, Lawton, Grand Rapids, Saginaw, Jackson, F. O. B.
Detroit, Alpena, Traverse City or Bay City.

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar
Satisfaction Absolutely Guaranteed

Lawton Vineyards Co.

::

Kalamazoo, Mich.



A Prime Favorite in the
Copper Country

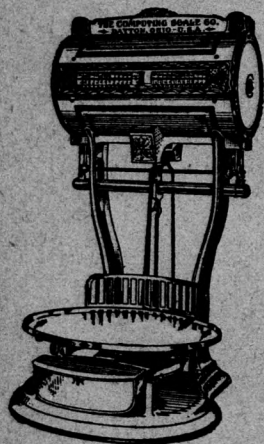
Green Seal Cigars

Have you tried the
New Standard Size Yet?

**Detroit Cigar
Manufacturing Co.**
Detroit, Mich.

PRICES!

Your Jobber Fixes One End
Your Competitor Fixes the Other
And What's Your Stunt?



It's up to you to fix the profit; but are you still figuring profits by figuring on the cost instead of on the selling end? Did you know that 25% added to the cost, is only a 20% gain on the selling price? Do you know that our salesmen are prepared to teach you the correct methods of figuring percentages? Do you know that their teaching is designed to put you in right with yourself as boss of the job, and get every "bloomin'" cent out of merchandising? Do you know that 80c out of every dollar invested goes to the merchandise account; and that another 17½c of this goes to upkeep, clerk hire, insurance, taxes, and twenty other drains directly charged against you? Do you know that instead of making 25%, you possess only a doubtful chance of making 2½%; and that if you lose the smallest fraction of an ounce in weighing you are "a goner?" We are preaching

fire and brimstone to scare you; we are preaching facts! We want our salesmen recognized as real helpers when they call on you.

The Computing
Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
58 N. State St.
MASONIC TEMPLE, CHICAGO
Grand Rapids Office, 74 So. Ionia St.
Detroit Sales Office, 148 Jefferson St.

Please mention Michigan Tradesman when writing

Direct Sales
Offices in All
Prominent Cities



FINE COFFEE

Thousands upon thousands of enthusiastic folks are saying so about "White House"—always with the emphasis upon "Fine"—because that's the Right word to use.

Some of those thousands are YOUR customers—or they MIGHT be.

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



SNOWBOY
Won't hurt
your hands

SNOWBOY
Weighs more

SNOWBOY
Good profits

SNOWBOY
Washing powder

We are telling YOUR customers about SNOW BOY
Washing Powder every day.

How much SNOW BOY have you in stock?

Lantz Bros. & Co.

Quick Profits

Buffalo, N. Y.

MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 27, 1911

Number 1475

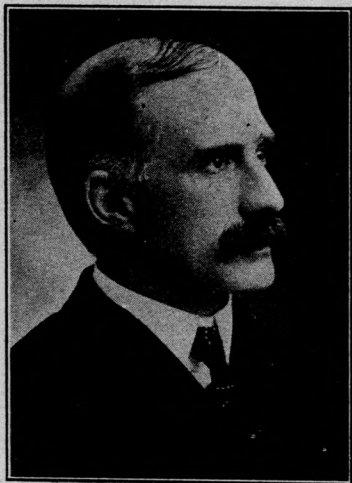
SPECIAL FEATURES.

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How Express Rates Have Been Reduced.

Lansing, Dec. 26 — Had I been present at the recent banquet of the Wholesale Dealers' Committee of the Association of Commerce, I would have been glad, while referring to the express companies' present rates, to have acquainted the audience with the conditions surrounding the change in express rates, and to about what extent it affects Grand Rapids, by giving them a list of the number of towns, and the old rate and the present rate under the new schedule between such towns and Grand Rapids, and I think possibly it might be a matter of interest to your readers and to the Association of Commerce to know about what effect the ruling of the Commission had, and which ruling, in order to be assured it would be observed by the express companies, was embodied in a bill which the Commission had presented to and passed by the last Legislature. The writer well remembers the argument he had to make before the legislative Committees of the House and Senate in answer to those made by the New York and Detroit attorneys of the express companies, but is glad to know that the committees listened to home talent, and passed the bills exactly as we had drafted them. I am pleased to give you herewith a list of a number of towns, showing the present rate, in comparison with the former rate, and in addition to these rates it will be understood that where a package used to travel over the lines of two express companies, where the charge was 25 cents in each case, it is now 25 cents plus 30 per cent. (being the single charge plus a small charge to cover the expense of interchange), and where the charge is more than 25 cents, and the package traveled over two lines instead of each line being permitted to make their regular charge for such service, the charge

now must not exceed the regular charge made by one company for the same mileage, plus 30 per cent. of such charge to cover the expense of transfer. As an example: If the package should travel, in order to reach its destination, fifty miles on one road and one hundred on the other, that the charge over the two roads should not exceed the charge made by one of such companies for 150 miles' haul, plus 30 per cent. of



tion of the rates more than 19 per cent.

With reference to the rate on bread, Grand Rapids to Levering and Grand Rapids to Mackinac City, we are pleased to advise that an examination of the tariff of the Adams Express Company shows the regular merchandise rate from Grand Rapids to Levering, and Mackinaw City to be the same, \$1.10 per 100 pounds, bread being carried on the "general special" rate. The proper charge between Grand Rapids and Levering is 85 per cent. per 100, and is the same for Mackinaw City, and if the local agent of the Adams Express Company has made any greater charge to Levering than to Mackinaw City, or made any greater charge than 85 cents, he is in error, and if Mr. Scott, of the City Bakery, can not have that corrected, and will place the matter before us, we will be pleased to handle it for him.

C. L. Glasgow, Chairman
Michigan Railway Commission.

Activities in the Hoosier State. Written for the Tradesman.

The William Bros. Co., of Detroit, will build a plant at Paoli and will make tomato pulp for soup stock, catsup, etc.

Kendallville has installed sixty-one lights with ornamental standards along its principal streets. The cost of the new lighting system was about \$70,000. Kendallville is one of the few cities in the country that is out of debt.

The retail merchants of Terre Haute have started a crusade against muddy, dirty streets in the downtown district. The city cleaning force has been taking a vacation during holiday shopping time when their services were most needed.

The merchants of Columbia street, Ft. Wayne, have started a movement to secure an extension of the ornamental lighting system now being installed in the downtown district. The new lamps look so well that it is probable there will be a general extension along the business streets. It only costs \$1 to join the Boosters' Club of Evansville, whose aim is to advertise Evansville from ocean to ocean and from Canada to the Gulf. The Club is growing rapidly, in some cases the entire family of father, mother and children joining in a bunch.

The new bridge under construction at Ft. Wayne, which will span the St. Joe River at Tennessee avenue, will be the most ornamental work of the kind in the city. Steel and concrete are used, with facing of brick in Flemish bond, and the city has plans for boulevards in connection with this handsome structure.

Mishawaka has three steam railways and direct connection with half a dozen others.

Indiana's experience with the binder twine industry at the State prison at Michigan City seems to have been similar to that of Michigan. There has been a deficit and the farmers are being urged to come to the support of the plant else it will be abolished. Indiana farmers use ten million pounds of twine annually. The Indiana twine plant makes about a million pounds a year, but has capacity for making three million pounds. The records of the State institution show that almost as much twine is sold outside the State as inside, which indicates that the farmers are not giving proper support to home industry. Next year the plan is to sell direct to farmers, the carload rate, freight prepaid, at 6¼ cents and at 6½ cents on smaller shipments from fifty pounds up, f. o. b. Michigan City.

The State Board of Agriculture, in session at Indianapolis, has adopted a resolution which provides for redistricting the State for election purposes. The counties are grouped into sixteen districts, each having its representative who will look after the interests of the various agricultural and fair association bodies.

The Advance Stove Co., of Evansville, will be reorganized and its capital stock increased from \$100,000 to \$250,000.

The Hercules Buggy Co., of Evansville, has completed three additions to its plant and will employ 200 more men.

Evansville closes the year with a building record of two million dollars, the greatest in its history and a 37 per cent. increase over last year. The prospects for 1912 are also bright.

Almond Griffen.

The Goodyear Rubber Company has arranged with a number of their customers to advertise the celebrated Gold Seal line of rubber footwear through picture shows. They furnish film to customers who arrange with the picture show people in their town to advertise themselves and the Gold Seal rubbers, and quite a number of customers are doing it. It is a very novel and effective way of reaching a large number of people.

Fred Mason, former Secretary of the National Retail Grocers' Association, has been elected Vice-President and General Manager of the Shredded Wheat Company at Niagara Falls, N. Y. Mr. Mason has been manager of the company and the added honor bestowed upon him by the directors was entirely unexpected—a worthy honor, worthily bestowed.

such charge. You may remember that previously each road made its separate and full charge, and this reduction amounts to quite a little:

Comparison of Express Rates.

From Grand Rapids to	Former rate per 100 lbs.	Present rate per 100 lbs.
Saginaw	\$1.00	\$.75
Bay City	1.20	.75
Mackinaw City ...	1.25	1.10
Jackson .....	.75	.65
St. Joseph .....	.75	.65
Reed City .....	.60	.55
Manistee	1.00	.75
Ludington	1.00	.70
Alpena	1.75	1.30
Cadillac .....	.75	.65
Lansing .....	.50	.55
Detroit	1.00	.85
Port Huron	1.25	.90
Marquette	2.75	2.15
Escanaba	2.75	2.15
Sault Ste. Marie...	2.50	1.90
Traverse City .....	.80	.80
Charlevoix	1.00	1.00
Petoskey	1.00	.90
Cheboygan	1.85	1.40
Adrian	1.10	.80
Pontiac	1.10	.80
Flint .....	.90	.75
Bad Axe	1.50	1.00

You will note that the new rate from Grand Rapids to Lansing is advanced 5 cents; that the rate to Traverse City and Charlevoix remains the same; that in all other cases there is a reduction averaging about 21 per cent., and that the new schedule in its application through the entire State represents a reduc-



Dinner given Department Managers and Traveling Salesmen of Edson, Moore & Co., on their fortieth anniversary, Dec. 20.

RING IN THE NEW SYSTEM.

Drummers Propose To Abolish Bribery and Tips.

The curfew will ring on the system of tipping in hotels, Pullman cars and restaurants with the exit of 1911, according to P. E. Dowe, President of the Commercial Travelers' National League. Unless hotel proprietors recognize the boycott on the tipping system. Mr. Dowe declares, his Association will advertise for rooms in every city in the State where transients can be taken care of without the necessity of tipping.

Mr. Dowe writes the Tradesman as follows in this important matter:

New York, Dec. 23—During the last month and a half the Commercial Travelers' National League has received a flood of letters giving views of tipping from the viewpoint of the public, hotel proprietors and employes, consequently we are in a position to summarize.

The fact is paramount that the growth of tipping in this country is owing to the greed of the hotel proprietors; they favor us for mercenary reasons and for pecuniary profit solely have they condoned and encouraged it. There have been a few exceptions to the rule but the exceptions have been so few as to be hardly noticeable.

The discussions at meetings of hotel men in regard to the abolition of tips have lacked sincerity. Many hotel men claim that tipping is legitimate and is a voluntary payment for services. If that should be true the only distinction for the waiters, should every patron bestow largess, would be the size of the tip.

White waiters and waitresses by a large majority prefer adequate wages to tips for their services, many from principle, some from pride, but mostly as they see the handwriting upon the wall; for an aroused public sentiment has decreed that the abominable and un-American tip giving and tip taking must stop.

The negro waiters and Pullman porters by a majority would rather depend upon the gratuity system than wages for services, both from temperament and for fear they would not get an adequate wage.

The patrons of public houses, with the exception of a few hogs in human form who delude themselves with the idea that they get more by tip giving, and some snobs who consider that by bribes to a menial add to their importance, have determined that tipping is a public nuisance and must go.

Hotel proprietors claim that prices will have to be advanced if they are compelled to pay adequate wages to hotel help. They have already raised the prices for accommodations and commodities to the limit and it is generally conceded that it would be poor business judgment upon their part to make further advances. Prices are as high as competition permits and will remain at as high a point as the hotels and restaurants can obtain and no higher, in spite of the threat to advance the cost to the consumers.

The grossest proposition that has come to our notice is contained in the letter from a party claiming authority to act for four of the State hotel associations. He wrote that human nature would have to be changed before tipping could be stopped.

The associations of traveling men, as rapidly as official action can be taken, are issuing notices to their members commending the work of the Commercial Travelers' National League to abolish the tipping system, and advising hearty co-operation.

The Manufacturers' Association of Racine, Wis., recently issued a circular letter to the leading commercial associations throughout the United States, urging the employers of traveling men to encourage and support the efforts of their travelers to rid traveling of the obnoxious tipping feature.

January 1, is the day to inaugurate "no tips" and, if on February 1, the hotels persist in the tipping habit, we shall advertise for rooms and apartments for transients in every city in the country not having a tipless hotel.

We offer without pecuniary consideration the privilege to any good hotel to display a hanger and otherwise advertise the fact that it is a Travelers' League tipless hotel. We only require a written pledge that the hotel will be run on the tipless plan.

The various Chambers of Commerce will be requested to encourage the location of central show rooms for travelers with samples.

We have several other methods in reserve to assist in relieving the travelers from the payment of enforced premiums in the form of gratuities for accommodation and commodities they contract for at high fixed prices.

P. E. Dowe.

Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 26—If C. R. Bell, of Mesick, had driven the fly out of his room while attending the hospital at Manistee, he would not be obliged to call on the traveling men for assistance.

Howard Musselman made a business trip to Detroit and Grand Rapids and we understand that Jay Young has been appointed to check his expense account.

Wm. Hawker, our P. M. conductor, will spend this week at Bellaire hunting rabbits. Surely Bill will stop in our city for the refreshments.

John McDonour, the jolly P. M. conductor, is spending a few days on the Pacific coast.

Geo. Struthers has been assigned Muskegon territory. Really, George, we dislike to see you go and we wish you success. Please come back.

Now since the hotel regulation law is meeting with more attention, let's keep it up and all the councils appoint a committee to confer with John A. Hach, Jr., of Coldwater, who is chairman of the Legislative Committee.

White's Hotel, at Beulah, has been enlarged and a number of improve-

ments have been added—bath rooms, hot water heat, etc. Now, please do not forget the individual towels.

Mike Carroll, our P. M. agent, again is worthy of mention. This time he has purchased a new species of roosters. Mike purchased two and the other day he placed them in separate coops and in the morning he found a nice large egg in the nest. Surely, Mike, you should consult the Godfreys.

Would it be asking too much of the Tuttle House, at Alba, to change the conditions of its toilet rooms? A hotel inspector would not approve of these conditions.

The Cutler House, at Mesick, is soliciting commercial trade and runs a free bus to all trains. Mighty good place, too.

Dr. Herman Hoffman called upon W. E. Sheeler with a hand saw, hammer, pipe tongs, house thermometer and ax—all because Bill had stomach trouble and thought he needed a plumber.

A. E. Kromer has sold his interest in the hardware business at Manton. Mr. Kromer has been very successful and we are sorry to lose him.

Grand Counselor, of Petoskey, says the reason Petoskey is built up and down hill, instead of slantwise, is because folks would be obliged to wear stilts on one leg to keep from turning turtle.

Can Fred Bennett, of East Jordan, give any good reason why he carries such a large suit case every time he visits the house at Traverse City? East Jordan is dry, but possibly they are only samples he is taking home. Say, Fred, how about our football game?

As the world was planning to enjoy the coming of Santa Claus in remembrance of the birth of our Savior, Traverse City was saddened by the news that one of our most beloved brothers, Neil Livingstone, was called to the Great Beyond at 6 o'clock in the afternoon of Sunday, Dec. 24. Mr. Livingstone was loved by every one. We can say no more. Human consolation is weak. May God bless the family in their hour of sorrow is the wish of the entire traveling fraternity.

M. D. Bryant, who has been covering this territory for the Upjohn Co., of Kalamazoo, and Fred Fisk, of Central Lake fame, have engaged in the automobile business here and opened a Ford garage, covering a greater share of the Northern counties. We wish both the boys good luck as they are worthy of same. Mr. Nelson will succeed Mr. Bryant and we assure him he is welcome to our city.

We wish all a Happy New Year.

Fred C. Richter.

Complications.

"I heard Gibbles is sick in bed," said Blithers.

"Yes; he's got cirrhosis of the liver," said Jinks.

"Sorosis of the liver!" cried Blithers. "Gee! Think of having a woman's club internally!"

Dinner in Celebration of Fortieth Anniversary.

Detroit, Dec. 23—On Dec. 20 Edson, Moore & Co., of Detroit, celebrated the fortieth anniversary of their organization by giving a banquet to their sales force at the Hotel Pontchartrain, covers being laid for sixty-six.

A. P. Sherrill, beloved President of the concern, was toastmaster of the evening and Louie Koster was official roastmaster, and he filled his part of the contract to perfection. No department head escaped at least one "roast," all of which were deserved.

One of the pathetic features of the evening was when "KE" McKnight was called upon for a short discourse on the abuses heaped upon department heads, and to his discomfiture discovered he had left his teeth at home. Toastmaster Sherrill showed his iron nerve when he spoke of Mike Clarkin as a "dago."

Special arrangements were made to have the orchestra play while the Northern representatives, Will Wilterman, Milo Whims, Ben Hanson and Grif Evans ate their soup.

The firm showed its extreme thoughtfulness by having nurses in waiting in the nursery for the younger members of the traveling force who were to smoke their first cigar on this occasion. The joke was turned on the older members, however, as A. B. Boyce was the only one sent to the nursery.

Mike Clarkin tried to bribe the waiters into bringing him a few additional plates of eatables.

Herb Todd spoke on the growth of the city and suburban business in the past three years.

Mr. Sherrill discussed the business affairs of Edson, Moore & Co. from its inception to the present day.

G. W. Gillis spoke on the plans of the future. He made a splendid speech and his flow of eloquence would have driven William Jennings Bryan to cover.

S. T. McCornac, one of the most beloved members of the firm, spoke on loyalty to the house.

McCorquodale, the advertising manager, gave the net results of the new advertising campaign recently inaugurated.

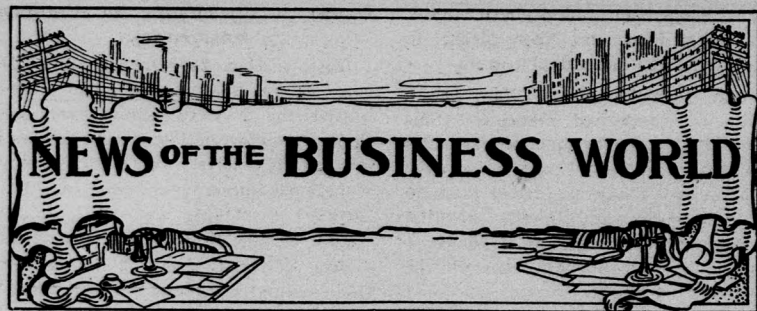
Charles Moore was called upon for a song, but was suddenly stricken with frigid feet, and the time was well filled in by Louis Koster, who enthusiastically spoke on enthusiasm in selling goods.

J. S. Duffie gave an interesting talk (on the Irish) and related a few reminiscences of some of the members now passed away.

Fred Stockwell, another member of the firm, and one of the boys in every sense of the word, talked on future conditions and profits.

A telegram of regret was received from J. S. Meredith, in New York, at his inability to attend the banquet.

The affair was a decided success in every way and it is the intention of Edson, Moore & Co. to make this an annual affair.



Movements of Merchants.

Big Rapids—Stillwell's Bazaar will open a 5 and 10 cent store Jan. 10.

Manton—William H. Campbell has engaged in the jewelry business here. **Scottville**—Earl Haner has purchased the A. D. McCowan bazaar stock.

Williamston—William Armstrong has engaged in the bazaar business on Putnam street.

Escanaba—The I. Stephenson Co. has increased its capital stock from \$600,000 to \$800,000.

Edmore—William Wetmore, recently of Howard City, has engaged in the feed business here.

Port Huron—E. Frank Hollis succeeds E. C. Skimin in the drug business, having purchased the stock.

Douglas—William Drought has sold his stock of confectionery to Benjamin Wiegert, who has taken possession.

Detroit—Myers & Finsterwald, furniture dealers, have changed their name to the Finsterwald Furniture Co.

Elsie—Walter S. Bell has sold his drug stock to William Colver, recently of Akron, Ohio, who will continue the business.

Marshall—N. C. Easterly has engaged in the grocery business at 113 East State street, having moved his stock here from Tokio.

Thompsonville—The Thompsonville Elevator Co. has purchased the W. D. Glover flour and feed stock and will consolidate it with their own.

Middleville—The Middleville Lumber Co. has sold its interests to the Westfield & Fall River Co., of Chicago, which will continue the business.

Holland—John Kruisenga, grocer at 120 East Eighth street, has sold his stock to P. Fred Zalsman, who will continue the business at the same location.

Detroit—The Standard Coal & Supply Co. has been organized with an authorized capitalization of \$25,000, of which \$15,000 has been subscribed and \$5,000 paid in in cash.

Rockford—Henry Finch, of Howard City, and Edward F. Finch, of Fremont, have formed a copartnership under the style of Finch Bros. and purchased the meat stock of Randell & Taber.

Port Huron—The Peninsular Seed Co. has been organized with an authorized capital stock of \$20,000 common and \$20,000 preferred, all of which has been subscribed and paid in in cash.

Casnovia—A new company has been incorporated under the style of the Martin Produce & Lumber Co.,

with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Zeeland—B. VanRaalte has sold his stock of implements, wagons, buggies and harness to J. VanHoven, G. Van Hoven and Peter Vereeke, who will continue the business under the style of The VanHoven-Vereeke Co.

Mason—Chauncey Reis has severed his connection with the Northrup, Robertson & Carrier Co., of Lansing, and purchased the William C. Walters grocery stock at 80 cents on the dollar. He will continue the business at the same location.

Freeport—George B. Perkins has sold his stock of confectionery and cigars to George Miller, of the firm of Miller & Miller, blacksmiths, who will continue his partnership in the above firm and conduct the store under the management of Ray Conway.

Howell—O. J. Parker, who has been engaged in the drug business for the past twenty-seven years, has sold his stock to Fred Gordon, a former clerk, and J. M. Martin, recently of Detroit, who will continue the business under the style of the Gordon-Martin Drug Co.

Kalamazoo—B. F. Witwer, aged 55 years, pioneer baker of this city and one of the richest residents of Kalamazoo, died Dec. 24. He had been ill for more than a year. The first bakery ever established here was started by him. The present Witwer Bakery Co. has the largest bread making plant in the State outside of Detroit.

Kalamazoo—The Witwer Baking Co. and the Freeman Baking Co. have consolidated under the style of the Witwer Baking Co. O. K. Buckhout is President of the new company and N. J. Whitney, of the Kalamazoo Creamery Co., Vice-President and sales manager, while George Freeman of the Freeman Baking Co., will be general manager of the combined establishments.

Detroit—That a person who has been in the employ of a firm in such a capacity as driver of a laundry wagon is not justified in using the lists of customers and other information gathered in the course of his duties, for the purpose of building up a business for himself or a subsequent employer, was decided by Judge Donovan yesterday in the case of the Grand Laundry against Charles Glazier. Glazier had been employed as a driver by the laundry company, and left to go into business for himself. The complainants stated that he had taken away about \$750 weekly business. They alleged

a contract by which he agreed not to do business on his old route within two years after leaving the company. A temporary injunction, previously granted, was made permanent.

Manufacturing Matters.

Detroit—The capital stock of the Abbott Motor Co. has been increased from \$1,050,000 to \$1,500,000.

Ford River—The capital stock of the Ford River Lumber Co. has been decreased from \$300,000 to \$3,000.

Owosso—The Imperial Garment Manufacturing Co. has removed its plant from Fenton here and will be in operation Jan. 1.

Detroit—The Western Construction Co. has engaged in business with an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and paid in in cash.

Jackson—The Michigan Oil Co. has been incorporated with an authorized capitalization of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Berrien Springs—C. H. Godfrey, of Benton Harbor, has leased the canning factory building and machinery for a term of five years and will operate the plant under his own name.

Detroit—A new company has been organized under the style of the Hunter Auto Lock Co., with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$2,000 paid in in cash.

Ewart—The Ewart Milling Co. has been incorporated with an authorized capital stock of \$20,000, of which \$15,000 has been subscribed, \$7,000 being paid in in cash and \$8,000 in property.

Belding—W. H. Fargo, founder of the Fargo Shoe Co., is dead at his home here, aged about 55 years. He established the factory here about six years ago. He was stricken with paralysis in March last and has been helpless ever since.

Detroit—The Klie-Rite Co. has engaged in the manufacture of pulley coverings, belt dressings, belt lacing machines and kindred articles, with an authorized capital stock of \$5,000, of which \$2,600 has been subscribed and paid in in cash.

Northville—The Stimson Scale & Manufacturing Co. has merged its business into a stock company under the style of the Stimson Scale & Electric Co., with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Kalamazoo—Netzger & Meulenberg, sheet metal workers, have dissolved partnership and the business will be continued under the style of the Meulenberg Sheet Metal Works by John A. Meulenberg, who has taken over the interest of his partner, Mr. Netzger.

Detroit—The Moyer-Shaw Manufacturing Co. has engaged in business to manufacture and sell all kinds of metal, wood and other novelties and specialties, with an authorized capital stock of \$2,000, all of which has been subscribed, \$500 being paid in in cash and property.

Detroit—Frederick Kahl, dealer in iron, has merged his business into a stock company under the style of the Frederick Kahl Iron Foundry, with an authorized capital stock of \$100,000, of which \$70,000 has been subscribed, \$268.98 being paid in in cash and \$69,731.02 in property.

Marine City—The Automobile Manufacturing and Engineering Co. has started work reopening the iron works plant, putting in a new floor, recovering the roof and testing the boilers. The company is about to build a new addition 50x80 feet, of cement blocks. Vice President Bonesteel and P. H. Evans, Secretary of the company, have secured an option on the adjoining property with a view of erecting a garage. L. O'Dell, a retired capitalist of Detroit, and a director of the company, has moved to Marine City. O. J. Abbott, of the Strelinger Marine Engine Co., has been engaged to superintend the manufacture of the Evans motor. A good force of men will be employed and it is an industry much needed by this city.

The London Lancet, which is a recognized medical authority, is having a great discussion with itself over the dangers which lurk in the mutilage on the back of postage stamps and on the flap of envelopes. It undertakes to frighten the timid by saying that those who moisten these with the tongue are thereby exposing themselves to jeopardy and contamination. Some dreadful diseases may be carried in this fashion, they intimate. Of course, there are a million ways of carrying diseases, and this may be one of them, but all the same many millions of people are daily licking more millions of stamps and envelopes and are still alive and healthy, and many of them can look confidently forward to a green old age. There is danger of disease everywhere, in the air and in the water, and it is of course wise to exercise reasonable precaution, but the ultra-scientist would make it appear that anybody who lives outside of a glass cage runs great risk.

A dead letter sale has recently been held in Washington and 10,000 pieces of mail matter were offered. The Washington Star says that means 10,000 extremely careless people who have tried to use the postal service during the past year and whom all the expertness of the postal officials has not been able to assist in getting their letters and packages to their destinations. People sending packages through the mail should see that they are well wrapped in strong paper and that enough twine is used to make the wrapping secure. This is especially true at this season, when the mail cars are piled to overflowing and packages loosely packed may be crushed and destroyed because the sender was careless in doing it up. A little attention to this matter will reduce the number of pieces offered at the dead letter sale.

Few of us get what we want, but most of us get what we deserve.



The Produce Market.

Apples—Pound Sweets, \$3.25 per bbl.; Jonathans, \$3.50; Baldwins, \$3.50 @4; Spys, \$4@5; Russets and Greenings, \$3.25@3.50.

Bananas—\$1.50@2 per bunch, according to size and quality.

Beets—50c per bu.

Butter—The receipts of all grades have been very light, and stocks in storage are also lighter than usual at this season. In consequence of these conditions the market has advanced 1c per pound during the week. The consumptive demand seems rather extraordinarily good, considering the extreme high prices. No increase in the make is likely in the near future, and prices will depend very largely on the consumptive demand. Local dealers hold factory creamery at 37c for tubs and 38@38½c for prints. They pay 22@26c for No. 1 dairy and 18c for packing stock.

Cabbage—65c per bu.

Carrots—60c per bu.

Celery—18c per bunch.

Cocoanuts—60c per doz. or \$4.50 per sack.

Cranberries—Early Blacks command \$2.80 per bu. or \$8 per bbl.; Late Howes, \$9.50 per bbl.

Cucumbers—\$1 per doz. for hot house.

Eggs—Although the receipts of strictly fresh eggs are very small, prices were declined from 2@3c during the week. This decline was hardly looked for at this season of the year on account of the heavy demand for the holidays. It is thought that the amount of eggs held in storage is smaller than a year ago, although no official report has been received. The receipts during the past few days have shown quite a loss in candling which is thought to be caused by dealers of the small towns holding them too long in order to get a shipment. Local dealers pay 27@28c per doz. for strictly fresh.

Grape Fruit—Florida, \$3.50 per box of 54s or 64s.

Grapes—California Tokay, \$1.75 per box of 20 lbs. net; California Malaga, \$1.75 per crate of 20 lbs. net; Imported Malaga, \$3.50@5.25 per bbl., according to weight.

Honey—20c per lb. for white clover and 18c for dark.

Lemons—California, \$3.75 for choice and \$4 for fancy.

Lettuce—Hot house, 14c per lb.; head, \$2 per bu.

Nuts—Ohio chestnuts, 16c per lb.; hickory, \$1.75 per bu.; walnuts and butternuts, 75c per bu.

Onions—\$1.10 per bu. for home

grown; \$1.75 per crate for Spanish.

Oranges—Floridas, \$2.75@3 for 126s to 216s; Navels, \$3.50.

Potatoes—The general situation is accurately described by Mr. Kohnhorst in his weekly review of the market. Local dealers hold supplies at 85c per bu.

Poultry—Local dealers pay 9c for springs and fowls; 5c for old roosters; 12c for ducks; 10c for geese; 16c for turkeys. These prices are for live weight.

Radishes—35c per doz. for hot house.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—\$6.25 for Jerseys.

Turnips—50c per bu.

Veal—5@11c, according to quality.

George F. Kenny, the paper salesman who left Detroit under a cloud about five years ago and later was arrested in Washington, D. C., and sentenced to the penitentiary in Boston on a charge of forgery, has served out his sentence, but is broken in health to such an extent that he is unable to leave the prison and is now confined in the hospital at that institution. Kenny was brought up in Eaton Rapids, where he learned the printer's trade and had always resided until he located in Detroit.

An Eaton Rapids correspondent writes: J. E. Kelsey, who conducted the Anderson House that was destroyed by fire here a month ago, opened his new hotel and cafe Dec. 25. The opening of this hostelry hands Eaton Rapids one of the best Christmas gifts it has ever had, because it gives the town a good hotel again after it had been without this branch of business necessity since the Anderson was destroyed. The people of the town made the opening a big success.

Evidence of activity on the part of the Grand Legislative Committee (U. C. T.) is apparent and, no doubt, the Committee will have something of interest to divulge at Detroit during the festivities this week. Every traveling man in Detroit during the week should avail himself of the opportunity and call at the Committee's headquarters at the Cadillac Hotel.

Ira B. Thomas, traveling salesman for the Endicott, Johnson Co., has moved to Detroit, with headquarters at 408 Bowels building.

Many a man's charity gets no farther than passing the hat to others.

When some people drop a hint it sounds like an explosion.

The Grocery Market.

Sugar—Refined grades are without change. The price is steady at 5.75 for Eastern granulated and 5.55 for Michigan granulated, New York basis. The demand for sugar has been very good during the week, buyers taking supplies more freely than for several weeks past. The report from Germany increasing the estimate of the yield from 130,000 to 1,480,000 notes had the effect of weakening the market some. The Louisiana cane crop, however, is reported much smaller than some time ago, on account of the recent cold weather, which is said to have done considerable damage.

Coffee—There is more or less uneasy fluctuations in options, but actual coffee has remained about unchanged, although the market at present is without doubt in the buyer's favor. All grades of Rio and Santos, together with milds, are nominally unchanged, but none too strong. Java and Mocha are unchanged and steady to firm.

Canned Fruits—The demand has been increasing gradually during the past month, as many consumers are taking canned fruits now on account of fresh fruit of all varieties not being obtainable. Apples are unchanged and quiet. California canned goods are quiet and unchanged.

Canned Vegetables—Spot tomatoes are forging up, under the press of undoubted scarcity, and practically nothing can now be obtained for less than \$1.10 per dozen f. o. b. in a large way. Stocks everywhere are light. Corn and peas are unchanged and quiet, the latter being much stronger than the former. Packers are out with future offerings already. Tomatoes are offered at 80c f. o. b. in a large way, though some packers want 82½c and others refuse to sell at all. Last year's opening price was 75c. Corn, peas, string beans, etc., are also offered, everything but peas being priced about the same as a year ago. Peas are from 10 to 12½ per cent higher than a year ago, and are probably in for a very high season. There will likely be no 10c peas at all, as the cheapest peas that have so far been offered have been 87½ in a large way, and there have been only a few of these.

Dried Fruits—Currants are fairly active and unchanged. Dates, figs and citron are all in good demand at unchanged prices. Prunes are still maintained on a high basis, and the demand is fair. Peaches and apricots are dull at unchanged prices. Raisins are in moderate demand at unchanged prices.

Syrups and Molasses—No change in glucose. The demand for compound syrup is fair and for sugar syrup small. Good sound molasses is scarce and the price has advanced several cents per gallon during the week. The demand is good.

Cheese—Prices show an advance of ½ @ 1c per pound on most of the grades over quotations of two weeks ago. The demand has been exceptionally good for both cream and fancy grades during the month of De-

cember. Full cream cheese sold at from 16 @ 17c per pound.

Fish—Cod, hake and haddock are in fair demand at unchanged prices. Domestic sardines are exceedingly dull at ruling prices, and imported brands are little better. Salmon shows no change. Stocks are small, prices very high, and the demand fairly active under existing conditions. Mackerel is dull, on account of the holiday season, but prices are well maintained. There will be no particular demand for mackerel until after the turn of the year.

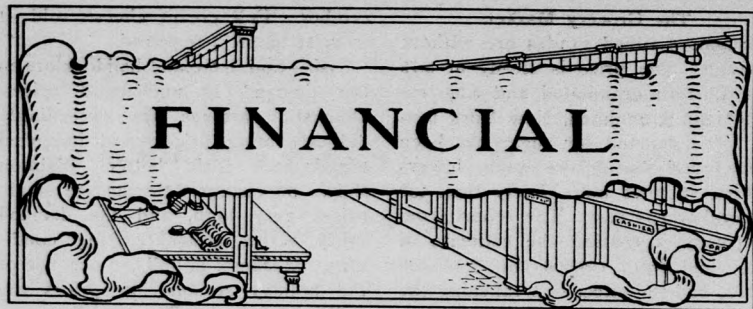
Provisions—No change is likely in the near future, or until after the first of the year, when the price will depend on the consumptive demand. Pure and compound lard are barely steady, with only a fair consumptive demand. Barrel pork, dried beef and canned meats are unchanged and steady.

A young man and woman have been making money in New York by getting married. Their scheme is to go to the house of a minister, ask him to marry them and producing a license. After the ceremony the groom in one instance presented a check for \$20 on a certain bank and said his circumstances were such he could not give it all to the clergyman but wanted to give him half. The minister took the check and gave the young man \$10 in change. The check proved to be worthless. Other ministers have been victimized in the same way, but even if caught it will be hard to convict the much married couple, because the preachers refuse to make a complaint against them. The police have been notified and find that many pastors have married the same couple.

A Chicago bride of three months, whose husband had drank heavily ever since they were married, determined to cure him. Accordingly, when they went out one night and he left her to go in a saloon, she followed him and ordered a drink herself. Then she went into the next saloon and had another drink. Meeting her husband on the street, she staggered and pretended to be intoxicated. A policeman saw the couple and arrested them both. The bride told her story in court and her husband took the pledge for a year, on condition that his wife would not use any intoxicating liquors during the same period. If the young man keeps his pledge the bride will consider her ruse to frighten him was worth all the trouble it caused her.

The Robert Willey Auto Co. has been organized to buy and sell automobiles and auto supplies, with an authorized capital stock of \$25,000, of which \$20,000 has been subscribed and \$12,000 paid in in cash. The stockholders and the amount of shares held by each are: Robert A. Willey, 1,100 shares; Alson F. Willey, 500 shares, and Wills C. Root, 200 shares.

Lots of people are living refutations of the existence of the fool killer.



Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Box Board Co., Com.	30	
Am. Box Board Co., Pfd.	92	
Am. Gas & Elec. Co., Com.	65	67
Am. Gas & Elec. Co., Pfd.	44	45
Am. Light & Trac. Co., Com.	293 1/2	294 1/2
Am. Light & Trac. Co., Pfd.	107	108
Cities Service Co., Com.	80 1/2	81 1/2
Cities Service Co., Pfd.	81	82 1/2
Citizens Telephone Company	95	97
Commercial Savings Bank	175	180
Com'th Pr. Ry. & Lt. Co., Com.	59	59 1/2
Com'th Pr. Ry. & Lt. Co., Pfd.	89	89 1/2
Dennis Bros. Salt & Lbr. Co.	95	100
Denver Gas & Elec. Co., bonds	94	96
Flint Gas Co., 5% bonds	96 1/2	97 1/2
Fourth National Bank	185	193
Furniture City Brewing Co.	85	88
Globe Knitting Works, Com.	125	130
Globe Knitting Works, Pfd.	100	101
Grand Rapids Brewing Co.	200	225
Grand Rapids Gas Lt. Co. b'ds	100 1/2	100 1/2
Grand Rapids Ry. Co., bonds	100	101
Grand Rapids Nat'l City B'k	176	178
Holland-St. Louis Sugar, Com.	13	13 1/2
Kent State Bank	250	251
Grand Rapids Savings Bank	175	
Lincoln Gas & Elec. Co.	30	31
Macey Company	98	100
Michigan Pacific Lumber	10 1/2	
Mich. State Tele. Co., Pfd.	98 1/2	100
Michigan Sugar Co., Com.	98	101
National Grocer Co., Pfd.	83 1/2	86 1/2
Old National Bank	200	201
Pacific Gas & Elec. Co., Com.	45	46
Pacific Gas & Elec. Co., Pfd.	88 1/2	89 1/2
Peoples Savings Bank	235	
Saginaw City Gas, bonds		98 1/2
United Light & Ry. Co., Com.	57	
United Lt. & Ry. Co., 1st Pfd.	78	81
United Lt. & Ry. Co., 2nd Pfd.	68	71

December 26, 1911.

As things should be at Christmas time, the local market contained almost nothing but good news during the week.

The announcement of the increase in the dividend rate of the Grand Rapids National City Bank from 8 to 10 per cent, sent the stock up to 175 bid and with only a very small amount offered at 178. Stockholders seem to feel that this will sell at two for one within the next eighteen months, based on the increasing earning capacity.

United Light & Railways common showed a further advance of three points, with sales at 59. The local papers state that the common will probably go on a dividend basis next year. Present earnings would warrant it and we consider the common and second preferred a good buy.

Following the annual meeting 95 was bid for A. L. Dennis Salt & Lumber Co. stock, as against sales at 89 a week ago.

Holland-St. Louis Sugar common has been in good demand, sales being reported at 13 1/2.

Citizens Telephone stock sold up to 97, the highest point recorded in the open market within two years. There are a number of unfilled orders and almost no stock coming out.

All local bank stocks are in good demand and very little changing hands.

Success of Postal Savings Banks.

The postal savings bank has proven to be a great success. The law authorizing the establishment of the postal banks was enacted a year and a half ago and the first offices were opened experimentally on January 1, 1911, in one city in each of the forty-eight states. So rapidly has the system been extended that now there are about 7,500 presidential postoffices receiving deposits and arrangements are being made to extend the system to the 40,000 fourth class offices doing a money order business. During the first month the deposits in the forty-eight experimental stations reached a total of \$6,252; in six months with many more offices opened, the deposits had increased to \$679,320, and now the total is over \$12,000,000. At this rate of increase

it is estimated the deposits will reach \$50,000,000 or more at the close of the fiscal year and that this department will be showing a profit. In this city the first deposits were received on September 20 and the deposits now show a total of about \$12,000, or at the rate of nearly \$1,000 a week. The depositors number 156 and they have an average of about \$76, which, considering the short time the office has been open, is regarded as a high figure. Several of the depositors are close to the \$500 limit which the law prescribes that any one depositor shall have, but this limit will soon be lifted or entirely removed. The money as fast as it comes in is deposited in the city banks. The Old National was named as the first depository, with \$12,000 as its maximum. The Peoples Savings has this week been designated as a depository with \$5,000 as its limit and when this limit has been reached it is probable that some other bank will be given a slice or provision will be made whereby the two banks already named may have larger allotments of the funds. When the postal savings banks were proposed the banks were very earnest in their opposition under the impression that to have the Government act as custodian for savings funds would draw business from them. Experience has proven that these apprehensions were groundless, that instead of taking business away from the banks the postoffice is actually increasing the total of deposits, besides exercising a favorable influence in the cultivation of the saving habit. The banks now approve the system and are encouraging its further development instead of opposing it.

Herbert W. Curtiss, Cashier of the Grand Rapids National City, and wife have returned from their wedding trip to New York and are receiving the congratulations of their friends.

The Grand Rapids Savings Bank will probably go on a 10 per cent. dividend basis, payable in quarterly installments, instead of 4 per cent. semi-annually. This, with the Grand Rapids National City, will make four of the city banks paying 10 per cent., and the Old National and Kent State do as well by paying the taxes. The Commercial remains on the 8 per cent. basis, but its earnings are such that it could easily go to 10.

It is not generally known outside of banking circles, but it is nevertheless true that most of the banks have

Fourth National Bank

Savings Deposits

3

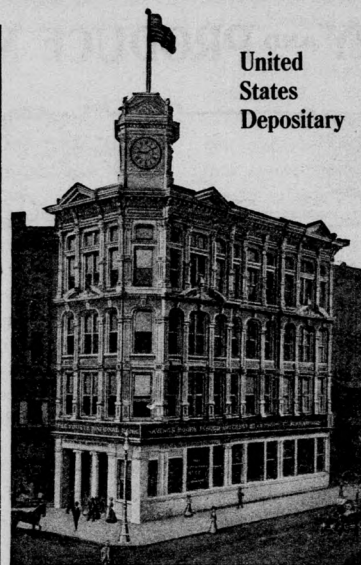
Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

Capital Stock

\$300,000

United States Depository



Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Surplus and Undivided Profits

\$242,000

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ASK US HOW

WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

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Grand Rapids, Michigan

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OPENS Savings accounts with anyone, anywhere, paying 3% semi-annually on all sums remaining 3 months. Banking by mail is an easy matter, let us tell you how easy.

ISSUES Savings Certificates of Deposit bearing interest at 3 1/2% if left one year. 3% if left six months.

EXTENDS Courteous treatment to all.

Capital and Surplus

\$1,300,000

Resources

\$8,000,000

LET US SERVE YOU

emergency funds that appear on the books not as surplus nor as undivided profits, but is lumped in with the deposits. The emergency fund is in the nature of a hidden asset and its chief use is to be drawn upon when losses are sustained without impairing the surplus or undivided profits. When the Old National was hit for something like \$23,000 by the forgeries of the Electric Fuse Co., of Muskegon, the loss was written off and there was nothing to show in the statements that the bank had suffered. The loss was taken out of the emergency fund.

The action of the Grand Rapids National City last week in the matter of dividends had a stimulating effect on the stock quotations. From 170 the quotations jumped to 176 bid and 178 asked and even this jump failed to bring out many offerings.

The impression is strong that the stock will be quoted around 200 before the new year is far advanced and that the showing of earnings will fully warrant such a price. A year ago, immediately after the merger was made effective the stock was quoted around 160. A gain of fifteen points, or about 10 per cent., isn't bad.

In other states the state banking departments are co-operating with the National bank examiners to eliminate the overdraft evil, or, at least, to greatly curtail it. In California overdrafting is made a criminal offense, the penalty being visited on the individual who draws a check when he knows he has not the money in bank for its payment. Similar laws are being advocated in other states, but it is by credit men and associations rather than by the banking interests. In Lexington, Ky., the clearing house has adopted a resolution that after March 1, next, when overdrafts occur those making them must give formal interest bearing notes to cover the amounts. In Virginia the state banking department has taken the matter up in earnest and will recommend legislation to enforce the rules and regulations that will be made. In this city the overdraft is not a great evil and yet the statement of December 5, showed \$24,736 outstanding as overdrafts. This at 6 per cent. would add nearly \$1,500 to the revenues of the banks. In amount the People's had the smallest overdraft account, \$388, but on a percentage basis the Fourth makes the best showing with only \$233 out per \$100,000 capital. One bank has 2 per cent. of its capital in overdrafts and another has 2½ per cent. Only one other bank has above one-half of 1 per cent. In connection with overdrafts a decision of the United States Supreme Court has been dug up which may be of some interest. The decision reads:

"A usage to allow customers to overdraw, and to have their checks and notes charged up, without present funds in the bank, is a usage and practice to misapply the funds of the bank; and to connive at the withdrawal of the same, without any security, in favor of certain privileged

persons. Such a usage and practice is a manifest departure from the duty, both of the directors and cashier, as can not receive any countenance in a court of justice. It could not be supported by any vote of the directors, however formal, and therefore whenever done by the cashier, it is at his own peril, and upon the responsibility of himself and his sureties. It is anything but 'well and truly executing his duties as cashier.'"

Enquiries For The Question Box.

Port Huron, Dec. 26—The State officers and the local committees in Traverse City are hard at it, planning to make our annual convention in that city on February 13, 14 and 15 the best we have ever held.

Between now and the date of the convention we want to learn what problems are considered most vital by the individual retail grocer and general merchant. A strong Question Box Committee has been appointed and they are anxious to have dealers throughout the State fill out the enclosed post cards and return them to the chairman of the Committee at once, so that when the meetings are held, we can get right down to brass tacks and devote our time to a practical discussion of the problems that are worrying the individual member.

Don't set this aside and make up your mind to give it attention later. Think over some questions which you feel ought to be taken up and discussed at the Traverse City meeting and ask some of the thinking members of your Association to do likewise. This will give the Committee material to work on, so that we can be prepared to use to best advantage, every minute of the time when the convention is in session. The cards, as you will notice, are addressed and all you will need to do is to fill in the questions and drop them in the nearest mail box.

You will very shortly receive an announcement in regard to the details for the convention and I hope you will use your earnest efforts to see that your town is well represented
J. T. Percival, Sec'y.

Dame Fortune won't smile on you unless you give her some encouragement.

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This company supplies, without competition, all larger cities of Nevada with gas, electricity and water. It owns valuable water power development on Truckee River. Net earnings over long period far in excess of dividends and depreciation charges.

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GEO. B. CALDWELL, Manager Bond Department.

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Merchants, Treasurers, Trustees, Administrators and Individuals

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

CORRESPONDENCE PROMPTLY REPLIED TO



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Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

December 27, 1911

MURDERING A MARKET.

The spirit of the labor union is shown in the effort of the carpenters and joiners union, under whose auspices the strike in this city was conducted last summer, to drive trade away from Grand Rapids. Less than a month ago the Grand Rapids manufacturers almost in a body went to the meeting of the National Furniture Manufacturers' Association in Indianapolis and made an earnest plea for the adoption of the nine hour work day for the trade in general. So effectively did they argue the proposition, both in and out of the meeting, that a committee was appointed to give the matter serious consideration, with instructions to report at the June meeting of the Association in Chicago. The committee as appointed was made up of twelve manufacturers representing the different important furniture centers, and this city as a recognition of its leadership in the campaign was given two members and the two Grand Rapids men foremost in the arguments, Robert W. Irwin and John Hoult, were named. Scarcely had the Grand Rapids manufacturers returned home than the district council of the union sent letters broadcast to the buyers in this market telling them that the manufacturers here had "for years been taking away the rights of the workmen and harassing them" until they were compelled to strike, that the strike lasted eighteen weeks until the men were forced by hunger to return to work, and that since then the manufacturers have been practicing "all kinds of petty aggravations to break the spirits of the workmen and make them subservient to their wishes." The letter closes with the suggestion that a boycott be placed on the "unfair" manufacturers who have thus been trampling upon the rights of labor.

This attack is so outrageous that it is not surprising that not even the officers of the district council will admit the authorship of the letter. The letters are designed to injure the market as a whole, to drive trade away from this city, to make it harder for the Grand Rapids manufacturers to do business. It is an attack not merely upon the manufacturers, but it is a blow aimed at Grand Rapids workmen, as well, because every order lost to this city means

just so much less work to be done in the home factories. The attack is characteristic of the labor union. The union wants revenge for its defeat last summer and, lacking the McNamara courage to use dynamite, it resorts to a sneaking and disreputable letter, signed not by responsible individuals, but by the district council which may mean any one of a score of individuals. It is, also, an evidence of jealous resentment that the manufacturers should undertake the improvement of factory conditions without consulting the union. Rather than have the workers receive benefits from the manufacturers, the union would frustrate what they are trying to accomplish. This is unionism.

SOLD AGAIN.

The Grand Rapids News has changed hands. This paper has had so many different managers in recent years that, instead of being surprised at the latest announcement, those who are interested in such things remark interrogatively, "Again?" and let it go at that. The new man at the head of the paper is A. P. Johnson, for five years past advertising manager of the Chicago Record-Herald. He is a young man and from all accounts is a hustler. He began his career on the Minneapolis Tribune, was advertising manager of the Minneapolis Times and then of the Milwaukee Sentinel before going to the Record-Herald. His experience has been altogether at the business end of the newspaper, but it may be remarked the business end in these modern days is very important to the success of the enterprise. Mr. Johnson addressed the Grand Rapids Advertisers' Club at one of its meetings a year ago and those who heard him were favorably impressed, although at that time not even he had an idea of coming here to live.

Mr. Johnson succeeds Andrew Fyfe in the management of the News. Mr. Fyfe assumed control of the property about a year ago, under the direction of John W. Blodgett, who owns the property. Under his management the office was removed from Fountain street to the Houseman building, at Lyon and Ottawa streets, and by a policy of greater liberality toward the editorial end it has been made a very good newspaper. Whether it has made any money or even kept even is not stated, but controlling the paper it served Mr. Fyfe an excellent turn. Using the newspaper as a club, Mr. Fyfe secured the appointment of Surveyor of Customs, worth better than \$4,000 a year, from Senator William Alden Smith, and to give it to him Senator Smith had to "throw down" his life long friend, Eugene D. Conger. Now Mr. Fyfe has passed the newspaper over to a stranger, and whether the stranger will look kindly upon Senator Smith remains to be seen. The Senator might win him over by giving him the postoffice.

A suit that never seems to fit is a suit for damages.

COMMERCIALIZED CHRISTMAS.

How many of us rejoice that Christmas has gone by?

A conservative estimate would probably place the figure at about 99 per cent.

The Christmas season is rich in tradition. The sentiments attached to it are beautiful. Peace on earth, good will toward man, love, remembrance and sweet charity—these find expression in the Christmas spirit.

But,

Has not the season become commercialized? Has not the tendency been to develop the mercenary feelings? Do we not give because it is fashionable to give and in our giving gauge our feelings, not by the testimony of our hearts, but by what we expect to receive? Are we not making what should be a glad and happy season a season of exchange of things that nobody wants—a season that may drag on the pocket book for months to come?

Undoubtedly.

But this is not the fault of the Christmas spirit. It is the wrong interpretation we place upon the message which Christmas brings that makes the day take on unlovely phases. It is because we lack moral courage and honesty of heart that we join the mad scramble to give and to get. It is the overdoing of it that causes the trouble and brings regret. The season is the same, but it is we who have changed, and the change has been away from the simplicity of other days to the follies of modern extravagance. If we would have the Christmas of our childhood back again, if we would have the woolly dog a thing of wonder; the jumping jack an unending delight as long as it lasted, we must ourselves be as children again, taking pleasure in simple joys. We have 365 days to think how to restore Christmas to its original observance before another Christmas comes. And long before that time passes it is likely we will have forgotten all about it and, as the next Christmas approaches, we will go in for it in the same old way and regardless of expense.

THE NEW YEAR.

What will the New Year bring us? It is not difficult to answer that there will be battle and murder and sudden death, to be saved from which we are taught specially to pray, and there will be misfortune and misery and disappointment to many. Fortunately, we know not whom Fate menaces, and so we hope.

But surely good will comes to not a few, fortune, friendship, love and happiness will be their need, and still we know not who is to be blessed, and who banned. It is well that we know not what is to be our fate, whether good or evil, since, if we knew beforehand that it is evil, we might be too despairing and forlorn, and if we could see our blessings before they reach us we might forget to pray and to be thankful, therefore, it is the divine will that we must wait and know our destiny when it shall be awarded.

Are men growing in divine grace? Are they becoming more free from vice and crime? Is the world advancing in truth and righteousness? It is not easy to answer these questions in face of the frightful daily record of bloodshed and lust. But it can be said with confidence that there is one, and that the chiefest of the divine graces, which is being most significantly shown forth by men, and that is Charity. Never in the entire history of the world were there so many asylums and hospitals for the care and cure of the helpless of every race, creed and congregation, and whether they be supported by public or private beneficence there is no failure in doing good. Then is not the world being uplifted in truth and righteousness, and is it not being made, slowly, but perhaps steadily, a better place in which to live and to perform good works meet for repentance? It seems so, and let us so believe.

Those who oppose his candidacy, in looking around for arguments to present against Gov. Harmon, of Ohio, have seized upon his trust record and are disposed to make the most of it. The fact about it is that he has none. It will be recalled that he was Attorney General under the second Cleveland administration. It is also recalled that, like Mr. Olney, his predecessor, he thought very little of the Sherman law and did not believe that it was a practical piece of legislation. It is understood that Mr. Cleveland shared in this opinion. If so, the Attorney General took no more advanced position on this question than his principal. Those were good days for the trusts, and it was openly intimated that the sugar trust was largely influential in fixing the schedule in which it was most interested in the Gorman-Wilson bill. It is true that Mr. Harmon did little or nothing to interfere with any business combination or monopoly, and he was in no sense an octopus hunter.

The last New York Legislature passed a law with reference to the regulation of baled hay and straw, but it is said the new measure is not understood and is being violated to a large extent. One provision of the law requires that every person who puts up and presses any bundle of hay for the market, "shall mark or brand, in a legible manner, the initials of his name or the initial letter of his Christian name and his surname at full length, and the name of the town in which he resides, on some board or wood attached to such bundle of hay." Any person violating this section is liable to a fine of \$5 for each offense. Another section of the law provides that the gross weight shall be plainly marked on each bale of hay or straw offered for sale in this state. A fine may be imposed on any one caught packing inferior hay in the middle of a bale.

The man who hides his light under a bushel is sometimes surprised to find that the sun still shines.

Finish every day and be done with it. You have done what you could; some blunders and absurdities crept in—forget them as soon as you can. To-morrow is a new day. You shall begin it well and serenely and with too high a spirit to be encumbered with your old nonsense.—Emerson.

BURY THE HAMMER.

The honest objector, or critic, in a board, or any business who is continually on the lookout for defects that he may expose and remedy them is a very valuable and helpful individual. Some may refer to him in street parlance as a "knocker," but whether that is a compliment or otherwise, depends upon the honesty of his attitude. When that sort of thing is indulged in merely for the fun of finding fault, or merely to make trouble for somebody else without corresponding advantage it is reprehensible, but when it is done honestly and with good intentions it is helpful. In this country and in this day and generation, it is a great deal more popular to be a booster than it is to be a knocker. The man who has his hammer out and uses it repeatedly, is a hindrance to progress and is, properly enough, very unpopular in the community where he lives. Every city has them, every city dislikes them and would be glad if the knockers would cease from knocking and if the hammers could be buried along with the hatchet.

In this connection it is interesting to refer to an occasion which the citizens of Pueblo in Colorado made a feature of the other day. They had a great parade, with brass bands, and all the accompaniments of a festival occasion. As the procession passed through the streets, prominence in the lead was given to a huge hammer and when the line of march had been covered, the people gathered around a mammoth bonfire in which the hammer was placed, and when it was burned, the spectators gave a hearty cheer. The symbolism was suggestive and significant. It indicated that the people of Pueblo have banished the hammer, and that, instead of using it to deter, and possibly to defeat, progress, they have put it permanently out of business, and that hereafter they prefer to be boosters. There are a good many other cities in the country where it would be worth while to have such a parade and such a funeral pile. If the symbolism could teach a lesson and banish the figurative hammers and the men behind them, and so put an end to their restraining and restrictive influences. About the best thing that any man can do is to help the town in which he lives, and the towns and the cities which have the most men of that stamp will at once go ahead the most rapidly with a corresponding rise in the price of real estate.

DOCTRINE OF DISCONTENT.

The Socialists who sought to climb into a certain sort of favor thereby made a great point of weeping aloud about the McNamaras, and the indignities which were heaped upon these

representatives of sweet innocence by the hand of the law backed, as they claimed, by that wretched octopus called capital. When the McNamaras confessed, because their counsel had said the proof of their guilt was overwhelming and they might as well admit it first as last, the Socialists, as Mr. Gompers was, were put at a bit of a disadvantage, because all they had said before was proven false by those in whose behalf they had said it. Of course, there was nothing to do but back up and make the best of it and according to the report published recently, the local Socialists have settled the matter to their own satisfaction by declaring that the whole population is "divided into two classes, 'the haves and the have-nots,' the employers and the employees."

Preaching the doctrine of discontent and going around trying to make people unhappy is a pretty poor procedure, a fact which is emphasized at the holiday season. Seeking to discourage and disturb is simply to increase the world's store of unhappiness, whereas the whole trend of events and indisputable facts are a sermon on the other side. Far better would it be instead of telling the employe that he is doomed to eternal defeat and disappointment, to point out to him examples of which there are hundreds in everybody's sight, of those who started with the least, but, by dint of industry, honesty and perseverance have come to be numbered among those who have the most. Socialists need go no further than Grand Rapids to see any quantity of instances of this sort. Some of the most successful business men in this city began and continued work for some time at a weekly wage which any genuine Socialist would nowadays despise as almost beneath his notice. Very many of the Socialists are perfectly honest, well meaning people, who are simply misguided and misled, but who are certainly unfortunate and unwise in this day and generation to make a specialty of preaching the doctrine of discontent.

A large part of the heavy loss from bad eggs can be obviated by the production of infertile eggs. This has been demonstrated beyond a doubt by the investigations concerning the improvement of the farm egg which during the past two years have been conducted in the Middle West by the Bureau of Animal Industry of the Department of Agriculture. Secretary Wilson estimates that, between the producer and the consumer, there is an annual loss of \$45,000,000 in the egg crop of the United States, the greater portion of which falls on the farmer, who is by far the largest producer. Of this enormous loss, about one-third, or \$15,000,000, is caused by heat which develops the embryo of the fertile egg, causing what is known to the trade as a "blood ring." As it is impossible to produce a "blood ring" in an infertile egg, such an egg will stand a higher degree of temperature without deterioration than will a fer-

tile egg. The Secretary says that if farmers and others engaged in the production of eggs would market their male birds as soon as the hatching season is over, a large saving would be made, as practically every infertile egg would grade a first or second, if clean and promptly marketed. No more simple or efficient method for the improvement of the egg supply of the country could be adopted than the production of infertile eggs.





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Fulfills all Pledges of Quality. Delicious Flavor and Maintained Selling Price.
The Louis Hilfer Co.,
4 Dock St., Chicago, Ill.
Crescent Mfg. Co., Seattle, Wn.

Valley City Biscuit Co.
Grand Rapids, Mich.
Manufacturers of
Cookies and Crackers
Write for Price Lists
We Make a Specialty of 10c and 12c Cookies
NOT IN THE TRUST

Satisfy and Multiply
Flour Trade with
"Purity Patent" Flour

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

TRACE Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,**
Grand Rapids, Mich.

Just as Sure as the Sun Rises

VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt Milling Co.

Grand Rapids Mich.

Buckwheat

We are in the market for 20,000 bushels of new buckwheat and can use in car lots or bag lots. Don't fail to write or phone if you have any to offer.

Highest price paid at all times.

Watson-Higgins Milling Co.
Grand Rapids, Mich.



News and Gossip of Interest to Business Men.

Saginaw, Dec. 26—Hon. William S. Merston, President of the State Sportsmen's Association, and a well-known manufacturer of Saginaw, has been appointed a member of the Michigan State Tax Commission, and has accepted the appointment from Governor Osborn. Mr. Merston has been one of the leaders in the fight against the proposed corporate excess tax legislation and is, undoubtedly, one of the best informed men on public affairs of all kinds in Michigan, as well as one of the best known in business life. He accepts the appointment at some considerable sacrifice to himself and succeeds James H. Thompson, whose resignation was announced a few days ago.

Coming To Saginaw.

The gas engine and pump factory of the Nelson Brothers' Co., of Alma, is being moved to Saginaw to new factory buildings specially erected for the concern on Owen street and Morse avenue. Some six carloads of machinery and plant have already arrived, and the rest is being rapidly loaded at Alma, it being expected to get in active operation at the new factory by Jan. 1. Harry E. Nelson, General Manager of the company, heads a colony of about twenty-five families moving to Saginaw with the plant, and has purchased a residence in the city.

Wood Products Company.

Five carloads of machinery have arrived in Saginaw for the recently organized Wood Products Co. and more is on the way, to be installed in the new factory at the corner of Hess and Sheridan avenues. The factory expects to be in operation the second week in January, and will start out with a working force of about fifty men, to be increased as rapidly as possible.

Chautauqua for Saginaw.

In furtherance of its plan to give Saginaw the benefits of a big Chautauqua assembly in July next, the Board of Trade has made formal application to the Common Council for the use of Hoyt Park on the occasion referred to. The Park is one of the finest natural pieces of woodland in the country and has been greatly improved as to landscape effects, etc., by the intelligently directed efforts of the Park Commission. It has one of the finest amphitheatres to be found anywhere, with a magnificent stretch of leveled and drained lawn, the surrounding hillsides being beautifully wooded, and sloping to the edges of the vast lawn. Twenty-five thousand people could easily

be accommodated in this natural amphitheater, so as to get an excellent view of all going on and be within reasonable hearing distance of speakers. There are band stands, pavilions, rest houses and all conveniences to be found in such places, and as the Board proposes to spend \$5,500 in securing speakers, the prospects look good for one of the best Chautauquas held anywhere. Accommodations for campers are included in the scheme; the accomplishment of which it is believed will bring many thousands of visitors to the city.

United Supply Co.

The Alert Pipe and Supply Co., of Bay City, has taken over the United Supply Co., of Saginaw, and will continue the business in Saginaw. The company, which is capitalized at \$100,000, will carry machine and factory supplies and will operate in both cities. Increased storage accommodations have been secured.

Business Notes.

A delegation from the newly-organized Board of Trade of Clio paid Saginaw a visit during the week. The Clio men are full of enthusiasm over their new departure and announce that a big public banquet is being arranged for, at which a number of outside speakers will be heard.

Although this has been a decidedly green Christmas in this part of Michigan, merchants and business men generally report satisfactory trade in excess of that of last year. Bad roads have interfered somewhat with the rush and staples in heavy woollens have moved slowly, but in other lines business has been brisk and the holiday spirit of present giving was never more freely indulged in.

Saginaw is to be given an opportunity at an early date to vote upon the necessary expenditure to assure a 600 foot dock-line along the Saginaw River, within the city limits. Options are being taken on necessary property and estimates of cost prepared, and it is thought things will be in shape for a vote early in the new year.

Holiday passenger traffic on the railroads picked up materially Friday and Saturday, having been but normal up to that time. Freight business shows a decided increase over the same period last year and the postoffice business has been enormous.

Through a committee appointed for the purpose, the Saginaw Federation has gone on record as favoring a grand jury to investigate an alleged combination in the fuel business in Saginaw. The report recites

that the Consolidated Coal Co. controls the soft coal output of the Cal-edonia and Buena Vista mines and owns seven other mines in the Saginaw district and three in Bay county, besides being in control of the coke supply. J. W. Brady.

In the District Court of the United States For the Western District of Michigan, Southern Division, in Bankruptcy.

In the matter of James W. Murtaugh, bankrupt, notice is hereby given that, pursuant to the order of said court, I shall sell at public auction, to the highest bidder, on Wednesday, the 3rd day of January, 1912, at 11 o'clock a. m., at the store formerly occupied by said bankrupt, in Wyman, Montcalm county, Mich., all of said bankrupt's stock of general merchandise, consisting of groceries, dry goods, shoes and rubbers, clothing, notions, etc., together with store furniture and fixtures and accounts receivable. Said stock of goods and furniture and fixtures are inventoried at \$1,503.08, at cost price, and the accounts amount to about \$80 at face value. Said sale will be for cash, and subject to confirmation by the court. An itemized inventory of said assets may be seen at the office of Hon. Kirk E. Wicks, Referee, Houseman

building, Grand Rapids, Mich., and at the office of the Herold-Bertsch Shoe Co., 12 Pearl street, Grand Rapids, Mich.

Dated Dec. 23, 1911.

Gerrit J. Wissink, Receiver.
Chas. V. Hilding,
Attorney for the Receiver,
Grand Rapids, Michigan.

When Is It a Maraschino?

Only Marasca cherries preserved in maraschino hereafter may be labeled "maraschino cherries," according to a decision by the pure food board, which still requires the signature of Secretary of Agriculture Wilson to make it final. Cherries packed in maraschino liquor will not be considered misbranded if marked "cherries in maraschino," and those packed in a syrup containing 10 per cent. or more of maraschino and no other flavor may be labeled "cherries maraschino flavor."

Duty and Pleasure make a hard pair to draw to.

Symons Brothers & Company

Wholesale Grocers

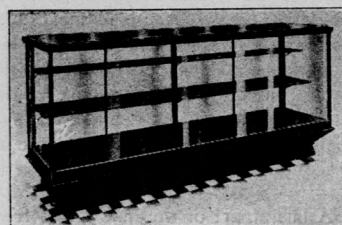
Saginaw :: Michigan

SAGINAW MILLING CO.

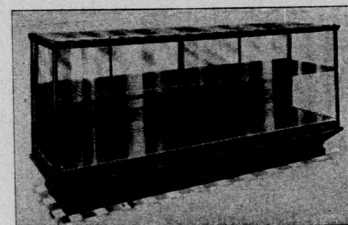
SAGINAW, MICHIGAN

Samico, Uncle Sam, Upper Crust,
King K, Blue Bird Flours
Mill Feeds, Seeds and Grains

Bread made from SAMICO won first premium in 1909 and 1910 at Michigan State Fair, Detroit



No. 81 Display Case



No. 84 Cigar Case

Saginaw Show Case Co., Ltd., Saginaw, W. S., Mich.
We make all styles Catalogue on request

Our Brands of Vinegar

Have Been Continuously on the Market
For Over FORTY YEARS

Think of it—FORTY years of QUALITY

The FLAVOR of vinegar is the dominating power for QUALITY and is what makes good palatable salad dressing and pickled condiments. The Pure Food Law compels all vinegar to contain the requisite strength for pickling, but FLAVOR is QUALITY and makes a satisfied customer.

The following brands have the FLAVOR, specify and see that you get them:

"HIGHLAND" Brand Cider and White Pickling
"OAKLAND" Brand Cider and White Pickling
"STATE SEAL" Brand Sugar

Oakland Vinegar & Pickle Co. Saginaw, Mich.



Detroit Department

Sumptuous Banquet of Cold Storage Foods.

Detroit, Dec. 26—In order to demonstrate the excellence of cold storage food products, the Detroit Butter and Egg Board is arranging a sumptuous banquet to be held at the Hotel Tuller on Tuesday evening, January 2, and which many dealers and consumers of these commodities will be invited to attend. They will also be invited to witness the removal from a cold storage warehouse of all the articles of food which will go to make up the menu on that occasion and also their preparation and cooking.

The banquet is in charge of Fred J. Schaffer, Secretary of the Detroit Butter and Egg Board, who declares that Detroiters need to be educated in the matter of cold storage products. Everything on the bill of fare, Mr. Schaffer says, will be taken from cold storage. "We will have last April's eggs, June butter and poultry and fruits that have been in storage for months, and you'll say it's the finest meal you ever sat down to," said Mr. Schaffer last night in discussing the plans for the banquet.

Charles McNeil, of Chicago, Secretary of the National Egg and Poultry Association, will be the principal speaker of the evening. His remarks will include a full description of the cold storage process of conservation of food products and a comparison of prices of cold storage foods in various cities.

Another authority on cold storage products who has been invited to address the dinner guests is Herbert King, of Chicago, chief of the butter department of Marsh L. Brown & Co., the largest brokers in butter and eggs in the United States.

Among the specially invited guests will be Mayor Thompson, who will make an address and members of the Michigan Legislature.

That with a proper shipping organization, Michigan apples would stand a better chance in the English markets than those of the Pacific coast which now are meeting a large sale abroad, was the opinion expressed by G. Herbert Taylor, who spent several days at the Cadillac Hotel this week.

Mr. Taylor represents the house of Messrs. J. & H. Goodwin, general merchandise dealers of Liverpool, London and Manchester, England, and is especially interested in the purchase and sale of apples.

When interviewed by a representative of the freight traffic department of the Pere Marquette Rail-

way he stated that he was returning to the East from an extended trip in California, where he had purchased several hundred carloads of apples for export, and expressed great interest in the development of Michigan as an apple producing State.

Mr. Taylor said that all that was required to place the Michigan apple in the foreign market was systematic care in the production and preparation of the fruit, and that as soon as Michigan fruit producers united their interests in marketing their fruit so that the foreign buyers would only be obliged to deal with a relatively few people, there would be an immediate foreign demand. Mr. Taylor stated that apples were selling at retail in England by weight, the usual price being five cents per pound.

"The apple in greatest demand," said he "for retail trade is the medium uniform sized apple. There is a limited demand for the larger varieties for hotel uses, especially in London, but the medium sized apple is the popular fruit."

"Five cents per pound seems to be a little too high for a popular price, so that if apples can be put in the markets in England and retail at four cents per pound, the increase in consumption would be phenomenal."

Mr. Taylor pointed out the fact that the rate of freight from California to England via New York was about 65 cents per hundred, or 32 cents per box higher than from any point in Lower Michigan, and that this would give Michigan shippers a great advantage as compared with California, but the thing of greatest importance in his opinion was the proper care and shipping of the fruit.

Interested in Society Plan.

Mr. Taylor expressed himself as being much interested in the proposed formation of an apple society in Detroit, the purposes of which are to study the development, growing and marketing of apples, and he is confident that such an organization will result in great general good throughout the State by reason of disseminating general information.

Mr. Taylor expects to sail for England in about sixty days and return to the United States again the coming fall with increased facilities for handling the prospective apple crops in different parts of the country next year.

"Yes, it will be something of an orchard when it is full grown," admitted United States District Attorney Arthur J. Tuttle, after announcing in a casual sort of way that he had just purchased 1,120 Baldwin apple trees from a nearby nursery.

"It isn't often one sees as many trees of one variety all together. Eleven hundred and twenty trees, placed 40 feet apart, will just fill a forty acre tract. I intend to plant them in the spring on land I own about a mile from Leslie. The trees are two years old, of the very best stock I could get, and I expect they will begin to bear in six years."

"I tell you," went on the District Attorney, enthusiastically, "forty acres of Baldwin apple trees loaded with red fruit will be a pretty sight."

"They tell me that when an apple tree is in its prime it is equal in value to \$100 put out at interest," added Mr. Tuttle as an afterthought.

"That isn't a very bad investment aside from the pleasure one gets. Do I believe in Michigan apples? Rather. All the apples sold outside this State are 'Michigan apples.'"

Mr. Tuttle already possesses a small but very fine orchard and is starting in to do his part toward the development of Michigan fruit with his eyes open to the possibilities and the problems ahead.

The business world is made up of two classes of men: Those who are on time, and those who ever have an excuse for being late.

Purposely Misunderstood.

She glided into the office and approached the publisher's desk.

"I have a poem," she began.

"Well?" queried the publisher, with a look intended to annihilate.

"I have written a poem," she calmly repeated, "on 'My Father's Barn,' and —"

"Oh," interrupted the publisher, "you don't know how greatly I am relieved. A poem written on your father's barn? I was afraid it was written on paper and that you wanted me to publish it. If I ever happen to drive by your father's barn I'll stop and read it."

A good scare is often efficacious where good advice fails.

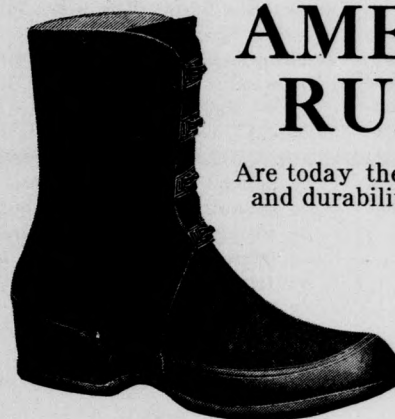
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AMERICAN RUBBERS

Are today the leaders where strength and durability are the requirements

All Styles

See our Catalogue

Detroit Rubber Co.

Just what you have been looking for— **Poultry**
A reliable place to ship your

At market prices ruling day of arrival

NO COMMISSION

PROMPT RETURNS

We want your shipments

Let them come and we will do the rest

Poultry



Poultry

Schiller & Koffman

323-327 Russell Street
DETROIT

(Weekly quotations furnished on request)

BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.



Bettering the Quality of Poultry and Eggs.

The present day farmer keeps either pure-bred poultry, grade poultry, or mongrel poultry, to the breeding of which he gives no heed. Where pure-bred poultry is kept, we find usually an up-to-date, progressive farmer who believes in the superior utility value of pure-bred stock of all kinds, or else a farmer who may be more or less of a fancier. It is pleasing to note that a rapidly increasing number of farmers own pure-breds. Where grade poultry is kept, the farmer has usually made an effort, it may only be spasmodic, to improve his flock by the use of pure-bred males. Often, however, the farmer has used a pure-bred flock, and, becoming dissatisfied with the result obtained through his own lack of care, thought to better his stock by crossing with another breed or variety. Needless to say such procedure is usually followed by other crosses, with the result that mongrels are soon obtained. Where mongrels are found, we find either careless farmers, or those regarding poultry as of too small importance to merit serious attention.

Improve your poultry.

Pure-Bred Poultry Pays.

Costs no more to keep.

Quicker growing.

More uniform in shape, size and color.

Lay more eggs.

Eggs larger and more uniform in size, shape and color.

Breed truer.

Sells for more money, and is every way more desirable than scrub or common stock.

Keep your standard up.

Constitutional Vigor.

Bear these points in mind when selecting breeders; they are sure indications of good ones: Broad head, stout beak, large, clear eyes, firm, bright comb, broad back, deep body, medium height, stout shanks and toes, legs well set apart, short toenails, indicating activity, glossy, quick-growing plumage.

Get Rid of the Males.

Advocating the marketing of the male bird as soon as the hatching season is over on the farms is believed to be a splendid move in the right direction, and a most important one for the improvement of eggs over the entire country. Where records are being kept, it is said more male birds were sent to market earlier this year than ever before, showing that the farmer is beginning to see that the infertile egg is a better

keeper even for home use than the fertile egg.

Only use males in your breeding pens.

Better Methods Needed.

Two eggs out of every dozen laid by Tennessee hens may be said to drop through holes in the farmer's basket before they reach a market, so people interested in the egg business figure and they think conservatively. In other words, while the hen sees to it that every egg she lays is worth taking care of, the farmer takes care of only ten out of every dozen. The aggregate loss from this cause in this State reaches over a million dollars annually. Nearly all of these eggs might be saved by a better arrangement at poultry houses, a better system in collecting eggs and by quick marketing. What is true of Tennessee is likewise true of every other state. The waste in the business, like the waste in many other businesses, would make some rich. Be watchful of your eggs.

Eggs For Market.

Should weigh $1\frac{1}{2}$ pounds per dozen.

- Be uniform in size and color.
- Be naturally clean (not washed).
- Be strong shelled (not cracked).
- Be fresh (not over five days old).
- Be fertile.
- Be laid in clean nests.
- Be gathered daily; if possible, twice daily.
- Be kept in a cool, clean, dry place, away from flies.
- Never be sold from incubator.
- Never be sold from stolen nests.

Commence now and see if you can not improve the eggs you offer for market purposes. Gather them regularly and follow the above instructions and you will be surprised at the increased demand for your product.

Consume your cracked and under-size eggs.

Cause of Losses of Eggs.

Held or Stale Eggs—Due to holding for higher prices, keeping in warm places, preserving, stolen nests, eggs candled out of an incubator.

Spots—Due to dead germs caused by incubation, stolen nests, intense heat or from molds developed in damp cellars.

Cracks—Due to improper packing by the producer, and careless candling by the shipper.

Rots—Due to careless handling, incubation, stolen nests, intense heat, not gathered often enough.

Dirties—Due to dirty nests, dirty yards, not cleaning eggs or gathering often enough.

Market your eggs while fresh.

Appearance on Candling.

Fresh—Air space small (not to exceed size of a 10 cent piece), white, firm; yolk, sluggish, dimly visible.

Stale—Air space large, white, thin, yolk, moves quickly, plainly visible.

Heated—Air space either large or small, white, thin; yolk, plainly visible, showing distinct reddish glow.

Bloody—Same as heated, except

Wanted—Butter, Eggs, Veal, Poultry Nuts and Honey

F. E. Stroup, Grand Rapids, Mich.

References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

POP CORN

We are in the market for old or new crop shelled or on the ear. If any to offer please write us.

Alfred J. Brown Seed Co. Grand Rapids

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.

All Kinds of

Feeds in Carlots Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

Post Toasties

Any time, anywhere, a delightful food—
"The Memory Lingers."

Postum Cereal Co., Ltd.
Battle Creek, Michigan

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

Increase Your Sales of

BAKER'S Cocoa and Chocolate



ANY GROCER who handles our preparations can have a beautifully illustrated booklet of chocolate and cocoa recipes sent with his compliments to his customers entirely free of charge.

Ask our salesman or write

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Walter Baker & Co. Ltd.
DORCHESTER, MASS.

W. C. Rea

Rea & Witzig

A. J. Witzig

PRODUCE COMMISSION

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

"BUFFALO MEANS BUSINESS"

We make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

REFERENCES—Marine National Bank, Commercial Agencies, Express Companies, Trade Papers and hundreds of shippers.

Established 1873

A. G. Kohnhorst & Co.

GRAND RAPIDS, MICH.

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.

Write for information.

Wanted—Potatoes

Wire or write us what you have naming price and when can ship

Both Phones 1870 M. O. BAKER & CO. TOLEDO, OHIO

POTATO BAGS

New and Second Hand

Stock carried in Grand Rapids

Can ship same day order is received

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

blood spot or veins are plainly visible.

Mold Spots—Small black spots or spot stuck to inside of shell.

Black Rot—Contents of egg black or muddy and mixed.

Sour or Light Rot—White and yolk mixed, yellowish color.

Candle your eggs before setting or marketing.

Inspect your eggs before marketing.

Breeding Stock.

The increased interest in turkey raising will, no doubt, create a strong demand the coming season for stock turkeys, and it is, indeed, the part of wisdom for the prospective breeder to form his or her plans for another year at an early date.

Decide upon some one variety, but let this decision be governed, in a measure, by the adaptability of surroundings. Thus if one has broad, spacious fields and woodland affording extended range, no mistake would be made in selecting the wonderful Mammoth Bronze, but if, on the other hand, the range is limited, one would probably succeed better with the Domesticated Black, or White Holland, or that comparatively new and striking variety, the Bourbon Red. If an early order is placed with some reliable breeder, the chances are that very choice birds can be secured at very reasonable prices. No breeder can afford, or should be asked, to sell his fine, standard-bred stock at fall prices after he has fed and cared for them throughout the winter.

It is not a question simply of saving money, but it is best that the turkeys should have ample time to become accustomed to their new home and new owner before laying time, and, as it is known that turkeys sometimes begin to lay in February, the pens should be mated in January. A splendid trio of turkeys can be bought for \$15@20, and if the purchaser manages well with the eggs and poults, and advertises with good judgment, he may reasonably expect from \$100@300 from his investment. If one has been engaged in raising turkeys and wishes to strengthen his pens by the addition of new blood, it is wise to secure early the birds desired for another season and get them home that they may become friendly with their new companions and gradually forget the disposition to fight, as is sometimes the case. When people learn that turkeys are really and truly no more trouble to raise than chickens, if as much, only a different method being used, then there will be a rush for this open field of pleasant enterprise, and the Thanksgiving and Christmas turkeys will not come so high, and this best of all fowls will not be reserved for the festive occasion only.

If you expect the young turkeys to be strong and thrifty, use non-related stock. Better is it to send a long distance, even for a good tom or two, or three hens, and pay the cost of getting them home than to inbreed.

Turkey hens may be kept with

profit until they are five years old. They may not be so prolific in egg-production, but the poults hatched from her eggs will be strong and healthy. Many people prefer to change males every year, but if he is a strong, vigorous bird, and has been well cared for, he can be used profitably for three or four years.

We urge all breeders to do all in their power for the health of their fowls.

Keep poultry free from lice and house well in bad weather—arrange houses so there will be no draft. Leave about half the front open. Houses suitable for the keeping of poultry can be built at small cost.

Educational Value of Crop Shows.

In Springfield, Ohio, there will be held in January a State Corn Show, at which farmers from every portion of the State will gather, many bringing with them samples of corn of an especially fine grade or character, grown on their own farms. At the same time and place the manufacturers of Springfield and vicinity will exhibit specimens of farm implements and machinery and other accessories and adjuncts to farm life and equipment.

Corn shows are not new, but they are growing in popularity year by year. Farmers who raise corn in any quantity have become deeply interested in the competitions, from which they learn much. Sectional pride has been aroused; the selection of seed, the study of soils, fertilization and cultivation has been taken up as never before. Rivalry between townships has spread to counties, and from counties to states, until corn shows have now become a regular winter feature in several corn-growing sections.

The effect of this friendly competition and emulation in corn raising has been of eminent benefit to agriculture throughout the country at large. As a result of the close attention given to the cultivation of this most valuable of fall American farm products, the quality and yield of corn have reached a much higher standard than in former years, and time will develop still greater possibilities for this golden grain.

But corn shows have not attracted the attention of agriculturists to the exclusion of other crops. During recent years the apple has been exploited widely, and apple shows now hold a place in the public eye second only to corn exhibits. The result in apple culture has been of equal benefit, not only to growers but to the public. The care of orchards; spraying; the selection of feed; the adaptability and fertilization of soils for apple culture have been given careful study and experimentation. In this work the United States and State governments have taken a leading part through experiment stations, the result being of incalculable value to the farming interests of the country. The scope of effort in this direction is being constantly extended.

The educational value of shows such as have been mentioned is vast. Agriculture as a whole is making

great progressive strides through these media. Specialization is now becoming almost as general in agriculture as it is in manufacturing, merchandizing and the professions. Adaptability of soil to the growing and cultivation of certain crops is being considered before all else, and as a consequence products of the earth intended for human food are becoming standardized as to both quality and yield.—Implement Age.

They Did Not Need To Work.

A stout, splendidly "robed" woman sat talking to a friend. Her husband had just come into a considerable fortune, and, like many other Americans, had begun farming in an amateur way. In their case, how-

ever, it mattered little whether crops were good or bad.

"Yes," the lady remarked, "since John's uncle died we have a nice country house, horses, cows, pigs, hens, and—"

"That must be charming," broke in the other. "You can have all the fresh eggs you want every day."

"Oh, well," hastily interrupted the first speaker, "of course the hens can lay if they like to, but in our position it isn't at all necessary."—Youth's Companion.

He Had None.

He—Don't you like to eat a peach with the skin on?

She—No, it's like kissing a man with a moustache—er—I think I hear mother calling.

Redland Navel Oranges

Fresh Car Just In

The Vinkemulder Company

Grand Rapids, Mich.

Established 1876

We Want

Strictly Fresh Eggs
White Beans
Red Kidney Beans
Clover Seed

Moseley Bros.

Wholesale Dealers and Shippers of Beans, Seeds and Potatoes
Office and Warehouse, Second Ave. and Railroad
Grand Rapids, Mich.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

Experience has taught thousands that there
is no economy in cheap, inferior YEAST.
Use FLEISCHMANN'S—it is the
best—hence the cheapest



Is There a Halo Around Your Store?

Written for the Tradesman.

A clever advertiser, speaking of getting any single article before the public, said that the secret of success lay in two things: First, have an article of merit, and, second, by skillful advertising create a halo around it." The word halo is used here, of course, not with any sacred significance, but simply with the meaning given by Webster as one definition: "An ideal glory investing, or affecting one's perception of, an object."

Is there a halo around your store? If there is not, there ought to be.

If you start in business to-day, there should be a narrow circle of radiance investing your establishment by to-morrow—faint and shadowy maybe, perhaps hardly visible to the naked eye—but nevertheless an earnest of the broad and shining nimbus that shall finally surround it.

If you have been in business five, ten, twenty years and there still is no halo, then something is wrong. You must get one.

It is possible for a store to create for itself such a mission of usefulness in the community, and to fulfill that mission so graciously and beneficently that its patrons will come to look upon it with much the same affectionate regard that children entertain toward the fairy godmother in an interesting story.

The dry goods dealer can have a bigger and brighter halo than any other merchant. His customers are largely women. He deals with the sex that is famous for attributing all kinds of imaginary excellence to whomsoever or whatever meets with its entire approval. He handles the things that please the eye and delight the fancy and which are dear to the heart of every mother's daughter. The dry goods man who does not invest the perception of his women patrons with "an ideal glory" about every article that comes from his shop, who does not make them feel that all goods take on a peculiar virtue simply because they issue from his place of business—that man is not living up to his opportunity.

A dry goods dealer whom we will call Mr. Shelby was engaged in trade in a certain Southern Michigan town for a great many years. His store had a most remarkable halo, which, I understand, yielded him very good financial returns. He started this with the genuine merit of his goods, and as the aureole grew larger and more luminous, he raised rather than lowered his standards. He would not buy nor sell a cheap, poor arti-

cle. He carried only reliable lines. "I think this piece of goods will wear. I bought it of Mr. Shelby," was a common remark.

His customers really magnified the excellence of every garment, every yard of cloth, even every thread of yarn that came from his store. In reality no goods made by mortal hands ever could be as fine, as durable, as fast colors, as those which Mr. Shelby sold were thought to be by his friends and patrons. There is a marked tendency in human nature toward hero worship. The well-loved and highly respected merchant always is praised even beyond his just deserts.

This man Shelby charged high prices; he sold only good goods and made a large margin of profit. At that time and in that locality he made it work—he won out on that policy.

At the present time and in most places, good values would be a better basis for a halo. Do not say, "We won't handle ten-cent stockings at all;" but, rather, "Madam, you get here the best stocking for a dime that that amount of money can possibly buy." Use a line of argument somewhat like this: "We court the patronage of persons in all circumstances. The workingman's money looks just as desirable to us as that of the millionaire. We aim to carry goods that will suit all purses. We do not claim that our fifty-cent dress goods is worth a dollar, nor that our dollar goods ought to sell for two dollars; but we do claim that each kind is the very best to be had for the price." Make good on these assertions and continue to make good on them and you will get a halo.

Let all your representations be correct, truthful, dependable, and you will get a halo.

A reputation for style will give you a halo and a most enviable one. Happy is the dry goods merchant who selects his stock with such critical judgment that his store comes to be recognized as a center of good taste and an authority on fashions. Create this very desirable halo and material for a dress bought at your shop will no longer be merely so many yards of serge or panama or marquisette, but, instead, "a gown from Jones," and it will carry with it a certain distinction as long as the threads hold together.

Give everybody a welcome, treat all with courtesy, make people comfortable and happy while they are in your store, and you can not fail to have a halo. Go into some places and you feel that the proprietor and every employer is radiating an atmos-

phere of something like eighteen degrees below zero. A halo of frost and ice is not what you want—your encircling atmosphere must be one of warmth and kindness and good cheer.

The rest rooms for their women patrons now provided by all large dry goods establishments that are at all up to date are directly in line with the idea just advanced. Even the small village store should have its cozy corner, warm and provided with easy chairs, where the farmers' wives may feel at home to eat their luncheon or rest while they may have to wait. Thoughtfulness in little things and looking out for the welfare of your patrons—these create a halo.

Good values, fair and square dealing, correct styles, taste in the selection and arrangement of goods, courtesy and cordiality—these are the simple elementary things of store-keeping, the fundamentals in which every dry goods merchant should be thoroughly grounded. Who would think to attract attention and hold patronage by means so simple? Yet it will be most unwise to disdain these measures and rely entirely upon some striking and extraordinary policy to advance your interests. These common-sense, practical methods which ought to be practiced everywhere are not to be found so frequently as they might be; they are

rare enough that the intelligent use of them will throw around any store a bright and profitable halo.

Fabrix.

You can't always measure a man's importance by his chest expansion.

The only way to get along with some people is their way.

To General Merchants and Variety Stores

To compete with "The Big Ones" and chain stores you must buy right.

List of 100 manufacturers and importers who sell direct, saving you 20 to 30 per cent. sent upon receipt of \$1.

E. J. MOORE, Chicago, Ills.
1316 East 47 St.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.

THE
DEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

Bachelors' Friends

TRADE MARK

HOISERY

These hose have sprung

by sheer worth into their high place in favor

They are perfected hose with new features that afford maximum wear and comfort. A fine, silky "feel," with durability.

Latest improvements
increase comfort and wear value

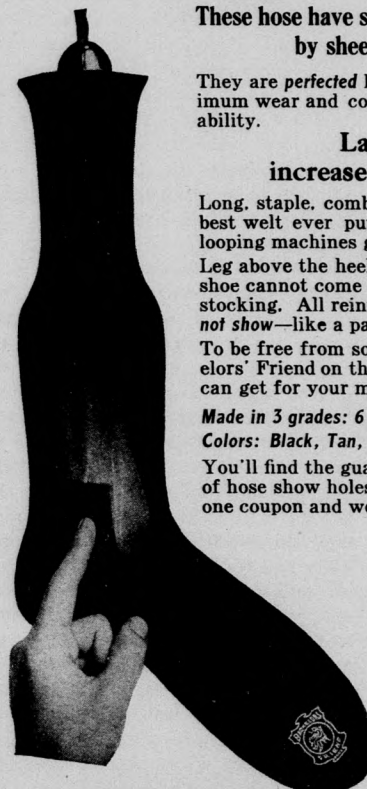
Long, staple, combed Sea Island Cotton—French welt, the best welt ever put on a seamless stocking. Two-thread looping machines give double strength to the toe.

Leg above the heel reinforced to the proper height. The shoe cannot come in contact with the thin part of the stocking. All reinforcing is by special yarn, so that it does not show—like a patch—as on other stockings.

To be free from sock annoyance—look for the name Bachelors' Friend on the box. It means the best value that you can get for your money.

Made in 3 grades: 6 pairs \$1.50; 6 pairs \$2.00; 6 pairs \$2.50. Colors: Black, Tan, Navy, Slate, Bordeaux, Purple, etc.

You'll find the guarantee in every box. Should any pair of hose show holes inside of six months, send to us with one coupon and we'll make good.



No need
to do this
since he
wears
Bachelors'
Friend



Made by JOSEPH BLACK & SONS, York, Pa.

Edson, Moore & Co., Detroit, Mich., Wholesale Distributors

How the Merchant Helped Out the Preacher.

Si Weevey, glanced out of the window, across the snowy highway that led past his general store, and was pleased to see his old friend, the parson, approaching. Weevey was a fairly sharp business man for six days of the week, but on Sunday the little town of Queehawkett knew no more ardent a church-worker. Indeed his talents had been tolerably well summarized by his neighbor, Jedediah Peters, when the latter had observed concerning Queehawkett's merchant prince, that he was "an all-fired good church-worker on Sundays, and an equally good worker of everybody else week-days." Nevertheless a staunch friendship had grown up between the clergyman and his parishioner, and Weevey liked nothing better than a chat with the preacher.

"Mornin', Parson," he said, opening the door of his big store in person, to greet his visitor. "You're just the man I wanted to see. I got good news for ye."

"That's good, Silas," replied the clergyman.

"Not less'n a dozen members o' the congregation's been in here the last two days astin' if I knew what ye'd like best fer a Christmas present," said Weevey.

"Ah! Indeed!" said the preacher, with a gratified smile, and then he sighed. "It's a strange confession for a preacher to make, Silas, for we are always preaching against material earthly treasures, but to tell you the honest truth nothing would please me more this Christmas than good hard cash. My salary I know is larger than I deserve, but it is inadequate to my personal needs. Look at these boots—look at your own bill against me."

"That's all right, Parson," said Weevey, giving the shepherd of the flock a friendly tap on the shoulder. "Don't you worry about that—but—er—hum—ha—I—er—I—took the liberty, parson, of tellin' all these enquirers that the last time ye was in here ye'd cast longin' eyes on one o' them \$2.50 wash-b'ilers o' mine."

"Why, yes, Silas, I did," said the preacher. "As I remember it Mrs. Pounder needed a new wash-boiler about that time, and I priced one of yours, but—"

"I remember, ye couldn't stand the price," said Weevey. "Well, sir, I've told 'em all about that," he added, "and what do you think, Parson, I've already took ten orders for them wash-b'ilers to be sent to you on Christmas!"

"But, my dear Weevey," cried the preacher, "this is awfully good of you, my dear fellow, but I couldn't—no, really, I couldn't have any use whatever for ten wash-boilers."

"Ten?" laughed Weevey. "I reckon it 'll come to more'n that, Parson. I cal'late to sell at least thutty of them wash-b'ilers on your account this week."

"But what can I do with them?" pleaded the preacher.

"Aha! That's the point!" chuckled the merchant prince. "Don't ye see,

doctor, instead of sendin' the hull thutty down to the parsonage, I'll only send one, and I'll allow ye seventy-five cents apiece on all the others. That 'll come to \$21.75, which, after payin' my bill, will leave ye a clear \$8.25 to the good."

"Ha! Hum!" gulped the clergyman, gazing wistfully out of the window. He was not a Napoleon of Finance, and the proposition was a bit intricate, but \$8.25 in real money he comprehended so thoroughly that it was a terrible temptation. "It's very good of you, Silas," he said, after wavering for a few moments. "Let me go home and wrestle with the idea until to-morrow, will you?"

He walked slowly homeward, and wrestled for hours. Eight dollars and twenty-five cents and Weevey's bill paid! "Take it," whispered Inclination. "Go slow," said Conscience. It was a long wrestle, and—well, the parson was a man of peace, and not of war, and so it happened that as he stepped into his pulpit on Christmas morning, eight bright silver dollars and a quarter jingled in his clerical trousers, while Mrs. Pounder sat in the front pew with a heart gladdened by the thought of a brand-new boiler that had arrived at the parsonage the night before.

And Weevey—well, on the 1st of January, Weevey announced a special sale of wash-boilers at fifty per cent. off for cash.

It was indeed a happy Christmas for everybody.

Mince Meat Now Defined By Uncle Sam.

Washington, Dec. 26—The Federal Government has laid down a rule for mincemeat. The great question is practically settled, not, it is true, in time to catch all Christmas pies, but as a happy promise and harbinger for the new year.

The pure food board of the Department of Agriculture, headed by Dr. Harvey W. Wiley, after laboring for months over the question "What is mincemeat?" has evolved an official definition.

"Mincemeat is a mixture of not less than 10 per cent. of cooked, commuted meat, with chopped suet, apple and other fruits, salt and spices and with sugar, syrup or molasses and with or without vinegar, fresh concentrated or fermented fruit juices or spirituous liquors."

The board has been enquiring for several months into the "conspiracy" that produces manufactured mincemeat in this country. They have discovered many high crimes committed in the name of mincemeat, concoctions which in the board's opinion are defaming the memories of our grandmothers and hiding behind a cherished name.

Mincemeat manufacturers have contended that you really can not standardize this delicious institution, for mince pie from away back in Shakespeare's day has been just what anybody choose to make it. It was possible, some of them argued, to have mincemeat "without meat."

The pure food board, however,

after considering the big question from all angles, has prepared copies of indictments. These have been sent to the makers of mincemeat—professionals—requiring them to show cause why they should not hereafter be required to make the pie filling according to the formula.

Sad to relate, most of the copies of the indictment to show cause were mailed to Massachusetts, which for many years has professed to be the original home and abiding place of the old fashioned mince pie.

Referring to the official formula, the board in its tentative decision says: "The board indorses this standard and is of the opinion that it represents clearly the ordinary conception of mincemeat; and a product under the name of mincemeat, differing from this definition, would be misbranded; and the board is further of the opinion that it is a reasonable standard for the manufacturer to attain and that no undue hardship is exacted in requiring that mincemeat shall comply with this standard."

"The investigation of the use of glucose and starch in mincemeat has been considered and the board is of the opinion that these are not normally ingredients of mincemeat and therefore their presence should be plainly indicated on the label."

Dr. Wiley added that he hoped that before the next Christmas holidays mincemeat in its ancient glory would be entirely restored to a long suffering public.

Bad, Isn't It?

"There seems to be a strange affinity between a darky and a chicken. I wonder why?" said Jones.

"Naturally enough," replied Brown. "One is descended from Ham and the other from eggs."

The Man Who Knows Wears "Miller-Made" Clothes

And merchants "who know" sell them. Will send swatches and models or a man will be sent to any merchant, anywhere, any time. No obligations.

Miller, Watt & Company
Fine Clothes for Men Chicago

Those Michigan Merchants

who are now enjoying the biggest and most satisfactory Young Men's and Little Fellows' trade are doing it on the merits of

Graduate Clothes (Sizes 31-40 - \$12-\$20)

Viking Clothes (Sizes 31-40 - \$7-\$11.50)

Wooly Boy Clothes (Sizes 6-17 - \$3.75-\$10)

and other moderate priced lines made by

BECKER, MAYER & COMPANY, CHICAGO
VIKING O'GRADUATED VIKING SYSTEM
EST. 1884 TRADE CLASSY CLOTHING

A Prosperous New Year

To all our Friends and Customers.



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

To Our Patrons

Our appreciation prompts us to express to you our thanks for the business you have entrusted to us, and we wish that the coming year may be the happiest and most prosperous you have ever enjoyed.

PAUL STEKETEE & SONS,

Wholesale Dry Goods,

Grand Rapids, Michigan



Making More Money on Half the Investment.

The senior member of the firm of Howard & Griffith came to the front of the store, and as he held out a paper toward Griffith, his beaming face seemed to have its light reflected from the expanse of white vest below. As the younger man took the paper from him, Howard said: "A very satisfactory year indeed. In fact, it has been the most profitable we ever had. As you will see from the inventory just finished, or, rather, from my final calculations thereon, our capital has increased by more than three thousand dollars during the fiscal year just closed."

Now, Howard did deserve most of the credit for making the business what it was. Indeed, long before Griffith had come in, via the son-in-law route, "Howard's" was by far the largest shoe store in either the city or country. Son-in-law although he was, Griffith had been a very successful traveling salesman for a big shoe concern, and was well fitted to take charge of the selling end of even a retail store; and that was the end of the business that he did take hold of.

Although Pa Howard admired Griffith, he did not look upon his service in the business as being of great value. The senior member had started the store when the now thriving city was but a small town, and the time and conditions were such that merely supplying the demand and making collections were the chief features of the business. So, when the advent of the younger man necessitated a division of responsibility, Howard kept the buying and book-keeping ends in his own hands and rather patronizingly looked upon the junior partner's duties as being largely ornamental.

Griffith glanced over the paper which he had taken, and then asked, "Where is that three thousand dollars, pop? In securities, real estate, or in bank?"

The old gentleman sniffed disdainfully, and then, impressively waving his hand towards the box-faced walls, said: "In stock, sir, in stock!"

Griffith put his hand beneath Howard's arm and leading him to the rear of the deep store, pointed to the tier upon tier of shelved boxes and said: "There pop, there is that three thousand dollars of added capital; three thousand dollars' worth of tombstones, there and down cellar. I say tombstones because back of those tablet-like box fronts there is nothing but dead ones; a shoe stock

that is as dead as the animals the hide was stripped from!"

For a moment the old man seemed unable to say a word, he just snorted. At last he almost shouted: "Dead! Do you call that dead stock? Why, sir, most of it is staple as carpet tacks; yes, sir, staple as sugar. At this minute you are facing a section of shelving from which shoes are being sold almost daily."

"That is true," said Griffith. "Right before us are some shoes for which there is at present a lively demand. Take these oxfords, for instance. We have sold half of all you bought and there is still a good call for them. But a glance at the calendar will convince you that within a month the demand for these goods will automatically almost entirely cease; that from now on the demand will rapidly decrease, and nothing but a reversal of calendar, climate and seasons will prevent our being stuck on at least 15 per cent. of your entire purchase in this line—unless you permit me to advertise them and push them out at cost or less, right away."

"What? You're crazy! You just said that the present demand for them at the regular price was good."

"Precisely! Had you bought lighter, the cut-sale might have been postponed for a month, or never have taken place at all. However, simple figuring upon what we have sold, and the time in which we have sold them, mathematically proves that unless we commence to unload on these goods at once, we are sure to be stuck until next spring at least, and then we shall not be able to get more than 25 per cent. of the original cost, a price at which you will probably not allow me to sell them even then, although, calculating at the rate of cash discount you got on them, they will have increased their cost by 12 per cent. by that time."

"For the five years I have been your partner each year has shown an increase in our wealth, according to your figures. You have taken pride in the fact that our family expenses have not increased; that we have drawn no more from the business than we did five years ago. You are fond of telling people that we are letting the business increase its own capital for the sake of my children and your grandchildren, when, in fact, you are preparing for them a heritage of woe; getting ready to leave them a lot of old junk."

Griffith had now become the emphatic one, and determinedly pursued Howard, who had retreated to the office, and seemed to be attempting to shrivel himself up in his chair.

"You talk about some of these shoes being 'staple as sugar.' That is probably just what you said about horse-hide high boots thirty years ago such as we still have a few moldy pairs of buried deep and dark in the farthest corner of the cellar. There is nothing staple in the shoe business, in the sense you use the word. Within this store are to be found a couple of hundred of lots of one to twelve pairs each, that are as dead as Moses' sandals, and yet, if you had let me start to clean things out when I first came here, as I wanted to, we would have had some amount of good money for every pair; but, no, you said the stuff was 'staple,' and sometime somebody would call for a pair of the curios."

"Even when I was a traveling salesman and sold shoes to you, I had to cut some of your orders to keep you from swamping yourself. Whenever I had a special discount lot you would want to load up to the roof to get the discount. You still seem to think that if one gets a good discount he makes a profit without selling the goods. You say that we have 'made' three thousand in additional stock because your inventory at invoice costs shows a footing that much in excess of last year. Yet according to your own theory you are cheating yourself. I am proud of the fact that you have a reputation without a blemish; that we do, as you always did, discount all bills, and if the cash for discounting was brought by rapid turn over all would be well. However, in spite of the big business we do, and you have for years done, you do not own a really good home; you have no income except what you draw from this business; you have kept up discounting and adding to stock by having as little income for personal and family use as you had twenty years ago. You contradict yourself with your own theory of discount and overbuying profits. For if that theory is right, the goods increase in value (as they actually do in cost) at least 1 per cent. every thirty days. So if you will just figure on that basis you may be able to prove from accumulated values in leather junk that we are a pair of millionaires."

By this time the old gentleman's usually impressive vest seemed to re-

semble a wash-cloth that was trying to crawl over his face. Howard continued: "Instead of marrying your daughter to get this partnership I took the partnership to get your daughter. But now I have all I can stand of this, and am going to quit."

I am going back on the road. I'll get a route in the Pacific Islands, and take my wife and your grand-children to Manila or Honolulu or some place like that and—"

Howard nearly had a stroke. He threw up his hands, and agreed to let Griffith run the business. He kept his word, and to-day that store is making twice as much money on half as much investment.—Shoe Retailer.

Be Loyal To Your Employer.

Personal loyalty to one's employer is the keynote to success; in a measure, we are all employees.

The greatest number of workers, men and women alike, fail to understand the meaning of the word loyalty.

If you seek employment and it is given you—then for heaven's sake work for the man and do your best. Don't begin in a short time to kick and grumble to other employees, and above all don't be dishonorable by seeking other employment while taking your present employer's money, for if your mind and interests are elsewhere, you are not giving him your best service.

If you are not satisfied with your job—quit and be a man. Get out and find another more to your liking and ability. Don't be a sneak. Don't consort with the enemies of your employer. Don't permit yourself to be made a cat's paw by acting as a spy and informer on your employer for the benefit of those who seek his undoing. Don't be a thief of your present employer's time and interests.

The fellow who is always borrowing our money is almost as great a nuisance as the fellow who never has any to lend us.



For Mail Carriers, Policemen, Truckmen, Railroad Men



IS PURE GUM, GIVES DOUBLE WEAR

The Gold Seal

Agol
Is a Great
Rubber

Manufactured only by

Goodyear Rubber Company

W. W. WALLIS, Manager
Milwaukee

Government Suit To Dissolve Shoe Machinery Co.

A bill in equity which seeks to dissolve the United Shoe Machinery Co. and its subsidiary companies, and to prevent further enforcement of the exclusive use and tying provisions of the leases and license agreements for the use of its machinery and other materials which the company has with almost all the shoe manufacturers of the country, has been filed in the United States Circuit Court at Boston by the United States Government.

The bill was brought by District Attorney French, acting under direction of Attorney General Wickersham, against twenty companies and twenty-three individuals identified with the United Shoe Machinery Co. The bill seeks to restrain the company from maintaining and engaging in unlawful combinations, contracts and conspiracies in restraint of interstate and foreign trade and commerce, in violation of the Sherman anti-trust law, in the manufacture, sale and lease of shoe machinery, mechanisms, tools and devices used in the manufacture of boots and shoes.

This proceeding is separate and independent of the prosecution of certain officers of the company which is still pending, and is analogous to the action taken by the Government to dissolve the Standard Oil Co. and the American Tobacco Co.

The defendants named in the bill follow: United Shoe Machinery Company of New Jersey, United Shoe Machinery Corporation, United Shoe Machinery Company of Maine, United Shoe Repairing Machine Company, United-Xpedite Finishing Company, United Awl and Needle Company, United Fast Color Eyelet Company, O. A. Miller Treeing Machine Company, W. W. Cross & Co., Inc., S. A. Felton & Son Company, Campbell-Bosworth Machinery Company, Boston Blacking Company, J. C. Rhodes & Co., Inc., The Rimmon Eyelet Company, Ross-Moyer Manufacturing Company, J. K. Krieg Company, Booth Brothers Company, S. O. & C. Corporation, Ellis Lacer Company, Thomas G. Plant Company, Sidney W. Winslow, William Barbourd, Wallace F. Robinson, George W. Brown, Edward P. Hurd, John H. Connor, Louis A. Coolidge, Edwin P. Brown, Frank L. Babbott, Henry B. Endicott, Edmund LeB. Gardner, John H. Hanan, Elmer P. Howe, Joseph C. Kilham, George E. Keith, Rudolph Matz, Charles G. Rice, Alfred R. Turner, Samuel Weil, Edward N. Chase and Harold G. Donham.

Wherein the Elliott Machine Co. Is Exempt.

In a special circular on the effect of the recent trust decisions on the validity of patents, George Hilliard Benjamin, of New York, says that the general impression that the terms of the Sherman act and the construction of such act by the Supreme Court in the Standard Oil and Tobacco cases are directly opposed to the terms of such sections of the

United States statutes as grant protection to inventors for their inventions for a specific term is correct. In no one of the petitions filed by the Attorney General is there any allegation that the exercise of a monopoly specified in a patent or patents is in violation of the terms of the Sherman act.

The attack by the Government is not against monopolies created by patents, but against agreements, combinations and the like, based upon the patents and intended to exercise a control in an industry beyond that conveyed by the patent grants. In short, the Government takes the position that an inventor may exercise an absolute monopoly in the thing covered by his patent grant, but that neither he nor any combination of individuals or interests may use such patent as a basis for exercising a monopoly or control in an industry, which is beyond and external to the monopoly of the patent grant. To keep within the Sherman law, therefore, manufacturers should remember:

1. That they can make no agreement with purchasers, agents or distributors, by reason of which the use or the reselling price of the articles is fixed and determined.

2. That no agreement may be made between individual owners of separate patents, or business conducted, by the single owner (be it individual or corporation) of a group of patents in an industry, where the purpose of the agreement or the nature of carrying on of the business is such as to obtain an extension of the monopoly created by the patents, or, in other words, effect a control or partial control of an industry, and thus unreasonably restrain and hamper the trade of others.

Whether the position taken by the Government is or is not correct must be finally decided by the Supreme Court.

The Vampire.

Almost every business has at one time or another felt the debilitation of the Vampire called Neglect. If you have men in your business guilty of neglect, weed them out, for they suck its vitality, smother energy and are a menace to order, peace of mind, progress and results.

It is Neglect that puts off needful action until a more agreeable time; Neglect that lets vital work pile up; Neglect that permits small business sores to develop into malignant cancers; Neglect that dodges responsibility, repudiates good intentions and, eventually, saps the power out of the brain, the profit out of the business, the increase out of the pay envelope.

Beware of the Vampire. Get rid of him.

Up Against It.

Hokus—Why don't you try to get a job?

Pokus—Employers prefer to hire married men.

Hokus—Then why don't you get married?

Pokus—A girl won't marry a fellow unless he has a job.



A Good Many Retailers

Have found out that they didn't have enough

Wales Goodyear Rubbers

and we're getting a bunch of re-orders—the Bear Brand Rubbers are the thing this year. You'll find it hard sledding trying to satisfy your trade with any other make-shift brand, and that brings us square up to the situation; have you sent your order for all the Bear Brand Rubbers you ought to buy?

We have the goods, there will be no unnecessary delay in filling your order—send it along today.

HEROLD-BERTSCH SHOE CO.

Grand Rapids, Mich.

Distributors of

Wales Goodyear Rubbers

Makers of the famous

"Bertsch" and "H. B. Hard Pan" Shoes

We wish all our Friends and Patrons

A most prosperous and successful New Year and assure you of our earnest desire for a continuance of the cordial relation existing between us.



Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

PRACTICAL SHOPKEEPING.

Matters of Vital Concern To Merchant.

Paper Nine—Good Clerks.

Written for the Tradesman.

It isn't the easiest thing in the world, this finding a good clerk just when you need him. If somebody wants to start a good business on unique lines let him establish an agency and keep on hand an unfailing supply of good salespeople—both men and women—and I dare say he will do a thriving business—especially in the larger communities.

Of course the difficulty of finding good clerks varies universally with the amount of money you are able to spend on clerk hire. It is easy enough to describe in glowing terms the kind of clerks we would like to have, provided we could secure just the kind we want; but the point is, would the nominal salary we are able to pay them be large enough to hold them? Young people who are ambitious, resourceful and energetic are not content always to work for a nominal salary, although it is just as large as the business will allow. So the problem of finding clerks must be worked out within certain limits that are rather fixed. And that's what makes it a problem.

If a good clerk is an asset (and I think it is pretty well established that he is), a poor or indifferent clerk is a handicap. But between the two extremes, the best and the worst, there are a great many intermediate types.

Broadly speaking, all salesmen may be divided into three classes: First, clerks who have attained efficiency; second, clerks in the process of attaining it; third, so-called salesmen who haven't as yet attained it, and, moreover, do not seem at all likely to attain it—and that simply for the reason that they are temperamentally disqualified for the business of selling merchandise.

Of the first class you will require one or more—the number depending upon the size of your establishment and the possibilities of your trade; and of the second you will perhaps need a few at all stages of your progress as a merchant, but of the latter class you will seek at all times to steer clear. But that, of course, is easier said than done, for it takes time to give a young person a thorough try-out in a clerkship. If one were gifted with the happy faculty of seeing the finished product in the raw beginner, the circumstance would help mightily towards the solution of the problem of finding good clerks. But this is a rather unusual trait.

The storekeeper who is on the outlook for a clerk must select from such material as he has at hand. He will select the brightest and most promising young man or lady he can secure at the price he is able to pay, and then he will seek to train them up in harmony with his ideals of effective salesmanship. If they are interested, apt and industrious, the merchant will rejoice at the visible progress they are making, even although they have never had any previous experience in a store; but if it

should develop that they are temporarily unfit, the merchant will wonder why he was not able to know it from the very start.

Neatness, cleanliness and a pleasing presence are qualities that naturally incline us to favor the young person possessing them; and yet a better young person is sometimes turned down just because he happens to be at the time a bit awkward or unkempt. Neatness in dress and person and a pleasing address are, of course, important; but they must be combined with other and more substantial qualities. These more substantial qualities are generally not so obvious as the mere externalities. And that is the reason merchants sometimes meet with painful disillusionments in hiring clerks.

There is a sense in which a store is known by its salespeople. This is particularly true where the store is very large and the owner or owners' time is almost entirely given to the executive end of the business. Some stores are noted for their courteous, polite and refined clerks. In other establishments one is somehow impressed with a sense of inefficiency or indifference on the part of the selling force. Why this somewhat wide variety in the kind and character of retail salesmen? Temperament, training and environment are the determining features. But whose is the responsibility ultimately? Evidently the man or men back of the business. The customer assumes (and rightly so) that the executive brains back of the business are responsible for the selection of the salesforce; and if that salesforce is not just what the customer thinks it ought to be, he is going to attribute the blame to the boss. And, of course, he is right in this.

I am not assuming that anybody is going to be altogether free from occasional mistakes in the selection of salespeople. And, of course, supervision, discipline and wise direction can do much—more perhaps than some of us are disposed to ad-

mit. But the mistake of a bad choice is very slight as compared with the continuance of an impossible salesperson. And the indifference and incompetency one sometimes meets with in a salesperson are quite naturally charged up against the establishment itself.

And that is just the reason progressive merchants are trying to grade up in the matter of salesmanship. Salesmanship is looked upon as a very important matter in this modern merchandising era. It is interesting to see how the big department store people are trying to improve their store service. They are coming to attach a wonderful significance to the matter of effective salesmanship throughout their stores; and they are seeking in many ways to grade up their selling forces and bring them to a degree of efficiency hitherto almost undreamt of. They are not only seeking to promote the utmost loyalty on the part of their salespeople (believing that loyalty is absolutely essential to the highest degree of efficiency), but they are arranging for talks and lectures and conferences on numerous phases of the subject of retail salesmanship; and in order to touch the ambition of their help in a vital spot, they are offering rewards and merits and promotions for faithful service.

In the natural course of events the persons seeking employment as clerks are pretty apt to be young. And this is well for many reasons—but chiefly because there is a plasticity and enthusiasm about youth that the storekeeper requires in the help he is training up and equipping for service.

To be sure a merchant will now and then find himself in need of an experienced clerk; and there are ways of getting him provided the salary inducement is sufficient. The good old-fashioned method of still hunting is one of the best methods employed in getting clerks of this kind. First locate your man. Observe his methods with customers in other enviro-

onments, and at times when he has no reason to believe that he is being observed. Find out about him—his habits, his companions, his amusements, etc. From what he has actually done, or is now doing, you can form a tolerably correct judgment as to what he will be able to do in your establishment.

As far as possible the storekeeper ought to select men capable of controlling trade of their own. If a salesman has sufficient encouragement he can cultivate quite a large personal following—customers, friends and acquaintances whom he can serve just a little better than anybody else in the establishment. Large dealers who employ a good many salesmen often select them with this point in view. They select young people who live in different parts of the city, belong to different social sets, churches, societies, clubs, and the like.

But whatever your method of selection, you will strive not only to get the best clerks you can for the price, but you will also try to increase their efficiency. But this point will be discussed more fully in my next paper. Chas. L. Garrison.

The Motor of Our Careers.

The business man who is content to come down to the store each morning and just take down the blinds and sit in the door and wait for customers is likely to wait. That sort of thing is bad, very bad for business. We must be up and awake, working out new schemes and ideas; we must go out into the street and raise our voices and make the people hear us; we must shout forth the new and startling thoughts which come to us in our dreams and our work. We must be alive and seething with energy and thought, and through it all we must keep right on plugging, because that is the steady habit that brings our thoughts and dreams to fruition; it is the motor of our careers, the machinery, as it were, that takes us down the road to—our supper in the evening.



**TRY THEM
THEN
BUY THEM**

The Quality That Tells
and 'tis comfort that confirms the strong advertising force of

The Princess Comfort Shoe

for your store, friend merchant
Our booklet "Comfortable Shoes for Women," sent free
WRITE TO-DAY

**V. SCHOENECKER
BOOT & SHOE CO.
MILWAUKEE
WIS.**

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 23.—We have this week to chronicle a decidedly firmer market for spot coffee—a reflection, perhaps, of the increased strength in the speculative situation. The market showed considerable activity and, considering the proximity of Christmas, was almost lively. At the close Rio. No. 7 in an invoice way is quoted at 14½c. In store and afloat there are 2,524,597 bags, against 2,936,288 bags at the same time last year. Milds are firmer, in sympathy with the Brazilian sorts, but the volume of business has been moderate. Good Cucuta is quoted at 15¾c.

Teas are steady, but, of course business is just now held back, and for a fortnight attention will be given to the work of getting matters into shape for 1912. Sellers are confident as to the future and seem to think that 1912 will be a record breaker to date in the per capita consumption of tea in this country. Prices are expected to be higher, as the supply will not be overabundant.

There is simply an everyday demand for sugar and all refineries have settled on 5.75c, less 2 per cent., as the selling price. Raws have declined somewhat.

Sales of rice individually are small, but there is some business going on all the time and when sales are made full rates are obtained. There is little or no use of looking for bargain offerings. Prime to choice, 4¾ @5c.

Nothing of interest can be reported of the spice market. Quotations are identically the same as last week and stocks are moderate.

Molasses shows the same lack of animation as is always the case at this time. Quotations are firmly maintained here, as is the case in the South. Good to prime centrifugal, 25 @32c. Syrups are quiet.

Standard 3's tomatoes are worth \$1.10, while some packers will talk nothing below \$1.12½ @1.15 f. o. b. for goods that will meet every requirement of the word "Standard." Eighty cents for futures has been talked, but packers are unwilling to make any demonstration as to futures and the market is, as yet, very quiet. Corn is firm, but sales are few and when made the amount taken is of limited quantity. Other goods are moving in about the usual fashion, but the whole line of canned foodstuffs is well sustained.

Top grades of butter are reported scarce and creamery specials are quoted at 40c; extras, 39c; firsts, 35 @37c; held stock, 34 @36c for specials and 34 @35c for extras; factory, 22½ @23½c.

Cheese is quiet and unchanged at 16 @16½c for whole milk.

Eggs are hardly as firmly maintained as last week, as the warmer weather has given us larger supplies. However, fancy white Western are worth 42c—from this down through every fraction to 28 @30c, the latter for fresh-gathered seconds.

As one of the Michigan Tradesman boys, I want to say that we have quite a lot of things to be thankful for this year of grace 1911. We have, in the first place, occasion to rejoice on the recovery of Mr. Stowe and, secondly, in the fact that he seems to stay recovered. On the side of the American Grocer, the same may be said of Mr. Barrett.

Then I think the paper has had a prosperous year, and this helps all around, as it is an earnest of what we may expect for the future. With good health Mr. Stowe can look forward to a lot of years ahead and I sincerely hope he may be spared long in the land.

In the very highest sense of the word, I wish the Tradesman, from office boy to foreman; from the "devil" to the chief cook and up to the boss himself a Happy New Year.

F. J. Root.

Real Grief.

For real grief the following told by Robert W. Chambers, the novelist, takes the premium: "She was eating pig's feet one day at the door of her cabin, when a neighbor came to tell her bad news. Her husband had got into a fight at the Three Corners tavern, a ball had lodged in his lung and he had died instantly. The woman, a pig's foot held midway to her mouth, listened to the harrowing tale in profound silence. Then falling to her pig's foot vigorously again, she said: 'Wait till I finish this pig's trotter, an' ye'll hear some hollerin' as is hollerin'.'"

When She Got In.

Being very fresh and from New York they thought they would try some of their New York humor on the old station-master at the country station.

"Well, Uncle," said one of the young men, "when does the 3:40 train get in?"

The old man looked at the young man, and, without moving a muscle of his face, said:

"Waal, she generally gets in just a leetle behind the engine, young man."

The Wrong Hand.

Two young ladies boarded a crowded street car and were obliged to stand. One of them to steady herself took hold of what she supposed was her friend's hand. They stood thus for some time, when on looking down she discovered that she was holding a man's hand. Greatly embarrassed, she exclaimed, "Oh, I have the wrong hand!"

Whereupon the man with a smile stretched forth his other hand, saying: "Here is the other one, madam."

Just Wanted the Hat.

A man who had traded horses with a Quaker went to him a few days later and said:

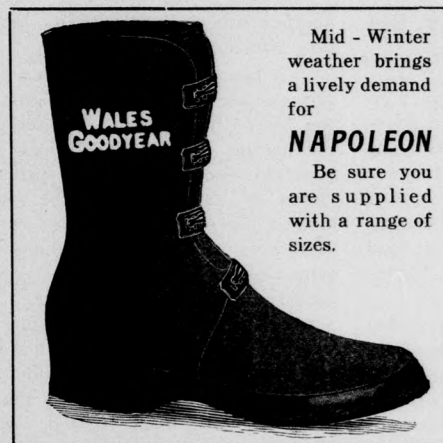
"You beat me in that trade."

"Well, what does thee want me to do? Does thee want me to trade back?" enquired Broadbrim.

"Oh, no; not at all. I just want you to lend me your hat a few days until I trade with somebody else."

There's nothing like satisfying your customers, giving them the most possible value for the money; when you sell

Wales-Goodyear and Connecticut Boots and Shoes



Mid - Winter weather brings a lively demand for

NAPOLEON

Be sure you are supplied with a range of sizes.

you give them that satisfaction; there's nothing in rubber footwear equal to these famous brands.



Our complete stock of styles and sizes enables us to fill your order on the day of receipt.

The Maumee Rubber Co.

224 226 SUPERIOR ST

TOLEDO, OHIO.

Headquarters for Wales-Goodyear and Connecticut Boots and Shoes

Start the New Year Right

MAKE a firm resolution that during 1912 there shall be no customer lost because of inferior goods from your store; that in efficiency of service you shall lead in your community; that those who buy of you this year shall be so well pleased with your store and your merchandise that 1913 will find them your faithful patrons.

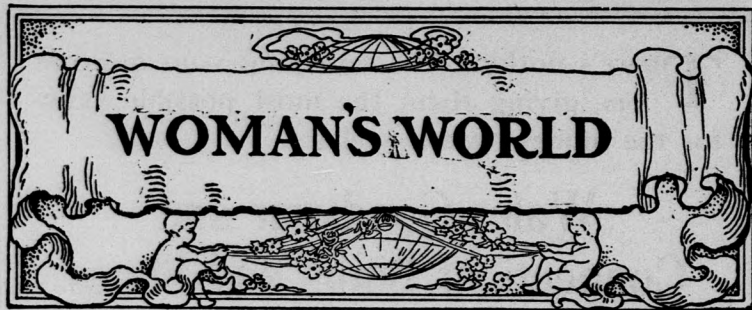
Back up this resolution by stocking Rouge Rex and Planet Welts for men, Ruth shoes for women, and Playmate shoes for children. We shall guarantee the quality to be up to the high standard established, and our utmost endeavor shall be to serve our customers even better than ever before. Our publicity department is constantly keeping the above named shoes before the people; please bear this in mind.

Hirth-Krause Company

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Mich.



Quillo Wishes All a Happy New Year.

Written for the Tradesman.

To all my readers, a Happy New Year! Not alone to you, kind souls, who habitually scan the lines this pen has written, and whom I am proud to regard as my personal friends, would I extend this glad greeting, but to all your friends as well, and to the friends of your friends, I wish a joyous, Happy New Year.

In my exuberance of seasonable good feeling, I easily might elaborate the usual terse salutation until it would read somewhat like this: To all and sundry I wish 366 days of unprecedented good luck and good fortune. I hope there will be abundant crops and that they will bring high prices; at the same time I trust that none of you will have to pay overmuch for the good things which supply your tables.

May your incomes increase and the cost of living go down. It is my earnest desire that your investments may turn out to your entire satisfaction; that you may be blessed with perfect and uninterrupted health; that you may suffer no losses, that no sorrows may grieve you, no affliction distress you, no disgrace humiliate you; that your sons may grow up strong and manly; that your daughters may be beautiful and gracious; that obstacles may fall before you and hindrances may vanish; that you may be free from all the petty cares and anxieties that rasp and irritate; in short, that for a golden cycle of twelve long months you may be granted not only immunity from life's great agencies and crushing burdens, but surcease from its trifling annoyances as well; that for a whole round year, ease, mirth and sunshine shall be your portion.

Right heartily might I make this wish; but in the whole history of the race its fulfillment never has been granted to one human being.

There was a faint foreshadowing of something of this kind in the old Mosaic law. In the plan of government laid down for the Jewish people while they were under their great leader, it was designed that after their entrance into the Promised Land they should observe each Fiftieth year as a year of jubilee. During this glad season, which was to be ushered in by the blowing of a trumpet and marked by sacred festivities and solemn rites, the soil was not to be tilled nor the vineyards dressed, every Hebrew who had sold himself into bondage was to regain his liberty, and any land that had been conveyed or mortgaged to

another was to revert to its hereditary owner.

This law, remarkable as it was, did not assume to safeguard against all the ills of life. It was restricted to the narrow field of protecting the personal liberty and the property rights of the poor and the weak against the oppression of the strong. But even this much, intended to take place only twice in a century, was too good to come true. The scriptures are strangely silent regarding the observance of this regulation. No authorities claim that it was adhered to for more than a comparatively brief period, while some historians assert that, owing to its impracticability, no pretense ever was made of keeping this law. Certain it is that it never became one of the great institutions of the Jewish people, and after the exile it was disregarded entirely. The Talmudists and Rabbins speak of the years of jubilee as "reckoned" but not observed.

In spite of the failure of this very circumscribed attempt to lessen human woe; in spite of the failure of all efforts to drive sorrow and misery from the earth; instinctively we all look forward to happiness.

When we are young, we are wont to set for ourselves some goal of attainment and we think that when this is reached our troubles will be over and we shall rest content and be happy. We want such or such a position, a salary of a certain number of thousands, to stand on some particular rung of the ladder of professional success, the entree into the most exclusive clique of society. But even as we attain to our heart's desire, the responsibilities and obligations that inevitably grow out of it and accompany it begin to press upon us. The unwelcome truth forces itself upon our attention that on our journey through life we never can shake off the matter of baggage; there always is a burden of impedimenta incident to every calling and situation, that we can not get rid of. And if we chance to become somewhat of a star among the actors on the stage of existence, then we are at once laid under the necessity of carrying a greater number of trunks.

Apt as is the comparison of life to a journey, it may even better be likened to a school. And we grown-ups are but pupils in this school, often dull, perverse, short-sighted and even rebellious. We desire only easy, simple lessons, and we clamor constantly for holidays and vacations. We want all our work to be clear and

simple like raising a plus b to the sixth power, with the binomial formula right before our eyes, and resent any assignment that taxes our wits or tests our perseverance. As for those hard puzzling problems over which we may knit our brows and rack our brains almost interminably and still find no clue of solution we will have none of them.

Our heads are set on having a pleasant time, a time of ease and fun and play in the school of life, and herein lies the whole trouble. For the Master above who allots our tasks and assigns our lessons has it in his purposes that we shall learn and grow and develop and become strong. In mercy it is given that not our will but His that is infinitely better and wiser prevails.

A Happy New Year, taking the words as meaning a period of cessation from the trials and difficulties and perplexities of life, would be a time of stagnation—nay, rather of retrogression. The moral muscles would become flabby, the moral sinews weak.

Better to stem with heart and hand
The roaring tide of life, than lie
Unmindful, on its flowery strand,
Of God's occasions drifting by.
Better with naked nerve to bear
The needles of this goading air,
Than in the lap of sensual ease forego
The godlike aim to do,
The godlike power to know.

We might as well ask that the laws of gravitation be suspended as that the discipline of life should cease for a year or even for a day.

Calamity, sickness, death, misfortune, disappointment, loss—these will come in the year that is before us as they have in all the years that are gone. The great griefs and the little anxieties and small vexations of every day are alike inevitable. And yet, and yet, despite all this we desire happiness. Indeed, because of all this, we need happiness, for joy

and not sorrow is the normal and healthful condition of the soul. As in the past, notwithstanding all untoward circumstances, brave souls have not failed to find happiness, so likewise those who have courage and fortitude need not miss it in the days that are to come.

So to the readers of the Tradesman and to their friends and their friends' friends and to all and sundry besides, I wish not an insouciant freedom from trials and troubles of every kind; but, instead, growth in power and advancement in strength of character through overcoming the difficulties and obstacles that may confront them; not a period of truce in the warfare of life, but, rather, that they may enter its conflicts with hearts so stout and spirits so dauntless that however buffeted by misfortunes or pressed upon by foes—although sustaining, mayhap on occasion, temporary defeat—they yet may come off more than conquerors, and wrest for themselves even from a seemingly adverse fate, a Happy, Happy New Year. Quillo.

Women are more economical than men. A man will manufacture a lie out of whole cloth, but a woman will generally use remnants.

\$100.00 REWARD

Above reward to merchants monthly, by the use of our new and desirable **PREMIUM PLAN**. Costs less than 2¢. Would you pay \$2.00 for \$100.00 in new cash trade? Our coupon plan will do it for you. No investment required. If interested in stimulating sales, our 16 page illustrated booklet can be had by a request for same on your letterhead.

CHURCHILL CABINET COMPANY
2120 Churchill St. Chicago



NACHTEGALL MFG. CO.

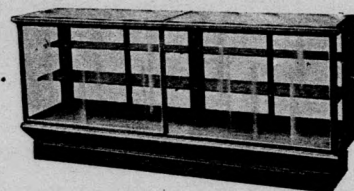
429-441 South Front St., Grand Rapids, Mich.

Manufacturers of High Grade

BANK, STORE AND OFFICE FIXTURES

Order Work Our Specialty

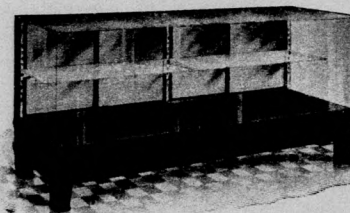
Get our price before placing order for your new work or alterations



Paragon Case No. 58

Lowest in Price

Made in large enough quantities to meet competitors prices



American Beauty Case No. 412

A Case of Quality

See it at Spring's or Steketee's Grand Rapids

Our 84 page catalog is free

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

The Largest Manufacturers of Store Fixtures in the World

AN UNHAPPY NEW YEAR.

Grubinger's Sad Experience in Giving Useful Presents.

Written for the Tradesman.

You all know the story of the wife who made her husband a Christmas present of a new corset, and of the husband who presented his wootsey-tootsey with a safety razor and a box of cigars. If you sit down in almost any domestic circle you will hear, at this time of the year, a lot of wise opinions concerning the kind of presents to make your loved and unloved ones.

The idea of making useful presents came from the dim and distant past. It probably originated in sly suggestions concerning overcoats and new gowns. Then the wife bought hubby a new dicer, and hubby bought lovey a new fur for her neck. Well, they had to have them, didn't they, so where's the difference?

To this day you will see the same system in vogue, with this exception: The useful presents are considered aw fay only in strictly domestic life. You may buy your wife a ton of coal and your son a new third reader if you feel like it, and have the price, but you mustn't mix this utilitarian idea with the sweet ones outside the home hive.

When you loosen up to buy Mamie, or Estella, or Gertrude a little reminder of your affection, you must forget the instructions you received in the chimney corner at home. Something foolish, and fluffy, and sparkling, and spink-and-span goes when you write Mamie's name on a card and pay your last quarter to the messenger boy to deliver it.

There was the case of Gustav Grubinger. Gustav was fresh from the farm. In the words of his parents he was, up to his twenty-first year, a tiller of the soil. If you leave it to Gustav, he was a mucker on a side-hill starvation forty until he sold out between two days and attached himself to the Cosmopolitan Department store as porter.

Gustav was, and is, a level-headed sort of a German boy, with practical notions concerning what is due the remainder of the world, so his industry and honesty landed him behind a counter in a year. There he drew down fifteen a week and flirted with the wiggly girls who clerked in the same one-price emporium. But he never got over the practical ideas which had been pounded into his head down on the farm.

When the holiday season came around he invariably received trifling presents, for it was whispered about the store that some day Gustav would climb high up on the commercial ladder, maybe, dash down to his office in the morning in an automobile with red cushions and a buttoned-up shufer.

Gustav had little love for the trifling things he received, especially as he knew very well that the girls who gave them could ill afford the expense. More than once he heard the girls conferring about the best place to get breakfast for a nickel and lunch for a dime. They seemed to

know where all the cheap places were, any way, and Gustav got the notion into his square German head that they never had enough to eat.

"It is a shame!" he said, as he unfolded a tie which he knew had cost Lizzie a whole round dollar. "I wish she'd bought herself a porterhouse steak with the money!"

And so it went until last year. He received ties, and gloves, and shaving sets, and boxes of cigars, and gave away boxes of candy and such like. But just before the Christmas of 1911 he resolved to be practical in all his gifts. He would show the fellows in the store what to do at Christmas time! And so, filled with this good will towards the girls, he began to observe them closely to see what it was they most needed.

Gustav evidently did not know the slams which come to the disciples of reformation. He did not know that he who tries to smash a senseless custom is worse than a criminal in the eyes of the world. He had no idea of the bumps a fellow gets when he tries to step out of a beaten path, even although that path be full of pitfalls and muck. So he watched the girls to see what it was they most needed. And that accounts for him coming to grief after the first of the year.

One day he saw a large three-cornered tear in Fanny's jacket. It was a poor, thin little jacket at best, and it had done service for three years, but, after all, it looked quite decent when almost concealed by a cloak which had seen better days. It would take quite a fall out of his bank account, but Fanny was a dear little thing and must have a jacket.

And Mamie used to stay in the store at lunch time and nibble at bakery goods. She looked pale and ill, and Gustav was certain that she hadn't had a square meal in a year. The thing to buy Mamie was a meal ticket. Of course that would be a little out of the ordinary, but Gustav believed in going straight ahead when he got a hunch about anything. So he rushed on to his fate.

And there was Gertrude. She was as lovely a blonde as ever grew in a vile tenement district of a big city. She was slender and graceful, and her eyes laughed at Gustav when she stole a second of time to talk to the German boy at the end of the counter where she sold jewelry. Gertrude was wearing a pair of shoes which were a disgrace to her pretty feet. Gustav often saw her draw them out of sight in the store, and the rubbers she covered them with when she left were treacherous and let the mud and water in. She must have a new pair, with high heels and bumps as big as potatoes on the toes, according to the fall models.

Gustav bought the jacket, the meal ticket, and the shoes after many sighs at the size of the check he was obliged to draw on his savings account. There were other things he bought, too, but this plot deals only with the three. For the German boy was just a little mashed on Fanny and Mamie and Gertrude, and could not

determine which one he should promote into a "steady."

On Christmas morning Gustav received the usual supply of candy and cigars, and ties, and gloves and things, and in looking them over congratulated himself on the wisdom which had guided him in selecting the articles he had given to the girls. He could hardly wait for the store to open on the next morning. He just knew that Fanny and Mamie and Gertrude would look with new affection into his eyes. He believed, too, that he had set the pace in the store for a sane Christmas.

So Gustav stood behind his counter when the girls came into the store, waiting for verbal bouquets. It was dull in the store that morning, and he expected the girls would flock down to him with glad-hand greetings. He was right about their flocking to his counter.

Gertrude was the first to speak, standing as she did at the front of the line at the counter. She brought the nice, costly, high-heeled shoes back to him. That is, she brought them part of the way and threw them the remainder of the distance. They struck him on the nose and fell with a dull, sickening thud on the floor.

Then a bundle which he suspected contained a dainty jacket took him on the side of the jaw and fell under foot. Then a meal ticket, torn into infinitesimal bits, flew into his face and spread over the smooth floor.

Gustav gasped and ducked. He had given one of the girls a pretty little alcohol cooking lamp, and he did not want that to swing along and muss up his clean shave.

"Why, girls—"

But Gertrude stopped him, regardless of the floorwalker, who was headed that way.

"Say," Gertrude broke in, "you're the cheapest guy that ever come out of the woods. When I need additions to me wardrobe I'll do the buying. Understand? Here we've all been good to you, an' set at little dinners with you, an' heard you feed so as to draw the attention of the ladies and gents on the other side of the cafey an' you go an' insult us. You're too cheap for a lady to notice!"

"Why, why—"

It was Mamie who glared at him over the shoulder of the floorwalker.

"You cheap skate!" she proclaimed. "If you don't know what's due a lady you'd better fly back to the plow. An' as for me, when I want charity dinners I'll go an' stand in the breadline, or tell me a little tale of woe at the C. O. S. house. Run along, now, an' milk the hens!"

"What's coming off here?" demanded the floorwalker.

"Why," Fanny burst out, "this cheap guy's been an' insulted us. He thinks I'm not fit to be seen in his company with the jacket I wear, so he goes an' sends me one for a Christmas present. I guess I'm just as good as he is, if I can't buy a new jacket every week! If I had hams for hands like him I'd go back to the turnip field."

And Fanny covered her flaming face with her two hands and wept.

Gustav looked at the array of indignant femininity before him and appealed to the floorwalker.

"I just wanted to buy them something practical," he said.

"The cheap guy!" broke in Gertrude. "He wanted to insult me because there's a hole in my shoe. If he ever speaks to me again I'll bite him!"

"I don't doubt it," said the floorwalker, when he saw how angry the girl was. "Now you ladies go back to your counters and forget it."

"What do you think of that?" asked Gustav, as the girls filed away. "I wanted to give 'em something they'd appreciate, and now—"

"Young man," observed the floorwalker, "when you make presents in the future be sure you don't betray any knowledge of the defects in the wardrobes of the girls you so favor. These girls are high-toned. They do not understand. You might as well present Lizzie with a set of false teeth as to give the ladies anything that will help them to keep warm, or dry or fat. Fluffy stuff for the fluffy!"

And that is why Gustav Grubinger is having an unhappy New Year.

Alfred B. Tozer.

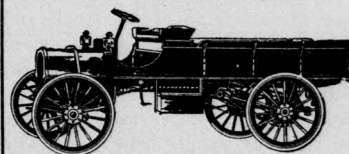
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A County Fair in a Hardware Store.

A Georgia hardware dealer saw his opportunity and seized it when the Chamber of Commerce at Dublin, Ga., concluded to postpone until 1912 the County Fair that had been scheduled for the fall of 1911. The people wanted a County Fair and the hardware dealer said they should have one. So he arranged his store and warehouse to accommodate a crowd, offered nearly one hundred prizes for the best entries in seventy-one contests, held a poultry show and an exhibit of sugar cane, peanuts, popcorn, cotton, oats, needlework, preserves, poultry, etc., and served a lunch in a model kitchen and dining room. The "fair" lasted five days and was attended by about 1,500 people. It was a success from every standpoint, and demonstrated what one store can do in a town where public spirit was not equal to holding a genuine County Fair. That the hardware dealer who got up this show and carried it through to a successful finish will reap a rich reward of new business goes without saying.

The point is that enterprise pays, and the more unusual the scheme the greater attention it will attract. If this dealer had merely invited people to visit his store without any particular inducement offered them to come, his "fair" likely would have fallen flat. He was quick to see that there was a popular demand for some sort of a County Fair, and he did his best to satisfy that demand, thus drawing to himself all the credit and much of the profit derived from the event.

After all, that is the real secret of effective advertising — originality. It is not enough to make an announcement in a conventional way; to really get the attention of the people and hold their interest, the announcement must have the spice of the unusual about it. Anyone can say, "We sell good stoves," but it takes a smart man to make people believe it. The advertising department of the average retail hardware store is the most important feature of the business. It brings in the trade.—American Artisan.

Taking Old Ranges in Exchange.

Many stove dealers refuse to take second hand ranges in part payment for new ones. Others take them, fix them up and sell them to good advantage. In some localities where there is a transient population, like summer resorts, there is a demand for stoves to rent and the dealer can get the cost of a second hand stove

in one or two seasons' rental. In still other towns the second hand stove business is a specialty with certain dealers in second hand goods and where a used range is taken in exchange it is usually turned over to these second hand men at a low price.

W. Sheridan, a hardware dealer of Brockville, Ont., says that he can not get enough second hand ranges. "I am constantly being asked for them," he states. "We could get rid of many more than those we take in exchange."

Naturally with such a demand existing, Mr. Sheridan does not feel it any hardship to take an old article in part payment for a new. "Money is to be made out of such a deal every time," he remarked, "providing a reasonable value is placed upon the second hand article."

And here is the way Mr. Sheridan has made his profits out of this line: When a person comes in to buy a good range the price is, perhaps, \$50.

But should cash be offered three or four dollars are struck off that. On the other hand, if an old stove is to be taken in part payment, the five, ten or fifteen dollars to be allowed for it are deducted from the time price, no matter whether cash is given or not. This at once gives the dealer an advantage.

The old stove once in the store is immediately cleaned and repaired. Then, when a customer objects to the high price of the first-class ranges shown him, he is taken to this old model. He is told candidly that it is second hand. He is told that it has been overhauled; and he is assured that if it does not give satisfaction it will be taken back willingly, and the money paid, allowed on a new range.

"Only in two or three cases," says Mr. Sheridan, have these old models been returned. They usually give perfect satisfaction. Indeed, many coming to the store ask to see the second hand line, saying that a neighbor of theirs secured one which has given splendid satisfaction.—Hardware and Metal.

The Duluth, South Shore and Atlantic Railroad is about to enter upon an aggressive policy for the development of agricultural lands tributary to the road, and everything possible will be done to induce settlers to take up farms along the line. The company will co-operate with the Upper Peninsula Development Bureau in this work.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
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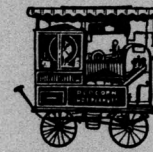
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Ask for special co-operative selling plan. Big
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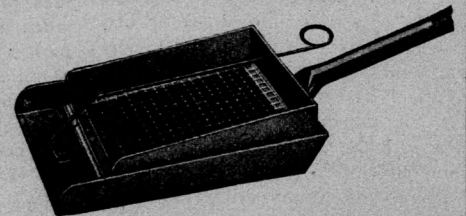
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Screens and removes the ashes at one operation. Cleans out the furnace as quickly as a shovel and saves 15% of the coal. Exclusive agency to one dealer in a town. Write at once for our plan that enables you to place this sifter with every furnace user in your county.



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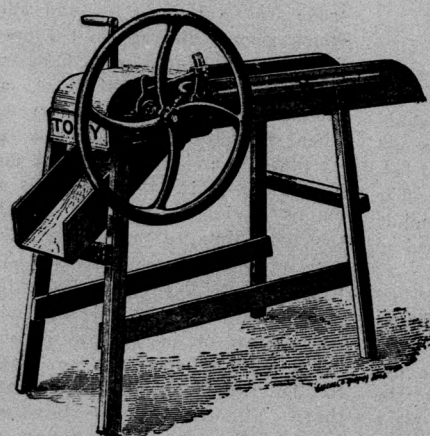
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Grand Rapids, Mich.

The Tony Feed Cutter



has proven a wonderful seller because of its construction and adaptability to different cuts.

Furnished with one or two knives and can be regulated to cut in lengths from one and one-fourth to one and one-half inches. Made for hand or power use. When used as a power cutter a clamp pulley is furnished. Frame is hard maple, knives of oil tempered steel.

Your customers will like the "Tony" and you should see that they are supplied.

If you have not full particulars, send at once for our special Implement Catalog which features many good things for your trade.

Brown & Sehler Co.
Grand Rapids, Mich.

"Sunbeam Goods are Made to Wear."

NOT SOON, BUT NOW.

Good Slogan To Open the New Year With.

Written for the Tradesman.

When you enter your place of business on Monday, January 1, 1912, take with you a large white card. Let this card be framed and lettered. Hang it on the wall in front of your desk. Now, call in your handy man and instruct him to run a wire from a push-button on your desk to the top of the large white card. Then, at the card end of the wire suspend a bell. This bell must be so arranged that it will ring when the button on your desk is pushed.

Then, sit down at your desk and begin the work of the day. There is the inventory. That must be begun at once. There is an extra clerk needed. You'll see him in a day or two and get at it. Then you think of yourself putting off an important thing on the very first day of the year and push the button.

The bell rings and you look up to read the red letters on the card. They are:

DO IT NOW!

This, you see, is a trap you have set for yourself. It will make you angry, no doubt, now and then, when it tells you to do a thing "NOW" when you want to put it off, but ordinarily it will bring your mind to the mental condition it held when, chockful of New Year resolutions, you put it up. It will bring back the ambitious resolves of the first day of the year just as the odor of roses and the rustle of white gowns bring back that other time when Susan sat with you on the front porch and said the word you wanted to hear!

Anyway, when you decide that something must be done DO IT NOW. If you believe the assertions of literature, you will understand that Hell is paved with good intentions. Don't shy at the word, please. You will find the place not only located but described in every theological geography you pick up. How these writers know so much about it is a mystery, but they seem to be unanimous regarding its climate and the character of its chief ruler, to say nothing of the discomfort of the inhabitants. So don't shy at the word. When you get a good intention, therefore, don't let it get away to be used as a paying stone in any such place.

The "put it off" thought which follows a decision to do something for financial or mental advancement is worse than opium. The person who contracts the drug habit sometimes reforms, but the one who forms the habit of putting things off rarely does. Sometimes it is business that is put off, sometimes it is pleasure. If it is business you need the money; if it is pleasure remember that the time to enjoy a thing to the limit is when you are longing for it.

Every day you jostle against gentle, well-meaning people who are always a little short of money. They have good abilities and good impulses, but they miss all their opportu-

nities. They either don't think quick enough, or they put off the carrying out of the thing decided on. They are never ready to undertake anything. They want to "think it over," or "seek advice," or something of that sort. Of course it is not wise to plunge into anything half thought out. What is meant by this classic is that one should get busy immediately after a decision has been reached. DO IT NOW.

There was Brownlow. He had a little office on Lyon street, in the years that won't come back, and did a real estate and insurance business in a highly dignified and respectable way. To Brownlow, one day, came Carlton, who was supposed to know more about standing pine than any man in Michigan.

"Brownlow," said Carlton, "I have a hunch that there is money in Missouri pine. One can buy it for twenty-five cents an acre, getting a sheriff's deed. What do you think of it?"

Brownlow said he thought it might be a good thing.

"Well," said Carlton, "the only way that I know of to find out whether it is a good thing is to go to Missouri and look it over. It does seem strange that pine land that is any good should be sold for taxes and peddled out at a quarter an acre, but it may be all right. If the pine is any good, and is thick enough, it will pay to get some of this land."

"Sure," said Brownlow.

"Now, to get down to brass tacks," said Carlton, "I'll make you this proposition: If you will give me one hundred dollars for expenses, I will go down there and look up this pine. If it is all right, I'll grab a lot of it—arrange to hold it until I can get back here—and you'll have half the profit."

"Profit?" echoed Brownlow. "Where does the profit come in? I have no money to invest in pine land, however good the opportunity."

"If that land is all right," quoth Carlton, "I can come back to Grand Rapids and sell out my option on ten thousand acres of land for five dollars an acre. Don't you think these Grand Rapids lumbermen don't know a good thing when it is shown to them?"

Brownlow did not like to risk the hundred, but there was a man who had a desk in the office who agreed to put up half of it. So Carlton arranged to go to Missouri and look over the pine.

But on the day Carlton was to leave he found Brownlow with a bad case of cold feet. He did not dare risk the money. Carlton explained to him what he thought about such a change of heart and bustled out of the office, leaving the other man too dazed to speak up and say that he would put up his fifty. We will call this desk man Bennett, because that is not his name.

When Carlton got out of the office Bennett woke up and ran after him, his fifty in his hand. He wanted a crack at that pine. But he could not find Carlton. He was not in the

hall nor on Lyon street, nor at Sweet's Hotel, nor anywhere in sight. So Bennett went regretfully back to his desk and told Brownlow what a fool he was.

It was two months before Bennett met Carlton again. He knew that the latter had departed for Missouri; but did not know how the scheme had panned out. One night he met Carlton on Pearl street and there was joy on the face of the pine land man.

"How did you come out?" asked Bennett.

"If you had gone in with us," Carlton said, "you could now take fifteen thousand dollars for the fifty."

"Good scheme, eh?"

"The best ever. That land is worth more than a hundred dollars an acre, and I'm going back with the money and pick up all I can get of it."

"Strange no one else ever found it out!" said Bennett, not feeling like shouting very loud.

"It does seem strange, but so it is."

"Where did you go that day," asked Bennett. "I chased you down the stairs and out into the street and over to Sweet's Hotel. I had my fifty in my pocket."

"I should have taken it and let you in," said Carlton, "for I was certain there was money in Missouri pine and had no money of my own to make the trip with."

"Where did you get the money?"

Carlton walked around a corner and pointed to a drug store.

"In there," he said. "I went right to Jimmie and he put up the money. It will make him rich."

And it did, and you all know who "Jimmie" is, and, doubtless, who Carlton is. The man called Brownlow in this history died several years ago. That was the beginning of the yellow pine bustle among Grand Rapids men. You know how many of them were in it, and how much money was made.

Now, you see what came to Brownlow. He had fully passed on the plan and found it good, but he wanted to hang onto his money a little longer. As for Bennett, he did not think fast enough. He should have grabbed Carlton when Brownlow dropped out and thrust his fifty into his hand. He had decided to take the chance. But both men lost a fortune.

All of which goes to show that when you want to do a thing, DO IT. Don't wait until the rain spoils a hundred dollars' worth of goods before you fix the show window. Do not lose a good customer by neglecting to write down his order. You can't carry your business all in your head.

If you want to take a vacation, and you have fully decided that you can stand the expense and can leave your business, why go and take your vacation. Don't sit down and say you'll take it some other time. If you do something is likely to happen to cut you out of it. Or, if this does not happen, you are likely to lose your enthusiasm and only half enjoy the trip when you do go.

Johnson went home one night and told his wife that he had decided to start in business. His wife said that would be nice, when he got a little more money.

"Not soon, but NOW," said Johnson, and he rented a store next day and made a comfortable fortune there.

But before he was ready to take life easy he told his wife that he was going on a trip to the big cities of the East. She said that would be all right, just as soon as they got a little more money.

"NOT SOON, BUT NOW!" said Johnson, and he gives the experience he had on that trip credit for half the money he has to-day. He says he learned how other men did business. If Brownlow and Bennett had been of the DO IT NOW! kind they would have made a fortune each in a few months. Don't forget that card on New Year day:

"NOT SOON, BUT NOW!"

Alfred B. Tozer.

In New York.

When Pat McKenna lost his watch he went right down to his friend, the police sergeant. "Don't worry about your watch," said the sergeant; "we will leave no stone unturned in New York until we find it."

Pat returned home, greatly comforted, only to find his watch under his vest. As he was going back to tell his friend that he need not trouble to look any more he saw some men digging in the street to lay a sewer. Pat rushed up to the foreman. "Nivver, mind, turnin' up the stones any more," he cried. "I've found it."

About the only man in the world who doesn't want a fat job is the living skeleton.

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Is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.
Grand Rapids, Mich.



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Treat the Traveling Man Right.

As I have said before, I have tried both ends of the dry goods game. I have spent many pleasant and profitable years on the road visiting the merchants of this State. On many of the readers of this paper I have called scores of times; to many of you I have sold bills of goods mounting up into the thousands of dollars. I have also gone into the retailing side of the business extensively and hence I am prepared to appreciate the difficulties of all concerned.

It is my advice to merchants to treat the traveling man right. Don't be crabbed and crusty, even although you have no intention of buying goods. It will hurt you worse than it hurts the traveling man.

My old friend, Tom Murray, of Chicago, has the right idea about this. Tom Murray is the man who made a fortune by writing window signs for himself on brown paper. Tom Murray says:

"There is a rule in my store that no traveling man can buy a dinner, a luncheon or a drink for any buyer of the establishment—the boss included! Probably some commercial travelers think it a narrow rule. On the other hand, just to prove that I have no intention of being small or mean about such matters, I hand out a cigar before they are able to reach their vest pockets, and they are taken out to dine or luncheon before they have an opportunity to spring an invitation.

"Now why do I care to talk with the traveling salesman whose goods I know I do not want? There are a dozen reasons, but here are a few of the most important of them: These men are the itinerant news gatherers of the merchandising world and often the trade gossip they hand out in an incidental chat is worth more than the profit on the goods you might

buy if you sold them all at a good bargain. If you want to know what is doing in your line of trade, keep in touch with the traveling salesmen. They are sure to know all the latest wrinkles in regard to the new things on the market and the ones which are going to come out a little later. More than once an alert merchant has in this way gained knowledge of an intended change of location on the part of a competitor, or of a change of trade conditions in a certain locality which saved him from making a mistake or gave him a special advantage in governing his own movements. This kind of thing occurs constantly and it has come within my own experience so pointedly that it has become a settled principle with me to let no traveling man escape until I have extracted from him all the trade gossip bottled up under his vest.

"Then there is another side to the matter of the gossip of the men on the road. If they talk to you about other merchants they will talk to other merchants and to their associates on the road about you. The essence of what they say about you is bound to get back to houses which they represent and reach the ears of the men who manage the wholesale trade.

"In a word, the men on the road are the men who make your reputation with the wholesale trade in general, so far as the distinctly personal side of your standing is concerned. They are the boys who scatter the word: 'Jones is a good fellow, all right, but he's hitting booze a little too hard,' or 'Jones is getting mighty surly with the boys. He acts as if his business was worrying him,' or 'Jones is getting such a swelled head, because he's made a little money, that he knows it all and a traveling man can't tell him about goods.'

"Remarks of this kind hurt and hurt hard when they get back to the house. Hints of booze, to the family troubles, of acting too worried to be courteous and pleasant to the men on the road, of having a swelled head, directly affect the standing of a retail merchant with the wholesale trade, and when once they get out in the stream of gossip they are hard to live down or kill out. What I want the traveling man to say of me is this: 'Tom is so cheerful and so glad to see me that things must certainly be going fine with him.'—*Merchants Journal.*

There are always two sides to an argument, but unfortunately there is only one end.

Wary Countrymen.

The time is close at hand when it will be next to impossible to sell a gold brick to a countryman," said a man who looks even more respectable than he really is. "Coming over from Boston last week I shared my seat with a Rube who got on at Wilimantic. Presently we struck up a conversation. I told Rube who I was and what I was doing up there, and he reciprocated with a few cautious particulars. Presently he mentioned New Hampshire.

"Have you ever been there?" I asked.

"Yes," said he, 'I was born at Fitzwilliam Junction.'

"Instinctively I grabbed his hand. 'Why, Great Scott!' I exclaimed, 'so was I.'

"He sprang to his feet and fled down the aisle like a scared deer.

"You don't work that game on me," he shouted. 'I'm on to all your bunko tricks.'

"And although I looked the old gentleman up later in the smoking room not another word could I get out of him all the way to New York."

Think of It!

Two brothers, each of whom is nearly six feet and a half tall, were one day introduced by an acquaintance to a young lady. As she sat gazing up at the pair of giants in wonder and awe, she exclaimed:

"Great heavens! Suppose there had only been one of you!"

Tragic.

Here's another aeroplane horror," remarked Cynicus, looking up from his newspaper.

"Anybody killed?" asked Sillicus. "No," growled Cynicus. "Couple married in one!"

A woman's idea of a good photograph is one that looks as she would like to look.

Some men know their limitations; others don't even know they have any.

The Pennsylvania Railroad has issued a booklet on "The Essentials of Soil Fertility," in which the company outlines its policy of building up farming districts along its lines. Pamphlets heretofore issued by the company include the following: "Alfalfa," "Orchard Development," "Potato Culture," "Seed Grain Suggestions," "Use of Dynamite on the Farm," and "Farming Possibilities of the Delaware-Maryland-Virginia Peninsula." These books are being sent out by the railroad's freight department.

The pessimist loves himself for the enemies he has made.

The Breslin

Absolutely Fireproof

Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"

NEW YORK

Hotel Cody

Grand Rapids, Mich.

S. H. PECK, Proprietor

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.

Twenty new rooms have been added, many with private bath.

The lobby has been enlarged and beautified, and the dining room moved to the ground floor.

The rates remain the same—\$2.00, \$2.50 and \$3.00. American plan. All meals 50c.



We Manufacture

Public Seating

Exclusively



Churches We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.

Schools The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.

Lodge Halls We specialize Lodge Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

News and Gossip of the Traveling Boys.

Grand Rapids, Dec. 26—Don't forget semi-annual dues (\$2) U. C. T. are due on or before January 1. Also don't forget the little 25 cent fine for past due payments.

H. B. Wilcox spent a very sad Christmas. A few days before he lost a ten dollar bill on the street.

Bob Bradley, of Detroit, who formerly helped to make the Santa Claus soap famous, has resigned and accepted a position with the Sullivan Packing Co. and will take charge of one of their departments. Bob made many warm friends on his trips about the State and all wish him success.

Ben Hansen, of Saginaw, spent a few days in Detroit, prior to Christmas. Ben was accompanied by his new spats.

Chas. Ellsworth's wife is now reported out of danger, after being ill for some time. Charlie's home is in New Baltimore.

Frank Seibel, of Mt. Pleasant, has a reputation for being very handy with his "mitts." Why don't you practice on some of those fresh baggage men, Frank?

In last week's issue of the Tradesman it states that Geo. Pierce has gone to Jackson, where he will reside. Many knowing George as we do, might misinterpret this abrupt statement and get his future home confused with another large institution there. George will be sales manager for the Schmidt Chemical Co. and will select his own home in the city.

Angus Pennefather, of Detroit, has the very peculiar idea that he is either growing younger every day or, at least, holds his age. He was obliged to buy a pair of glasses the other day as he is going blind from old age.

James S. Knox, who covers the states bordering on the Ohio River for the Bissell Carpet Sweeper Co., is home for the holidays. Jim reports that his fall business was excellent. Certainly, "made in Grand Rapids" is half the battle.

Roy Parmeter, who represents the Grand Rapids Brush Co., covering all the territory between Grand Rapids and turbulent Mexico, is home on his midwinter vacation. He is kicking very strenuously on the cold weather. A little more Buchu, Roy.

Harry Tremayne, the popular sponge and chamois skin salesman, is spending the holidays in Ionia. Might as well spend 'em in the Sahara Desert as Ionia.

Wm. E. Starr, lovingly known as "Billy," has returned from a successful trip through Indiana. Billy represents the Corliss Coon Co. and says his collars are warranted not to rip, crack, warp or split down the middle.

And as every one else is claiming a successful trip, we can do the same. We went to Detroit to spend Christmas and succeeded in getting rid of all our change.

The many friends of Mr. and Mrs. Fred Raymond will be pleased to hear that Mrs. Raymond has left the

hospital and is rapidly recovering at her home.

Harry Gregory, who sells candy for an Eastern concern, calling on the jobbing trade, has started out on his spring trip. Happy New Year, wherever you are, Harry!

Foot & Jenks, of Jackson, hold their annual salesmen's conference on Dec. 28-29. L. B. Glover and Fred DeGraff, who cover most of the western territory, will attend.

Frank Minnee, of Port Huron, whose wife has been ill for some time, reports that she is now improving rapidly. Frank is to be congratulated, as with his wife well again and his many property interests, bonds, etc., and his high position with Edson, Moore & Co. he should soon be in a position to retire and do nothing but eat mince pie and have potatoes every day.

Ed. Courtney, representative for Saunders & Co. branch of the National Grocer Co. and an all around good fellow, is now in with the big bunch. On the Tradesman's mailing list.

L. J. Koster (Edson, Moore & Co.) is the most recent victim of misplaced confidence. He recently visited the office of the Michigan Tradesman and read the riot act to Editor Stowe because he has not gone out of his way to commend the train service on the Grand Trunk between Grand Rapids and Detroit. Koster insisted the Grand Trunk trains were never late over five minutes, whereas the P. M. train he had just arrived on was fifty minutes late. "If I had come in on the Grand Trunk, as I should have done," declared Koster, "I would now have had my dinner and been on my way home to Grand Haven. Here I am hungry and mad all through and ten chances to one I won't get home before dark." Editor Stowe accepted Koster's advice in good part—he just dotes on people who have advice to offer—and promised to use the Grand Trunk in the near future. It so happened that he was called to Detroit the next day and he took the fast four hour train on the Grand Trunk, arriving at his destination one hour and forty minutes late! The delay caused him to miss his connection and played hob generally with his plans. The conductor insisted that such a delay was "unusual," but Editor Stowe is now looking for the calico peddler of Grand Haven—and looking hard. Something will surely happen when they meet. In the meantime, Koster swears he will never boom the Grand Trunk service again until the management finds some valid excuse for sending him an annual pass.

We are pleased to report that "K. E." McKnight, of Detroit, is able to take something heavier than nourishment at the present writing.

Wm. Pohlman, former manager for Edson, Moore & Co., (Grand Rapids branch) has accepted a position with the Cohn Bros. Co., of Milwaukee, handling a complete line of men's furnishings. Will intends covering the territory he covered for Edson, Moore & Co., for fifteen years in the

Upper Peninsula, where he has friends by the score. We know the boys and the trade will be pleased to see him back on the old stamping ground.

Some one gave Bill Drake and Frank Ederle a pair of tickets to the Orpheum a short time ago. Did they use them? Not those big hearted guys. They took their kids to the show and waited outside for them until the show was over. Such a sacrifice very seldom comes to the notice of the public, especially when the sacrifice is made by traveling men.

Please pardon the following spasm, but it comes from the bottom of our heart:

Christmas time has come and gone. To most of us this is no joke, Before it came we had some coin But now the most of us are broke.

We are so full of the kind thoughts and deeds of the Yuletide that we neglected to kick on any hotel this week.

Happy New Year!

J. M. Goldstein.

Traveling Men's Week in Detroit.

Detroit, Dec. 26—Six hundred commercial travelers and their wives are expected in Detroit Wednesday, Thursday and Friday to attend the annual convention of the Michigan Knights of the Grip. Local Post C has been working on plans for the entertainment of the visitors for some weeks, and a splendid programme has been prepared.

The headquarters will be at the Hotel Cadillac, and a reception to the visiting delegates and their wives will be held Wednesday morning in the convention hall of the hotel, when Mayor W. B. Thompson will deliver the address of welcome. Business meetings will be held in the convention hall Wednesday afternoon and Thursday morning.

Wednesday evening the Knights of the Grip will be banqueted at the Cadillac, followed by a vaudeville entertainment by well known local talent.

Thursday night the veteran commercial travelers, comprising men who have "been on the road" for fifteen years or more, will be entertained at a banquet in the hotel.

All arrangements have been completed for the joint smoker of Cadillac Council, No. 143, and Detroit Council, No. 9, United Commercial Travelers of America, which will be held in the Wayne's pavilion Friday evening. Mayor William B. Thompson, Milton A. McRae, President of the Detroit Board of Commerce, and Edward N. Hines, of this city, will be the local speakers. Mr. Hines will speak on the work which can be accomplished by commercial travelers in Michigan for the furtherance of the good roads movement. Other speakers of the evening will be Supreme Secretary Charles C. Daniels, Supreme Treasurer Riley Hull, of Columbus, and Supreme Sentinel Frank Ganiard, of Jackson. The entertainment feature of the evening has not been overlooked, and the Committee having this in hand has

prepared an excellent vaudeville performance. All commercial men in Detroit will be extended a cordial welcome.

Death of Well-Known Grocery Salesman.

Traverse City, Dec. 26—Neil Livingstone, one of the best known traveling men of this region, passed away at his home, 519 West Ninth street, Sunday evening about 6 o'clock from pneumonia. His illness only extended over a period of a week, and it was only during the last four days that he had been confined to his bed. Mr. Livingstone had been a resident of this city for many years and during that time had won the confidence of the people who knew him, both in a business and social way.

At the time of his death he was 48 years of age, and was employed by the Musselman Grocer Co. as a traveling salesman, his route taking in many of the larger towns in the Grand Traverse region. He was a member of the United Commercial Travelers and during his illness his every want was looked after by the organization.

Besides his widow and two small children, Mr. Livingstone leaves one brother, Dr. P. J. Livingstone, of Detroit, and two sisters, Belle and Carrie Livingstone, of Detroit.

A short funeral service was held at the house this forenoon at 9:30, Rev. Demas Cochlin officiating, after which the body was taken to his old home at Cass City for burial in the family lot. The body was escorted to the train by the local lodge of United Commercial Travelers, a delegation from the Musselman Grocer Co. and a number of the employees of the Traverse City State Hospital, at which institution Mr. Livingstone was at one time employed.

The body was accompanied to Cass City by Dr. P. J. Livingstone and Thomas T. Whitfield, Mrs. Livingstone being unable to go on account of the serious illness of her son, Kenneth, who is still in a very critical condition. The funeral party will be joined at Cass City by the relatives from Detroit and other points.

Reputation For Truthfulness Vindicated.

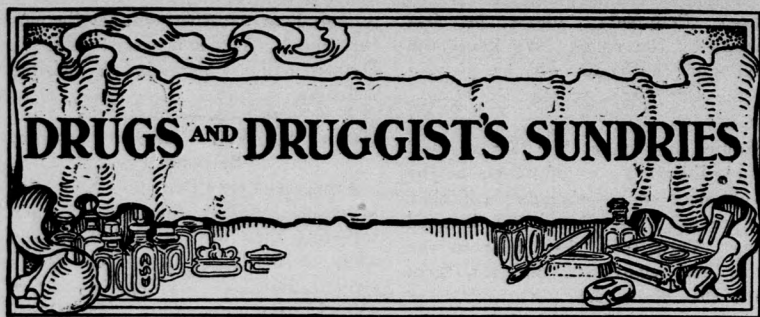
Belding, Dec. 26 — Mighty few landlords get the nice send off Hotel Belding got in the last issue of the Michigan Tradesman and we appreciate it thoroughly and consider it one of our choicest Christmas gifts.

When our man made the train the other morning he saw a farmer get off the train who handed him a bag with something live in it and, upon investigation, we found a live Indian Runner duck. The farmer proved later to be Harry Hydorn and he certainly demonstrated that he is a truthful U. C. T., like they all are.

With the compliments of the season and best of luck.

W. P. Hetherington.

Some people seem to think they are so far above the rest of us that it positively makes them dizzy.



Michigan Board of Pharmacy.
President—Ed. J. Rodgers, Port Huron.
Secretary—John J. Campbell, Pigeon.
Other Members—Will E. Collins, Owosso; W. A. Dohoney, Detroit and Edwin T. Boden, Bay City.

Michigan Retail Druggists' Association.
President—D. D. Alton, Fremont.
First Vice-President—J. D. Gillette, Pontiac.
Second Vice-President—G. C. Leyerer, Bay City.
Secretary—R. W. Cochrane, Kalamazoo.
Treasurer—W. C. Wheelock, Kalamazoo.
Executive Committee—W. C. Kirschgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bugbee, Traverse City.
Next Meeting—Muskegon.

Michigan State Pharmaceutical Association.
President—E. W. Austin, Midland.
First Vice-President—E. P. Varnum, Jonesville.
Second Vice-President—C. P. Baker, Battle Creek.
Third Vice-President—L. P. Lipp, Blissfield.
Secretary—M. H. Goodale, Battle Creek.
Treasurer—J. J. Wells, Athens.
Executive Committee—E. J. Rodgers, Port Huron; L. A. Seitzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

Grand Rapids Drug Club.
President—Wm. C. Kirchgessner.
Vice-President—O. A. Franckboner.
Secretary—Wm. H. Tibbs.
Treasurer—Roland Clark.
Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

When a Rival Moves In.

What would you do if a rival moved in, say, on the next corner or over the way? The real question is, what not to do.

Don't criticize his business methods. They may be just what you would do well to follow. Don't be an imitator, but always be ready to learn.

If you talk about him to your customers, it lets them think that you are afraid of competition. Above all things, if you meet your rival, be courteous. Nothing shows the white feather so quickly as a lack of politeness. In getting acquainted you should make the first move.

The best thing you can do is to make your own store more attractive. It might be well to have a change all around. The cigar counter should be by the door. This appeals to the man who wants to buy a cigar quickly, light it and hurry away. Put the case containing candy near the front. The bright colored confections, tastefully arranged, look well. On the same principle, bring forward your fancy stationery and cologne.

Make the drug store as pleasing as possible. A little fresh paint goes a long way to freshen things up.

Don't pile things on top of your showcases. This sort of thing may do in a cheap grocery store, but not in a good drug establishment.

Good appearances help mightily, but what will decide your own or your rival's victory is just how you treat your customers. A rude clerk can stamp a first-class drug store as

below the standard. The large and small buyer should be treated alike. The doctor who makes a large purchase and the child who wants a stick of licorice should receive the same quiet courtesy. The clerk who is rude to a child will be the same to a fussy old lady. The latter might have proved to be one of your best customers.

It is deplorable that some drug clerks consider themselves entitled to flirt with young girls who come into the store. Nice customers resent this.

Don't talk to one customer about another. If you are in a small town, pay attention to the gossip, but do not spread any. It sometimes pays to know something about your customers, but a druggist's trade is so nearly akin to a doctor's that he should observe the same strict silence.—Merck's Report.

Keep Goods Well Displayed.

One of the most important things during the holiday trade is to keep the goods well displayed. There should be constant attention to this detail. There are continual raids upon window and inside exhibits to satisfy customers. The appearance of scant stock is discouraging to shoppers who are easily influenced in that way to look elsewhere. The goods should be kept spread out to cover the bare spot, and staple stock can be called into play to help make the holiday goods look more plentiful.

As soon as a line shows that it is not going to move readily the price ought to be made right to start it. Goods that will be valueless after the holidays are over ought to be pushed strongly and in every possible way, both by cutting the price and by offering free goods with them.

The only satisfactory holiday business is that which cleans up and leaves one with a net profit and no stuff to carry over. One dealer of whom we knew used to give away after Christmas everything he had left, turned it all over to an orphan's home. That may be an extreme method of cleaning house, but it exemplifies the idea well. Shoppers are too wary these days to think goods are new that lay on your counters through all last holiday season. Even low prices are not much of an inducement on year-old Christmas goods.

Windows should be changed more frequently in the holiday season because people are on the streets more and watching the window displays more closely. The more goods there

are shown the more will be bought. The only way of getting up an elaborate Christmas window about the first week in December and letting the same setting stand right through until December 25th is obsolete now. There should frequently be something new, and the last days of the holidays ought to show bright and alluring displays with attractive prices and a holiday look.

Frank Farrington.

Items of Interest From the Buckeye State.

Written for the Tradesman.

The Ohio State Fair Association, which is composed of the various county fair boards of the State, met at Hamilton and re-elected officers. Dates for the different county fairs will be fixed at a meeting to be held in Columbus in January.

All Toledo shippers and shippers of Michigan, Ohio, Eastern Indiana and Western Pennsylvania will participate in the benefits of reduced freight rates to the South and Southeast as the result of a recent decision of the Interstate Commerce Commission in the case of the Milburn Wagon Co. of Toledo vs. Lake Shore & Michigan Southern and other railroads. The Commission declared the rates now existing to be unreasonable and unjustly discriminatory, as compared with the rates from Chicago, Milwaukee and other points, and the roads are ordered to reduce materially their rates by Feb. 1, next.

Among the recommendations of President Spencer, of the Newark Board of Trade, for the coming year's work are the following: to organize a stock company and build a convention hall; to have more money set aside for street cleaning and to have the ordinance enforced regarding the deposit of sweepings, trash, newspapers and advertising bills in the streets; to establish a city employment bureau; to encourage the purchase of Newark-made goods, buying in Newark stores and the employment of local workmen and mechanics; to consider plans for a Newark-Made Goods Exposition; to follow up the Greater Newark book with a booklet that can be enclosed in a 6 3/4 envelope with business correspondence; to go after a union depot and try to bring the T. & O. C. Railway into Newark. The present Board has 650 members and an effort will be made to swell the number to 1,000 at least.

Ohio for the first time will operate a general exhibition car over the railroads of the State and will do missionary work at home, showing Ohioans the agricultural possibilities of the home commonwealth. The car will leave Columbus January 2, and will not return until late spring. "Boost Ohio as an Agricultural State" will be the slogan. A staff from the Wooster experiment station and the Ohio State University will accompany the car and there will be exhibits of grain, vegetables, fruit, with lectures and practical demonstrations. Illustrated lectures

will be given at evening meetings in many cities.

Civic patriotism is shown to be at high tide in Dayton in the banquet tendered Mayor Burkhart and Mayor-elect Phillips recently by over 600 members of the Chamber of Commerce. Mayor Burkhart said: "We all admit that Dayton is a great city and yet there is much to be done to make it all that we hope for. Other cities in the country are taking the lead in doing things and Dayton must make up and join the procession. Rochester, Denver, Des Moines, Seattle, Los Angeles, Grand Rapids and other cities are the advance guard of the cities that are making the greatest improvements in the building of parks, play grounds, public buildings, city planning, boulevards and the other civic movements which are tending toward better places in which to live. It's the man that says 'Dayton is good enough for me' that is standing in the way of its development. Dayton needs pure water, more parks and play grounds, elevation of the railroad tracks, a new city hall and new police station, several public comfort stations, a new work house, etc. All we need is a little more civic spirit, a little more faith in the slogan, 'Do it for Dayton.'"

The constitutional convention will convene in January and both Columbus and Cincinnati are working hard to secure this important gathering.

Wm. D. Foster has been re-elected as President of the Dayton Retail Grocers and Butchers' Association. The State Association will meet in Dayton, October 8-10, 1912.

The Toledo Advertising Club is beginning its preparations to take care of the Central Division Advertising Clubs of America, which meets in that city June 13 and 14, next.

State School Commissioner Miller says that the salaries of the country school teachers of the State are too low, that there is scarcely a living for the teachers at \$30 to \$40 per month, to say nothing of any higher ambitions that the teachers may hold. He has returned from a trip through the rural districts.

Work on Newark's new federal building will be started the coming year.

The parole system adopted at the Ohio penitentiary in 1895 has proven a success. Since that time 2,119 prisoners have been given advantage of it and of this number only 12 per cent. have failed to make good.

Ohio's Board of Administration of State Institutions has made a ruling that employes of institutions must not entertain guests at the institutions at meals. This reverses former rules at practically all the institutions and the cutting off of star boarders is expected to effect quite a saving to the State.

The ordinance passed by the Common Council of Columbus authorizing a \$700,000 bond issue for the elimination of grade crossings has been declared technically illegal and must be voted on again by the people. Almond Griffen.

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla	0 50
Aceticum	60 3	Cubebae	4 00@4 10	Scilla Co.	0 50
Benzolium, Ger.	70 12	Erigeron	2 35@2 50	Tolutan	0 50
Boric	25 30	Evecthithos	1 00@1 10	Prunus virg.	0 50
Citricum	45 50	Gaultheria	4 80@5 00	Zingiber	0 50
Hydrochlor	30 5	Geranium	0 75		
Nitricum	80 10	Gossypil Sem gal	70 75	Tinctures	
Oxalicum	14 15	Hedeoma	2 50@2 75	Aloe	60
Phosphoricum, dil.	40 15	Juniper	40 1 20	Aloe & Myrrh.	60
Salicylicum	40 42	Lavendula	90 4 00	Anconitum Nap's F	50
Sulphuricum	1 00@1 10	Limons	1 60@1 70	Anconitum Nap's R	50
Tannic	38 40	Mentha Piper	2 75@3 00	Arnica	50
Tartaricum	38 40	Mentha Verid	5 00@5 25	Asafoetida	50
		Morruhu, gal.	2 00@2 75	Atropo Belladonna	60
Ammonia		Myrica	3 60@4 10	Aurant Cortex	50
Aqua, 18 deg.	40 6	Olive	1 00@1 00	Barosma	50
Aqua, 20 deg.	60 8	Picis Liquida	10 12	Benzoin	50
Carbonas	13 15	Picis Liquida gal.	0 40	Benzoin Co.	50
Chloridum	12 14	Ricina	94 1 00	Cantharides	75
		Rosae oz.	11 50@12 00	Capsicum	50
Aniline		Rosmarini	0 1 00	Cardamon	75
Black	2 00@2 25	Sabina	90 1 00	Cardamon Co.	75
Brown	80 1 00	Santal	4 50	Cassia Acutifol	50
Red	45 50	Sassafras	90 1 00	Cassia Acutifol Co	50
Yellow	2 50@3 00	Sinapis, ess. oz.	0 65	Castor	1 00
		Succini	40 45	Catechu	50
Baccae		Thyme	40 50	Cinchona	50
Cubebae	70 75	Thyme, opt.	0 1 60	Cinchona Co.	50
Junipers	60 8	Theobromas	15 20	Columbia	50
Xanthoxylum	1 25@1 50	Tigil	50 1 60	Cubebae	50
				Digitalis	50
Balsamum		Potassium		Ergot	50
Copaiba	70 75	Bt-Carb	15 18	Ferr Chloridum	35
Peru	2 00@2 10	Bichromate	13 15	Gentian	50
Terabin, Canad.	70 80	Bromide	30 35	Gentian Co.	50
Tolutan	50 60	Carb	12 15	Gulaca	50
		Chlorate	12 14	Gulaca ammon	50
Cortex		Cyanide	30 40	Hioscyamus	50
Abies, Canadian	18	Iodide	2 25@2 30	Iodine	75
Cassia	20	Potassa, Bitart pr	30 32	Iodine, colorless	75
Cinchona Flava	18	Potass Nitras opt	70 70	Kino	50
Buonymus atro.	60	Potass Nitras	60 60	Lobelia	50
Myrica Cerifera	20	Prussiate	23 26	Myrrh	50
Prunus Virgin	15	Sulphate po	15 18	Nux Vomica	50
Quillaja, gr'd	15	Radix		Opil	1 50
Sassafras, po 30	26	Aconitum	20 25	Opil, camphorated	1 00
Ulmus	20	Althae	40 45	Opil, deodorized	2 00
		Anchusa	10 12	Quassia	50
Extractum		Arum po	0 25	Rhatany	50
Glycyrrhiza, Gla.	24 30	Calamus	20 40	Rhei	50
Glycyrrhiza, po	28 30	Gentiana po 15	12 15	Sanguinaria	50
Haematox	11 12	Glycyrrhiza pv 15	16 18	Serpentaria	50
Haematox, 1s	13 14	Hellebore, Alba	12 15	Stromonium	50
Haematox, 1/2s	14 15	Hydrastis, Canada	0 50	Tolutan	50
Haematox, 1/4s	16 17	Hydrastis, Can. po	0 50	Valerian	50
		Ipecac, po	20 25	Veratrum Veride	50
Ferra		Iris plox	35 40	Zingiber	60
Carbonate Precip.	15	Ialapa, pr	70 75		
Citrate and Quina	2 00	Maranta, 1/2s	0 35	Miscellaneous	
Citrate Soluble	55	Podophyllum po	15 18	Aether, Spts Nit 3f 30	35
Ferrocyanidum S	40	Rhei	75 1 00	Aether, Spts Nit 4f 34	38
Solut, Chloride	15	Rhei, cut	1 00@1 25	Alumen, gr'd po	4
Sulphate, com'l	2	Sanguinari, po 18	75 1 00	Annatto	40 50
Sulphate, com'l, by	70	Scilla, po 45	20 25	Antimoni, po	40 5
bbl, per cwt.	70	Senega	80 90	Antimoni et po T	40 20
Sulphate, pure	7	Serpentaria	50 55	Antipyrin	20 25
		Smlax, M.	0 30	Argent Nitras oz	62
Flora		Smlax, off's H.	0 48	Arsenicum	10 12
Arnica	20 25	Spigella	45 1 50	Balm Gilead buds	60 65
Anthemis	50 60	Symplocarpus	0 25	Bismuth S N	20 2 30
Matricaria	30 35	Valeriana Eng.	0 25	Calcium Chlor, 1s	10
		Valeriana, Ger.	15 20	Calcium Chlor, 1/2s	10
Folia		Zingiber a	12 16	Calcium Chlor, 1/4s	10
Barosma	1 25@1 35	Zingiber j	25 28	Cantharides, Rus.	1 50
Cassia Acutifol	15 20			Capsici Fruc's af	20
Cassia, Acutifol	25 30	Semen		Capsici Fruc's B po	22
Salvia officinalis,	18 20	Anisum po 22	0 18	Cap'i Fruc's B po	15
1/2s and 1/4s	18 20	Apium (gravel's)	0 18	Carmine, No. 40	40 25
Uva Ursi	80 10	Bird, 1s	40 90	Carphyllus	25 30
		Cannabis Sativa	70 8	Cassia Fructus	35
Gummi		Cardamon	70 90	Catechu	35
Acacia, 1st pkd	65	Carui po 15	12 15	Centraria	10
Acacia, 2nd pkd	45	Chenopodium	40 50	Cera Alba	50 60
Acacia, 3rd pkd	35	Coriandrum	12 14	Cera Flava	40 42
Acacia, sifted sts.	18	Cydonium	75 1 00	Crocus	45 50
Acacia, po	45 65	Dipterix Odorate	4 00@4 25	Chloroform	34 54
Aloe, Barb	22 25	Foeniculum	0 30	Chloral Hyd Crs 1	25 1 45
Aloe, Cape	0 25	Foenugreek, po	70 9	Chloro'm Squibbs	90
Aloe, Socotri	0 45	Lini, gr'd. bbl. 5 1/2	60 8	Chondrus	20 25
Ammoniac	55 60	Lobelia	75 80	Cinchonid'e Germ	38 48
Asafoetida	1 60@1 75	Pharlaris Cana'n	0 10	Cinchonidine P-W	38 48
Benzoinum	50 55	Rapa	50 6	Cocaine	3 05@3 25
Catechu, 1s	0 13	Sinapis Alba	80 10	Corks, list, less 70%	45
Catechu, 1/2s	0 14	Sinapis Nigra	90 10	Cresosotum	0 45
Catechu, 1/4s	0 16			Creta	0 2
Camphorae	59 64	Spiritus		Creta, bbl. 75	0 2
Euphorbium	0 40	Frumentum W. D.	2 00@2 50	Creta, prep.	90 11
Galbanum	0 100	Frumentum	1 25@1 50	Creta, Rubra	0 8
Gamboge	0 1 25@1 35	Junipers Co.	1 75@3 50	Cudbear	24
Gaulacum po 35	0 35	Junipers Co O T	1 65@2 00	Cupri Sulph.	30 10
Kino	0 45	Saccharum N E	1 90@2 10	Dextrine	70 10
Mastic	0 75	Spt Vini Galli	1 75@6 50	Emery, all Nos.	0 8
Myrrh	0 45	Vini Alba	1 25@2 00	Emery, po	0 6
Opium	0 90 00	Vini Oporto	1 25@2 00	Ergota	1 80 1 40@1 50
Shellac	45 55	Sponges		Ether Sulph	35 40
Shellac, bleached	60 65	Extra yellow sheeps	0 1 25	Flake White	12 15
Tragacanth	90 1 00	wool carriage	0 1 25	Galla	30 90
		Florida sheeps' wool	3 00@3 50	Gambler	30 90
Herba		Grass sheeps' wool	0 1 25	Gelatine, Cooper	60
Absinthium	4 50@7 00	Hard, slate use	0 1 00	Gelatine, French	35 60
Eupatorium oz pk	20	Nassau sheeps' wool	3 50@3 75	Glassware, fit boo	75
Lobelia	0 20	carriage	0 1 25	Less than box 70%	11 12
Majorium	0 28	carriage	0 1 25	Glue, brown	11 12
Mentha Pip. oz pk	23	carriage	0 1 25	Glue, white	11 12
Mentha Ver oz pk	23	carriage	0 1 25	Glycerina	23 29
Rue	0 25	carriage	0 1 25	Grana Paradisi	0 25
Tanacetum V.	22	carriage	0 1 25	Humulus	35 60
Thymus V oz pk	25	carriage	0 1 25	Hydrarg Amm'o	0 1 25
		carriage	0 1 25	Hydrarg Ch. Mt	0 1 10
Magnesia		carriage	0 1 25	Hydrarg Ch Cor	0 1 10
Calcined, Fat	55 60	carriage	0 1 25	Hydrarg Ox Ru'm	0 1 20
Carbonate, Fat	18 20	carriage	0 1 25	Hydrarg Ungue'm	45 50
Carbonate, K-M.	18 20	carriage	0 1 25	Hydrargyrum	0 85
Carbonate	18 20	carriage	0 1 25	Ichthyobolla, Am.	90 1 00
		carriage	0 1 25	Indigo	75 1 00
Oleum		carriage	0 1 25	Iodine, Resubi	3 00@3 25
Absinthium	6 50@7 00	carriage	0 1 25	Iodoform	3 90@4 00
Amygdalae Dulc.	75 85	carriage	0 1 25	Liquor Arsen et	0 25
Amygdalae, Amla	80 85	carriage	0 1 25	Hydrarg Iod.	10 12
Anisi	2 00@2 10	carriage	0 1 25		
Aurant Cortex	3 10@3 20	carriage	0 1 25		
Bergamill	6 50@6 75	carriage	0 1 25		
Calicut	85 90	carriage	0 1 25		
Caryophylli	1 30@1 35	carriage	0 1 25		
Cedar	85 90	carriage	0 1 25		
Chenopadii	6 00@6 05	carriage	0 1 25		
Cinnamoni	1 50@1 60	carriage	0 1 25		
Conium Mae	80 90	carriage	0 1 25		
Citronella	60 70	carriage	0 1 25		

Lupulin	0 1 75	Rubia Tinctorum	12 14	Vanilla	9 00@10 00
Lycopodium	60 70	Saccharum La's	40 50	Zinci Sulph	70 10
Macis	65 70	Salacin	4 50@4 75		
Magnesia, Sulph.	30 5	Sanguls Drac's	40 50	Oils	
Magnesia, Sulph. bbl	1 14	Sapo, G	0 15	Lard, extra	bbl. gal.
Mannia S. F.	75 85	Sapo, M	10 12	Lard, No. 1	90 1 00
Menthol	7 75@8 00	Sapo, W	15 18	Linseed, pure r w 92	1 09@1 15
Morpha, SP&W	0 20	Seidlitz Mixture	27 30	Linseed, boiled 93	1 10@1 16
Morpha, SNYQ	0 20	Sinapis	0 18	Neat's-foot, w str	65 70
Morpha, Mal.	0 20	Sinapis, opt.	0 18	Turpentine, bbl.	75 80
Moschus Canton	0 40	Snuff, Maccaboy,	0 50	Turpentine, less	0 75
Myristica, No. 1	25 40	De Voes	0 54	Whale, winter	70 75
Nux Vomica po 15	0 10	Snuff, S'h DeVo's	0 54	Paints	
Os Sepia	30 35	Soda, Boras	5 1/2@10	Green, Paris	21 22
Pepsin Saac, H & P D Co.	0 1 00	Soda, Boras, po	5 1/2@10	Green, Peninsular	13 16
Picis Liq N N 1/2	0 20	Soda et Pot's Tart	27 30	Lead, red	7 1/2 8
Picis Liq qts	0 1 00	Soda, Carb	1 1/2@2	Lead, white	7 1/2 8
Picis Liq plnts	0 60	Soda, Bi-Carb	2 3	Ochre, yel Ber 1 1/2	2 3
Pil Hydrarg po 80	0 30	Soda, Ash	3 1/2@4	Ochre, yel Mars 1 1/2	2 3
Piper Alba po 35	0 13	Spts, Sulphas	0 2	Putty, comm'l 2 1/2	2 3
Piper Nigra po 22	0 13	Spts, Cologne	0 30	Putty, str't pr 2 1/2	2 3
Pix Burgum	10 12	Spts, Ether Co.	0 50	Red Venetian 1 1/2	2 3
Plumbi Acet	12 15	Spts, Myrcia	0 25	Shaker Prep'd	1 25@1 35
Pulvis Ip'cut Opil 1	30 1 60	Spts, Vini Rect bbl	0 2	Vermillion, Eng.	75 80
Pyrethrum, bxs. H & P D Co. doz	0 75	Spts, Vini Rect 1/2 b	0 2	Vermillion Prime	75 80
Pyrethrum, pv	20 25	Spts, Vini R't 10 gl	0 2	American	13 15
Quassia	80 10	Spts, Vini R't 5 gl	0 2	Whiting Gilders'	0 95
Quina, N. Y.	17 27	Sulphur, Roll	2 1/2@5	Whit'g Paris Am'r	0 1 25
Quina, S. Ger.	17 27	Sulphur Subl	2 1/2@5	Whit'g Paris Eng.	0 1 25
Quina, S F & W	17 27	Tamarinds	30 10	Whiting, white S'n	0 40
		Terebenth Venice	40 50	Varnishes	
		Thebromiae	40 43	Extra Turp	1 60@1 70
				No. 1 Turp Coach	1 10@1 20



More and More the Demand

is growing for reliable goods, for widely advertised goods which must be good or they could not be advertised year after year. "You can't fool the people all the time."

LOWNEY'S COCOA

and Premium Chocolate for baking and cooking are the kind that the public believes in. The Lowney name has been favorably known for twenty-five years. We are constantly telling them that we make superfine goods and they have had the best reasons to believe it. The grocer gives his customer satisfaction and makes a fair profit too in LOWNEY'S.



Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot.

To our many customers and friends:

We heartily extend to you the compliments of the season and may Peace and Prosperity be yours in abundance for the year 1912.

Sincerely,

Grand Rapids

Hazeltine & Perkins Drug Co.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Cheese

Flour
Nuts

Index to Markets

By Columns

1

2

ARCTIC AMMONIA

Col	12 oz. ovals 2 doz. box	75
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AXLE GREASE

Frazer's

1lb. wood boxes, 4 doz.	3 00
1lb. tin boxes, 3 doz.	2 35
3 1/2 lb. tin boxes, 2 doz.	4 25
10lb. pails, per doz.	6 00
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00

BAKED BEANS

Beutle's Michigan Brand
Baked Pork and Beans

No. 1, cans, per doz.	45
No. 2, cans, per doz.	75
No. 3, cans, per doz.	85
1lb. can, per doz.	90
2lb. can, per doz.	1 40
3lb. can, per doz.	1 80

BATH BRICK

English	95
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BROOMS

No. 1 Carpet 4 sew	5 00
No. 2 Carpet 4 sew	4 75
No. 3 Carpet 3 sew	4 50
No. 4 Carpet 3 sew	4 25
Parlor Gem	5 25
Common Whisk	1 25
Fancy Whisk	1 50
Warehouse	5 50

BRUSHES

Scrub	
Solid Back, 8 in.	75
Solid Back, 11 in.	95
Pointed Ends	85

Stove

No. 3	90
No. 2	1 25
No. 1	1 75

Shoe

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

BUTTER COLOR

Dandelion, 25c size	2 00
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CANDLES

Paraffine, 6s	8
Paraffine, 12s	8 1/2
Wicking	20

CANNED GOODS

Apples

3lb. Standards	@ 95
Gallon	2 75@3 00

Blackberries

2 lb.	1 50@1 90
Standards gallons	@5 00

Beans

Baked	85@1 30
Red Kidney	85@95
String	70@1 15
Wax	75@1 25

Blueberries

Standard	1 30
Gallon	6 50

Clams

Little Neck, 1lb.	1 00@1 25
Little Neck, 2lb.	@1 50

Clam Bouillon

Burnham's 1/2 pt.	2 25
Burnham's pts.	3 75
Burnham's qts.	7 50

Corn

Fair	90@1 00
Good	1 00@1 10
Fancy	@1 45

French Peas

Monbadon (Natural)	2 45
per doz.	

Gorseberries

No. 10	6 00
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Hominy

Standard	85
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Lobster

1/2 lb.	2 40
1 lb.	4 25
Picnic Tails	2 75

Mackerel

Mustard, 1lb.	1 80
Mustard, 2lb.	2 80
Soused, 1 1/2 lb.	1 80
Soused, 2lb.	2 75
Tomato, 1lb.	1 50
Tomato, 2lb.	2 80

Mushrooms

Hotels	@ 16
Buttons, 1/2s	@ 14
Buttons, 1s	@ 23

Oysters

Cove, 1lb.	85@9 00
Cove, 2lb.	1 65@1 75

Plums

Plums	1 00@2 50
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Pears in Syrup

No. 3 cans, per doz.	1 1
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Peas

Marrowfat	95@1 25
Early June	95@1 25
Early June sifted	1 15@1 80

Peaches

Pie	90@1 25
No. 10 size can pie	@3 00

Pineapple

Grated	1 85@2 50
Sliced	95@2 40

Pumpkin

Fair	85
Good	90
Fancy	1 00
Gallon	2 10

Raspberries

Standard	@
Warrens, 1 lb. Tall	2 30
Warrens, 1 lb. Flat	2 40
Red Alaska	1 75@1 80
Pink Alaska	1 30@1 40

Sardines

Domestic, 1/4s	3 25
Domestic, 1/2 Mus.	3 50
Domestic, 3/4 Mus.	@
French, 1/4s	7@1 25
French, 1/2s	13@2 50

Shrimps

Dunbar, 1st, doz.	1 30
Dunbar, 1 1/2s, doz.	2 30

Succotash

Fair	85
Good	1 00
Fancy	1 25@1 40

Strawberries

Standard	@
Fancy	@

Tomatoes

Good	1 25@1 30
Fair	1 20@1 25
Fancy	@1 50
No. 10	3 50

CARBON OILS

Barrels

Perfection	@ 9
D. S. Gasoline	@13
Gas Machine	@21
Deodor'd Nap'a	@12
Cylinder	29 @34 1/2
Engine	16 @22
Black, winter	8 1/4@10

CATSUP

Columbia, 25 pts.	4 1
Snider's pints	2 30
Snider's 1/2 pints	1 30

CEREALS

Breakfast Foods

Bear Food Pettijohns	1 90
Cream of Wheat 36 2lb	4 80
Egg-O-See, 36 pkgs.	2 85
Post Toasties T No. 2	2 80
Post Toasties T No. 3	2 80
36 pkgs.	2 80
Apetizo Biscuit, 24 pk	3 00
18 pkgs.	1 90
Grape Nuts, 2 doz.	2 70
Malta Vita, 36 1lb.	2 80
Mapl-Flake, 24 1lb.	2 70
Pillsbury's Vitos, 3 dz.	4 20
Ralston Health Food	36 2lb.
Saxon Wheat Food, 24	3 00
Shred Wheat Biscuit,	36 pkgs.
Vigor, 36 pkgs.	2 70
Voigt Corn Flakes	4 80
Washington Crisps	36 pkgs.
2 80	
Rolled Oats	
Rolled Avena, bbls.	5 80
Steel Cut, 100 lb. sks	2 80
Monarch, bbls.	5 50
Monarch, 90 lb. sacks	2 80
Quaker, 18 Regular	1 40
Quaker, 20 Family	4 00
Cracked Wheat	3 30
Bulk	2 30
24 2lb. pkgs.	2 50

CHEESE

Acme	@17 1/2
Bloomingsdale	@17
Carson City	@16 1/2
Hopkins	@16 1/2
Riverside	@16 1/2
Warner	@17 1/2
Brick	@18
Leiden	@15
Limburger	@16
Pineapple	40 @60
Sap Sago	@20
Swiss, domestic	@20

CHEWING GUM	
Adams Pepsin	55
American Flag Spruce	55
Best Pepsin	55
Best Pepsin, 5 boxes	55
Black Jack	55
Largest Gum (white)	55
O. K. Pepsin	55
Red Robin	55
Sen Sen	55
Sen Sen Breath Perf.	1 00
Spearmin	75
Spearmin, jars 5 bxs	2 75
Yucatan	55
Zeno	55
CHICORY	
Bulk	5
Red	7
Eagle	5
Franc's	7
Schener's	6
Red Standards	1 60
White	1 60
CHOCOLATE	
Walter Baker & Co.'s	22
German's Sweet	31
Premium	31
Caracas	31
Walter M. Lowney Co.	30
Premium, 1/4s	30
Premium, 1/2s	30
CIDER, SWEET	
Regular barrel 50 gal	10 00
Trade barrel, 28 gals	5 50
1/2 Trade barrel, 14 gal	3 50
Bolled, per gal.	60
Hard, per gal.	25
CLOTHES LINES	
No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 80
No. 60 Twisted Cotton	2 00
No. 80 Twisted Cotton	2 00
No. 60 Braided Cotton	1 00
No. 80 Braided Cotton	1 25
No. 60 Braided Cotton	1 85
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 60
No. 60 Sash Cord	1 90
No. 60 Jute	80
No. 72 Jute	1 00
No. 80 Sisal	85
Galvanized Wire	90
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
COCOA	
Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	32
Epps	42
Huyler	45
Lowney, 1/4s	32
Lowney, 1/2s	32
Lowney, 3/4s	30
Lowney, 5 lb. cans	30
Van Houten, 1/4s	32
Van Houten, 1/2s	32
Van Houten, 3/4s	40
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32
COCOANUT	
Dunham's per lb.	
1/4s, 5lb. case	29
1/4s, 5lb. case	28
1/4s, 15lb. case	27
1/4s, 15lb. case	26
1s, 15lb. case	25
1/4s & 1/2s, 15lb. case	26 1/2
Scalloped Gems	10
1/4s & 1/2s, pails	14 1/2
Bulk, pails	13 1/2
Bulk, barrels	12
COFFEES, ROASTED	
Common	17
Fair	17 1/2
Choice	18
Fancy	19
Peaberry	20
Santos	
Common	18
Fair	19
Choice	19
Fancy	20
Peaberry	20
Maracaibo	
Fair	20
Choice	21
Mexican	
Choice	21
Fancy	22
Guatemala	
Fair	21
Fancy	23
Java	
Private Growth	23@30
Mandling	31@35
Aukola	30@32
Mocha	
Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	21
Fancy	23
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	24 00
Arbuckle	23 50
Lion	23 50
McLaughlin's XXXX	23 50
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicag-	
go.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/4 gross	1 15
Hummel's foll, 1/4 gro.	85
Hummel's tin, 1/4 gro.	1 43

CONFECTIONS	
Stick Candy	Pails
Standard	9 1/2
Standard H H	9 1/2
Standard Twist	10
Cases	
Jumbo, 32 lb.	10
Extra H H	12
Boston Cream	14
Big stick, 30 lb. case	10
Mixed Candy	
Grocers	7
Competition	8
Special	10
Conserve	14
Ribbon	14
Broken	10
Cut Leaf	10
Leader	10
Kindergarten	12
French Cream	10
Hand Made Cream	17
Premio Cream mixed	15
Paris Cream Bon Bons	11
Fancy—in Pails	
Gypsy Hearts	15
Coco Bon Bons	14
Fudge Squares	14
Peanut Squares	14
Sugared Peanuts	12
Salted Peanuts	12
Starlight Kisses	13
Lozenges, plain	12
Champion Chocolate	12
Eclipse Chocolates	15
Eureka Chocolates	16
Quintette Chocolates	15
Champion Gum Drops	10
Moss Drops	12
Lemon Sours	12
Imperial	12
Ital. Cream Bon Bons	13
Golden Waffles	14
Red Rose Gum Drops	10
Auto Kisses	14
Coffy Toffy	14
Molasses Mint Kisses	13
Fancy—in 5lb. Boxes	
Old Fashioned Molasses Kisses 10lb. bx.	30
Orange Jellies	60
Lemon Sours	65
Old Fashioned Hore-	
hound drops	65
Peppermint Drops	70
Champion Choc. Drops	70
H. M. Choc. Drops	10
H. M. Choc. Lt. and	
Dark, No. 12	1 10
Bitter Sweets, as'd	1 25
Brilliant Gums, Crys.	60
A. A. Licorice Drops	1 00
Lozenges, printed	70
Lozenges, plain	65
Imperial	70
Molasses	75
Cream Bar	60
G. M. Peanut Bar	60
Hand Made Crms	80@90
Cream Wafers	70
String Rock	80
Wintergreen Berries	65
Pop Corn	
Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Fan Corn, 50's	1 65
Azulikit 100s	3 25
Oh My 100s	3 50
Cough Drops	
Putnam Mental	1 00
Smith Bros.	1 25
NUTS—Whole	
Almonds, Tarragona	18
Almonds, Drake	15
Almonds, California	
soft shell	
Brazils	14@15
Filberts	12@13
Cal. No. 1	
Walnuts, sft shell	17 1/2@18
Walnuts, Marbot	17
Table nuts, fancy	13 1/2@14
Pecans, medium	13
Pecans, ex. large	14
Pecans, Jumbos	16
Hickory Nuts, per bu.	
Ohio, new	2 00
Cocoanuts	
Chestnuts, New York	
State, per bu.	
Shelled	
Spanish Peanuts 7 1/2@8	
Pecan Halves	@65
Walnut Halves	42@45
Filbert Meats	@30
Alicante Almonds	@42
Jordan Almonds	@47
Peanuts	
Fancy H P Suns	6@6 1/2
Roasted	7@7 1/2
Choice, raw, H. F. Jun	@7
bo	
CRACKERS	
National Biscuit Company	
Brand	
Butter	
N. B. C. Sq. bbl. 7 bx.	6 1/2
Seymour, Rd. bbl. 7 bx.	6 1/2
Soda	
N. B. C. boxes	6 1/2
Premium	7 1/2
Select	8 1/2
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C. Rd. boxes	6 1/2
Gem. boxes	6 1/2
Shell	8
Sweet Goods	
Animals	10
Atlantics	12
Atlantic. Assorted	12
Avena Fruit Cakes	12

Bonnie Doon Cookies	10
Bonnie Lassies	10
Brittle	11
Brittle Fingers	10
Bumble Bee	10
Cartwheels Assorted	8
Chocolate Drops	17
Chocolate Drp Centers	16
Choc. Honey Fingers	14
Circle Honey Cookies	12
Cracknels	12
Cocoanut Taffy Bar	12
Cocoanut Drops	12
Cocoanut Macaroons	12
Cocoanut Hon. Fingers	12
Cocoanut Hon. Jumb's	12
Coffee Cakes	11
Coffee Cakes, Iced	12
Crumpets	10
Diana Marshmallow	
Cakes	16
Dinner Biscuit	25
Dixie Sugar Cookies	9
Domestic Cakes	9
Domestic Cakes	8 1/2
Family Cookies	8 1/2
Fig Cake Assorted	12
Fig Newtons	12
Flutabel Cakes	12 1/2
Fluted Cocoanut Bar	10
Frosted Creams	8 1/2
Frosted Ginger Cookie	8 1/2
Fruit Lunch Iced	10
Gala Sugar Cakes	8 1/2
Ginger Gems	8 1/2
Ginger Gems, Iced	9 1/2

6

Soda Crackers N. B. C.	1 00
Soda Crackers Select	1 00
S. S. Butter Crackers	1 50
Unedea Biscuit	50
Unedea Jinxer Wayfer	1 00
Unedea Lunch Biscuit	50
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Gingersnaps	50
Zwieback	1 00
In Special Tin Packages.	
Per doz.	
Feetino	2 50
Minaret Wafers	1 00
Nabisco, 25c	2 50
Nabisco, 10c	1 00
Champagne wafer	2 50
Per tin in bulk	
Sorbetto	1 00
Nabisco	1 75
Feetino	1 50
Beut's Water Crackers	1 40
CREAM TARTAR	
Barrels or drums	33
Boxes	34
Square cans	36
Fancy caddies	41
DRIED FRUITS	
Apples	
Evaporated, Choice, bulk	9
Evaporated, Fancy, pkg 11	
Apricots	
California	16@17
Corsican	@16 1/2
Currants	@ 9 1/2
Imported bulk	@ 9 1/2
Peaches	
Muir-Choice, 25 lb. b 12	
Muir-Fancy, 25 lb. b 12 1/2	
Fancy, Peeled, 25 lb. b 18	
Pears	
Lemon American	13
Orange American	13
Raisins	
Connorslar Cluster 1 lb.	17
Dessert Cluster, 1 lb.	21
Loose Muscatels 4 Cr	7 1/2
Loose Muscatels 4 Cr	7 1/2
L. M. Seeded 1 lb. 8 1/2@ 9 1/2	
California Prunes	
L. M. Seeded 1 lb. 9@ 9 1/2	
100-125 25lb. boxes.	@ 12
90-100 25lb. boxes.	@ 8 1/2
80-90 25lb. boxes.	@ 8 1/2
70-80 25lb. boxes.	@ 9 1/2
60-70 25lb. boxes.	@ 9 1/2
50-60 25lb. boxes.	@ 10 1/2
40-50 25lb. boxes.	@ 11 1/2
1/4 c less in 50lb. cases	
FARINACEOUS GOODS	
Beans	
Dried Lima	7 1/2
Med Hand Picked	2 60
Brown Holland	2 85
Farina	
25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
5 containers (36 rolls) 2 85	
5 containers (36 rolls) 4 75	
Hominy	
Pearl, 100 lb. sack	2 20
Maccaroni and Vermicelli	
Domestic, 10 lb. box.	60
Imported, 25 lb. box	2 50
Pearl Barley	
Chester	4 50
Empire	5 00
Peas	
Green, Wisconsin, bu.	3 60
Split, lb.	94 1/2
Sage	
East India	6
German, sacks	6
German, broken pag.	6
Tapioca	
Flake, 100 lb. sacks	6
Pearl, 130 lb. sacks	6
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75
FISHING TACKLE	
1/4 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 3 in.	11
3 in.	15
3 1/2 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34
Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Foot's & Jenks	
Coleman Vanilla	
No. 2 size	14 00
No. 4 size	24 00
No. 8 size	36 00
No. 8 size	48 00
Coleman	
No. 2 size	9 00
No. 4 size	18 00
No. 8 size	31 00
No. 8 size	36 00
Jaxon Mexican Vanilla	
1 oz. oval	15 00
2 oz. oval	28 00
3 oz. oval	35 00
1 oz. flat	100 00

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Jaxon Terp. Lemon	
1 oz. oval	10 20
2 oz. oval	16 80
4 oz. flat	33 00
8 oz. flat	68 00
Jennings (D. C. Brand)	
Terpeness Extract Lemon	
No. 2 Panel, per doz.	75
No. 4 Panel, per doz.	1 50
No. 6 Panel, per doz.	2 00
No. 3 Taper, per doz.	1 50
2 oz. Full Measure doz.	1 25
4 oz. Full Measure doz.	2 40
Jennings (D. C. Brand)	
Extract Vanilla	
No. 2 Panel, per doz.	1 25
No. 4 Panel, per doz.	2 00
No. 6 Panel, per doz.	3 50
No. 3 Taper, per doz.	2 00
1 oz. Full Measure doz.	90
2 oz. Full Measure doz.	2 00
4 oz. Full Measure doz.	4 00
No. 2 Panel assorted	1 00
Crescent Mfg. Co.	
Maple	
2 oz. per doz.	3 00
FRUIT JARS.	
Mason, pts. per gro.	4 05
Mason, qts. per gro.	4 40
Mason, 1/2 gal. per gro.	6 75
Mason, can tops, gro.	1 40
GELATINE	
Cox's, 1 doz. large	1 75
Cox's, 1 doz. small	1 00
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14 00	
Nelson's	1 50
Nelson's Acidu'd. doz.	1 25
Oxford	75
Plymouth Rock Phos. 1 25	
Plymouth Rock, Plain	90
GRAIN BAGS	
Amoskeag, 100 in bale	19
Amoskeag, less than bl 19 1/2	
GRAIN AND FLOUR	
Wheat	
Red	90
White	88
Winter Wheat Flour	
Local Brands	
Patents	5 40
Second Patents	5 20
Straight	4 80
Second Straight	4 40
Clear	4 00
Flour in barrels, 26c per barrel additional.	
Lemon & Wheeler Co.	
Big Wonder, 1/2 cloth	4 50
Big Wonder, 1/2 cloth	4 50
Worden Grocer Co.'s Brand	
Quaker, paper	4 40
Quaker, cloth	4 50
Wicks & Co.	
Eclipse	4 80
Worden Grocer Co.	
African Eagle, 1/2 cl	5 65
Grand Rapids Grain	
Milling Co. Brands	
Purity, Patent	5 20
Seal of Minnesota	5 60
Sunburst	5 60
Wizard Flour	4 80
Wizard Graham	5 00
Wizard Gran. Meal	4 20
Wizard Buckwheat	6 50
Rye	5 40
Spring Wheat Flour	
Roy Baker's Brand	
Golden Horn, family	5 25
Golden Horn, bakers	5 15
Wisconsin Rye	5 10
Judson Grocer Co.'s Brand	
Ceresota, 1/2s	6 40
Ceresota, 1/2s	6 30
Ceresota, 1/2s	6 20
Lemon & Wheeler's Brand	
Wingold, 1/2s	6 10
Wingold, 1/2s	6 00
Wingold, 1/2s	5 90
Worden Grocer Co.'s Brand	
Laurel, 1/2s cloth	6 25
Laurel, 1/2s cloth	6 15
Laurel, 1/2s paper	6 05
Laurel, 1/2s cloth	6 05
Voigt Milling Co.'s Brand	
Graham	4 50
Voigt's Crescent	5 20
Voigt's Flourignt	5 20
Voigt's Hygienic	4 50
Voigt's Royal	5 70
Wykes & Co.	
Sleepy Eye, 1/2s cloth	6 00
Sleepy Eye, 1/2s cloth	5 90
Sleepy Eye, 1/2s cloth	5 80
Sleepy Eye, 1/2s paper	5 30
Sleepy Eye, 1/2s paper	5 20
Watson-Higgins Milling Co.	
Perfection Flour	5 20
Tip Top Flour	4 60
Golden Sheaf Flour	4 20
Marshall's Best Flour	5 50
Perfection Buckwheat	6 00
Tip Top Buckwheat	5 80
Alfalfa Horse Feed	32 00
Kafir Corn	1 45
Moyle Scratch Feed	1 60
Meal	
Bolton	3 40
Golden Granulated	3 60
St. Car Feed screened	23 00
No. 1 Corn and Oats	23 00
Corn, cracked	27 50
Corn Meal, coarse	27 50
Winter Wheat Bran	28 00
Middlings	28 00
Dairy Feeds	
Wykes & Co.	
O P Linseed Meal	40 00

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O P Laxo-Cake-Meal	37 00
Cottonseed Meal	31 00
Gluten Feed	32 00
Brewers Grains	23 00
Hammond Dairy Feed	24 50
Oats	
Michigan carlots	50
Less than carlots	53
Corn	
Carlots	66
Less than carlots	70
Hay	
Carlots	20 00
Less than carlots	22 00
HERBS	
Sage	15
Thops	15
Laurel Leaves	15
Senna Leaves	20
HIDES AND PELTS	
Hides	
Green, No. 1	10 1/2
Green, No. 2	9 1/2
Cured, No. 1	12
Cured, No. 2	11
Calfskin, green, No. 1	13
Calfskin, green, No. 2	11 1/2
Calfskin, cured No. 1	14
Calfskin, cured No. 2	12 1/2
Pelts	
Old Wool	24
Lambs	50@1 00
Shearings	50@1 00
Tallow	
No. 1	5
No. 2	4
Wool	
Unwashed, med.	13
Unwashed, fine	13
HORSE RADISH	
Per doz.	90
JELLY	
5lb. pails, per doz.	2 25
15lb. pails, per doz.	65
30lb. pails, per doz.	95
JELLY GLASSES	
1/2 pt. in bbls, per doz.	15
3/4 pt. in bbls, per doz.	16
1 oz. capped in bbls,	20
per doz.	20
MAPLEINE	
4 oz. bottles, per doz.	3 00
MINC MEAT	
Per case	2 85
MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	25
Fair	20
Half barrels 2c extra	
MUSTARD	
1/2 lb. 6 lb. box	18
OLIVES	
Bulk, 1 gal. keg	1 20
Bulk, 2 gal. keg	95@1 10
Bulk, 5 gal. keg	90@1 05
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 35
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	2 50
Lunch, 10 oz.	1 35
Lunch, 18 oz.	1 35
Queen, Mammoth, 18	3 75
Queen, Mammoth, 28	3 75
Queen, Mammoth, 28	3 75
Olive Chow, 2 doz. ca.	2 25
per doz.	2 25
PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 50
5 gallon kegs	2 25
Small	
Barrels	9 04
Half barrels	5 25
5 gallon kegs	1 90
Gnerkins	
Barrels	11 00
Half barrels	5 00
5 gallon kegs	2 75
Sweet Small	
Barrels	13 50
Half barrels	7 50
5 gallon kegs	3 00
PIPES	
Clay, No. 216, per box	1 75
Clay, T. D., full count	60
Cob	90
PLAYING CARDS	
No. 90 Steamboat	85
No. 15, Rival, assorted	1 75
No. 20, Rover, enam'd	2 00
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 803 Bicycle	2 00
No. 622 Tourist whist	2 25
POTASH	
Babbitt's	4 00
PROVISIONS	
Barreled Pork	
Clear Back	17 00@17 50
Lunch, 10 oz.	16 50
Short Cut Clear	16 00
Bean	14 00
Brisket, Clear	23 00
Pig	23 00
Clear Family	26 00
Dry Salt Meats	
S P Bellies	14
Lard	
Pure in tierces	9 1/2@ 10
Compound lard	7 1/2@ 7 1/2
80 lb. tubs	advance 1/2
80 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2

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5 lb. pails	advance 1
8 lb. pails	advance 1
Smoked Meats	
Hams, 12 lb. av. 16	@16 1/2
Hams, 14 lb. av. 14 1/2	@15 1/2
Hams, 16 lb. av. 14 1/2	@14 1/2
Hams, 18 lb. av. 13 1/2	@14
Skinned Hams	14 1/2@15
Ham, dried beef sets	18
California Hams	9 1/2@ 9 1/2
Picnic Boiled Hams	15
Boiled Hams	21@21 1/2
Minced Ham	11
Bacon	13@13 1/2
Sausages	
Bologna	8
Liver	8
Frankfort	7 1/2@ 8 1/2
Pork	11
Veal	11
Tongue	11
Headcheese	9
Beef	
Boneless	14 00
Rump, new	15 00
Pig's Feet	
1/2 bbls.	95
1/2 bbls., 40 lbs.	1 90
1/2 bbls.	4 00
1 bbl.	9 00
Tripe	
Kits, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	35
Beef, rounds, set	17
Beef, middles, set	70
sheep, per bundle	80
Uncolored Butterine	
Solid Dairy	12 @16
Country Rolls	12 1/2@18
Canned Meats	
Corned beef, 2 lb.	3 50
Corned beef, 1 lb.	1 85
Roast beef, 2 lb.	3 50
Roast beef, 1 lb.	1 85
Potted Ham, 1/2s	50
Potted Ham, 1/2s	50
Deviled Ham, 1/2s	50
Deviled Ham, 1/2s	90
Potted tongue, 1/2s	50
Potted tongue, 1/2s	90
RICE	
Fancy	6 @ 6 1/2
Japan Style	4 1/2@ 5 1/2
Broken	2 1/2@ 3 1/2
SALAD DRESSING	
Columbia, 1/2 pint	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 lbs.	3 00
SAL SODA	
Granulated, bbls.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1 20
SALT	
Common Grades	
100 3 lb. sacks	2 40
60 5 lb. sacks	2 25
28 10 1/2 lb. sacks	2 10
56 10 1/2 lb. sacks	2 10
28 lb. sacks	17
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	24
Common	
Granulated, fine	95
Medium, fine	1 00
SALT FISH	
Cod	
Large whole	@ 7 1/2
Small, whole	@ 10 1/2
Strips or bricks	7 1/2@10 1/2
Pollock	@ 4 1/2
Halibut	
Strips	15
Chunks	16
Holland Herring	
Y. M. wh. hoops, bbls.	11 50
Y. M. wh. hoop, 1/2 bbl.	6 00
Y. M. wh. hoop, kegs	72
Y. M. wh. hoop Milchers	85
kegs	10 00
Queen, 1/2 bbls.	5 25
Queen, kegs	62
Trout	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	3 25
No. 1, 10 lbs.	90
No. 1, 8 lbs.	75
Mackerel	
Mess, 100 lbs.	16 50
Mess, 40 lbs.	7 00
Mess, 10 lbs.	1 55
Mess, 8 lbs.	1 50
No. 1, 100 lbs.	15 50
No. 1, 40 lbs.	6 60
No. 1, 10 lbs.	1 70
No. 1, 8 lbs.	1 40
Whitefish	
100 lbs.	9 75
50 lbs.	5 25
10 lbs.	1 12
8 lbs.	92
100 lbs.	4 65
40 lbs.	2 10
10 lbs.	75
8 lbs.	65
SEEDS	
Anise	10
Canary, Smyrna	4 1/2
Caraway	10
Cardamom, Malabar	1 00
Celery	28

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Special Price Current

12

No. 1 complete	40
No. 2 complete	28
Case No. 2 fillers, 15 sets	1 35
Case, medium, 12 sets	1 15
Faucets	
Cork, lined, 8 in.	70
Cork, lined, 9 in.	80
Cork lined, 10 in.	90

Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45

Pails

2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Bureka	2 25
Fibre	2 70

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

Tubs

20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3, Fibre	8 25

Washboards

Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 00

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 20

Wood Bowls

12 in. Butter	1 60
15 in. Butter	2 25
17 in. Butter	4 15
19 in. Butter	6 10
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25

WRAPPING PAPER

Common Straw	2
Fibre Manila, white	3
Fibre, Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 35
Wax Butter, short c't 13	13
Wax Butter, full count 20	20
Wax Butter, rolls	19

YEAST CAKE

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Cream, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	58

AXLE GREASE

Mica, tin boxes	75 9 00
Paragon	55 6 00

BAKING POWDER

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

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CIGARS
Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots	31
El Portana	33
Evening Press	32
Exemplar	32
Worden Grocer Co. Brand	
Ben Hur	
Perfection	35
Perfection Extras	35
Londres	35
Londres Grand	35
Standard	35
Puritinos	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35

COCOANUT

Baker's Brazil Shredded



5c pkgs., per case	2 60
10c pkgs., per case	2 60
16 10c and 38 5c pkgs., per case	2 60

COFFEE

Roasted
Dwinell-Wright Co's B'ds

White House, 1lb.	
White House, 2lb.	
Excelsior, Blend, 1lb.	
Excelsior, Blend, 2lb.	
Tip Top, Blend, 1lb.	
Royal Blend	
Royal High Grade	
Superior Blend	
Boston Combination	
Distributed by Judson Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Symons Bros. & Co., Saginaw;	
Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fiebach Co., Toledo.	



Small size, doz.	40
Large size, doz.	75

SAFES



Full line of fire and burglar proof safes kept in

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

SOAP

Beaver Soap Co.'s Brand



100 cakes, large size	6 50
50 cakes, large size	3 25
100 cakes, small size	3 35
50 cakes, small size	1 95

Gowans & Sons Brand.



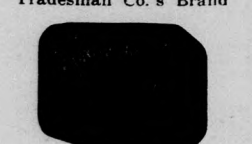
Jingle boxes	3 00
Five box lots	2 95
Ten box lots	2 90
Twenty-five box lots	2 85

J. S. Kirk & Co.	
American Family	4 00
Dusky Diamond 50 8 oz	2 80
Dusky D'nd 100 6 oz	3 80
Jap Rose, 50 bars	3 60
Savon Imperial	3 00
White Russian	3 60
Dome, oval bars	3 00
Satinet, oval	2 70
Snowberry, 100 cakes	4 00

Lautz Bros. & Co.	
Acme, 30 bars, 75 lbs.	4 00
Acme, 25 bars, 75 lbs.	4 00
Acme, 25 bars, 70 lbs.	3 80
Acme, 100 cakes	3 25
Big Master, 72 blocks	2 85
German Mottled	3 50
German Mottled, 2 1/2 x 3 1/2	3 45
German Mottled, 10 bx	3 40
German Mottled, 25 bx	3 35
Marseilles, 100 cakes	6 00
Marseilles, 100 cks 5c	4 00
Marseilles, 100 ck toilet	4 00
Marseilles, 1/2 bx toilet	2 10

Proctor & Gamble Co.	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 85

Tradesman Co.'s Brand



Black Hawk, one box	2 50
Black Hawk, five bxs	2 40
Black Hawk, ten bxs	2 25

A. B. Wrisley	
Good Cheer	4 00
Old Country	3 40

Soap Powders

Snow Boy, 24s family size	3 75
Snow Boy, 60 5c	2 40
Snow Boy, 30 10c	2 40
Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseline	3 50
Armour's	3 70
Wisdom	3 80

Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 30
Rub-No-More	3 85

Scouring

Enoch Morgan's Sons	
Sapolio, gross lots	5 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, hand	2 40
Scourine Manufacturing Co	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 80

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

This is Your Opportunity

Serve Your Trade With Golden Glow Butter

This is our **SPECIAL OFFERING** for this time of the year when many people are calling for a **MEDIUM PRICED BUTTER**. It is made from pure, pasteurized cream. Sold only in one pound cartons, thirty pound cases. Every package guaranteed.

There are results in this for you—not only from profits, but because it induces the customer to come again.

Write for prices and information.

Blue Valley Creamery Company
Grand Rapids, Michigan

Ten thousand grocers bought these racks the first year we were in business

And we have scores of letters telling us that they would not do without them for five times the cost.



Read These Two Letters

Albuquerque, N. M.
Your Display Racks are the most convenient and satisfactory fixture I ever had in my store. No grocery store is complete without these Racks.
THE HIGHLAND GROCERY.

Potsdam, N. Y.
We think the Display Racks the finest thing of its kind we ever saw. We sell more fruit with less work.
O. P. BENSON.

If your jobber can't supply you—send order direct and if Racks are not entirely satisfactory, your check will be promptly returned. \$3.60 for set of six.
They will last for years and will pay for themselves the first two weeks. Order—now.

Ideal Fruit Display Co.
448 CASS STREET LA CROSSE, WIS.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale or Rent—New brick store, 26x74, deep shelving, \$2,100 or \$15 month. Also store 24x46, \$8.33 1/2 month. Living rooms above \$5.50 month. Good opening drug store. Charles Martin, Salem, Iowa. 850

For Sale—A new Business Men's Paper Press Co. paper baler. Has never been unpacked. Will sell at a bargain. Tradesman Company. 848

For Sale—Drug stock and fixtures in an old-established stand. One of the best locations in the city. Good reason for selling. A bargain. Michigan Store & Office Fixtures Co., 519 N. Ottawa St., Grand Rapids, Mich. Both phones 1846. 847

Saw Mill—Bargain in saw mill, inexperienced; must sell or get partner with enough cash and knowledge to operate and manage. Finest proposition in Louisiana; plenty of standing timber; river and railroad transportation; modern dry kiln; living houses; natural lake. Snap for right man. E. B. Levy, 1407 W. Jackson Blvd., Chicago, Ill. 846

One of the oldest grocery businesses in Western Montana, doing over \$100,000 a year, in fast growing town; capital required \$18,000 to \$20,000; business increasing every month; good reason for selling. Address W. C. Spottwood, Deer Lodge, Mont. 842

For Sale—Stock well assorted general merchandise, will inventory five or six thousand. Will sell at bargain to close out retail business. Best location in town. Surrounded by fine farming country. Will sell, one-half down and balance on time. Well established business and money maker. Bishop Bros., Owners, Millington, Mich. 841

For Sale—Toedt Bros. general stock and building. Best stock and location in Eastern Iowa. Must sell to settle Chas. Toedt estate. Will bear rigid investigation. Call or write Louis Toedt, Administrator, Wilton, Iowa. 840

A good opening for the right man. A grocery section for rent in a new modern department store just erected at Escanaba, Michigan. Best location in town, city of 14,000 people. If interested write Kratzstein Bros., Escanaba, Mich. 839

For Sale—A clean stock of shoes and rubbers in a country town, good place for a Holland shoe repairer. Address No. 831, care Michigan Tradesman. 831

For Sale—A general stock of merchandise, invoicing about \$9,000. Doing a business of \$40,000 annually. Located in the best cotton town of 1,500 in Eastern Oklahoma. Reason for selling, health of children. Would consider farm at \$2,500, balance cash. Write O. B. care Tradesman. 828

For Sale—Tea and coffee business in one of the best cities in Southern Michigan. Running two wagons and doing a good business. Burns roaster and a full equipment. Other business interests, reason for selling. Will make right price to the party that talks business. Address No. 835, care Tradesman. 835

For Sale—Best inland general mercantile business in Southern Michigan. No competition. Wagon routes established. Stock about \$5,000. Other business interests reason for selling. Address No. 836, care Tradesman. 836

For Sale—One Buffalo Silent Meat Chopper, with 3 horsepower electric motor and switch stand attached; sausage stuffer, and Herz & Son hand press, also large caldron kettle. Complete outfit will be sold at a bargain. Bundy Lumber Co., Bundy, Wis. 832

For Sale—\$9,000 general merchandise. Great chance for right man. Big discount for cash. Address M. W., care Tradesman. 772

Grocery—Good clean stock, corner location, town of about 2,000. Fine farming community surrounding. Must sell on account of health. Address 815, care Tradesman. 815

Michigan Hotel For Sale—Leading commercial house in city of 3,500. Rates \$2 up. Favorite resort, beautiful spot. Overlooking lake. Excellent all year trade. \$12,500 cash required. Address No. 806, care Tradesman. 806

For Sale—At once, a small stock of shoes and gents' furnishings. Good town, best location. Falling health, reason for selling. Address No. 812, care Tradesman. 812

For Sale—Old established drug stock and fixtures located at Galesburg. Reason for selling, death of owner. Address Nina G. Burdick, Galesburg, Mich. 810

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

We have the best advertising proposition on the market to-day for dry goods merchants, general store merchants and department stores—no other kind. Exclusive to one merchant in a town. Satisfaction guaranteed to each patron. Write for particulars. Reporter Service Bureau, 215 S. Market St., Chicago, 794

Business Wanted—Will pay cash. Am looking for a good opening. Give full description and lowest price. M. Tradesmen, Box 1261, Cherry Valley, Illinois. 780

A1 farm of 110 acres, 3/4 mile to best 2,000 city in Michigan, to exchange for general store. Address Exchange 428, care Michigan Tradesman. 774

Let us sell your business, farm or fruit lands. Traverse City Business Exchange, 210 Wilhelm Bldg., Traverse City, Mich. 766

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

ATTENTION MERCHANTS! SHIP YOUR PACKING STOCK TO US. WE PAY CASH AND THE HIGHEST PRICES ALL THE TIME. NATIONAL FOOD PRODUCTS CO., BRIGHTON, MICHIGAN. 730

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

Wanted—To buy, for cash, stock of shoes, clothing or dry goods. Address R. W. Johnson, Pana, Ill. 659

For Sale—Clean stock of general merchandise, including buildings in country town in the Thumb of Michigan. Inventories \$3,000. Reason for selling, falling health. Can reduce stock. Address Lock Box 107, Colling, Michigan. 646

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 924

Safes Opened—W. L. Slocum, safe expert and locksmith. 66 Ottawa street, Grand Rapids, Mich. 104

Kodak films developed, 10c per roll, any size. Prompt attention given mail orders. Prints 2 1/4 x 3 1/4, 3c; 4x5 to 3 1/4 x 5 1/2, 4c. J. M. Manning, 1062 Third Ave., New York City. 701

HELP WANTED.

Wanted—Experienced furniture man with sufficient capital to operate furniture department in department store. First-class opportunity for right man. Address T. I. Stoner, Des Moines, Iowa. 845

Wanted—An experienced and capable shoe salesman, with an established trade, in lower Michigan. Give complete references. Bradley & Metcalf Company, Milwaukee, Wis. 849

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

Wanted—A position by young man of seven years' experience in dry goods and groceries. Can furnish first-class references. Address 235 Bostwick Ave., Charlotte, Mich. 837

Want ads. continued on next page.

PRINTING

For Produce Dealers

Letter Heads, Bill Heads, Business Cards

Envelopes, Statements

Shipping Tags, Order Blanks

In fact, everything that a produce dealer would use, at prices consistent with good service. * * * * *

TRADESMAN COMPANY
GRAND RAPIDS, MICH.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock **HAND SAPOLIO**

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Written for the Tradesman.

Dec. 20—In the matter of Cornelius Koeman, bankrupt, of Holland, the first meeting of creditors was held and C. VanderMeulen, of Holland, elected trustee and his bond fixed at \$100. Appraisers were appointed, and the bankruptcy was sworn and examined. Meeting then adjourned, without date.

In the matter of Archer Brothers, bankrupt, formerly merchants at Hart, a final meeting of creditors was held and the final report and account of W. E. Rollins, trustee, considered and approved and a final order of distribution made, final dividend 7½ per cent. It was determined that a certificate favorable to the bankrupt's discharge should be made by the referee.

Dec. 21—The adjourned final meeting of creditors was held in the matter of Meyer Hardware Co., bankrupt of Man-ton, and a final order of distribution made, final dividend for ordinary creditors 20½ per cent. A first dividend was paid in this matter on February 6.

In the matter of Ross Manufacturing Co., bankrupt, Muskegon, the trustee, Charles E. Moore, of Muskegon, filed his report and account and an order was made by the referee calling a final meeting of creditors to be held at his office on January 12, for the purpose of considering this account and declaring a final dividend for general creditors.

An order was made by Judge Sessions adjudging Charles G. Dipple, a carpenter of Grand Rapids, a bankrupt on his own petition and the matter referred to Referee Wicks. The bankrupt's schedules show no assets except household goods and carpenter tools valued at \$270, and claimed as exempt. The liabilities amount to \$470.11. An order was made by the Referee calling the first meeting of creditors to be held at his office on January 6, for the purpose of electing a trustee, examining the bankrupt, etc.

Dec. 22—In the matter of Merritt L. Colburn, bankrupt, of Fruitport, a first meeting of creditors was held and, creditors failing to elect a trustee, the referee appointed Fred R. Young, of Muskegon, as such trustee and fixed his bond at \$200. The bankrupt was sworn and examined and the meeting then adjourned without date.

Dec. 23—In the matter of Edward Topel, bankrupt, of Grand Rapids, it appearing that there are no assets except such as are exempt and that no further proceedings are to be taken, an order was made closing the estate. A certificate was made by the referee recommending that the bankrupt receive his discharge.

An order was made by Judge Sessions adjudging Alfred H. Osborn and Morris W. Osborn, individually and co-partners as the Osborn Home Furnishing Co., bankrupt on their own petition, and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held on January 15, for election of a trustee, examination of the bankrupts, etc. The bankrupts' schedules show the following partnership assets:

Stock in trade, estimated	\$1,500.00
Bills, promissory notes and securities	813.98
Two wagons	40.00
Gas fixtures	50.00
Debts due on open accounts	62.41

\$2,466.39

The bankrupts' claim as exempt \$250 each of their stock. No personal assets are listed by either of the partners. The total liabilities amount to \$4,587.15. Among the largest merchandise creditors are the following:

Detroit Chair Mfg. Co., Detroit	\$ 29.25
Grobheiser Cabinet Co., Sturgis	28.00
Hafner Furniture Co., Chicago	63.65
Fitzgerald Trunk Co., Chicago	43.92
Ypsilanti Reed Co., Ionia	25.20
Colonial Co., East Liverpool	122.91
Carrollton Pottery Co., Carrollton	44.37
Coonley Manufacturing Co., Clyde	38.90
Wilson Bennett Porter Co., Mount-ersville	346.44
Mt. Wolf Furniture Co., Mt. Wolf	76.62
Chas. Bennett Furn. Co., Charlotte	31.00
Jno. H. Roth & Co., Peoria	43.37
A. S. Klein Co., Chicago	51.13
Tillman Brothers, LaCrosse	73.69
Wolverine Mfg. Co., Zeeland	34.20
Tomlinson Chair Mfg. Co., High Point	92.26
Hot Blast Feather Co., Grand R'ds	209.65
Herpolsheimer Co., Grand Rapids	482.14
H. Leonard & Sons, Grand Rapids	35.94
Clark-Weaver Co., Grand Rapids	68.83
Gibson Refrigerator Co., Greenville	54.98
Belding-Hall Company, Belding	55.18
Kelly Chair Company, Kent City	29.00
Northern Furn. Co., Cheboygan	90.00
Falcon Mfg. Co., Big Rapids	38.90
Bay View Furniture Co., Holland	53.30
Detroit Stove Works, Detroit	62.53
Buffalo Lounge Co., (Buffalo)	108.97
Wolverine Mfg. Co., Detroit	100.85
Art Laurel Stove Co., Detroit	543.36
Hard Mfg. Co., Buffalo	54.87
J. H. Palin, Grand Rapids (rent)	60.00
A. Nagelkerk, Grand Rapids	28.85
Home Fuel Co., Grand Rapids	15.40

In the matter of James W. Murtaugh, bankrupt, merchant of Wyman, the receiver, Gerritt J. Wessink, of Grand

Rapids, filed the inventory and report of appraisers showing a stock on hand of the appraised value of \$1,200. An order was made by the referee for the sale of the assets, after giving ten days' notice to all creditors.

Dec. 26—In the matter of Albertus Grit, bankrupt, former merchant on West Leonard street, Grand Rapids, the trustee, Henry T. Stanton, of Grand Rapids, filed his final report and an order was made by the referee calling the final meeting of creditors to be held at his office on January 17. The only assets in this matter were claimed to be exempt and were assigned prior to adjudication to the bankrupt's attorney to cover attorney fees and expenses, and after adjudication to the National Grocer Co., the assets were sold by the trustee by consent of the bankrupt and such assignees, coupled with an agreement that the actual administration expenses be paid from the fund and the balance turned over to the assignee, National Grocer Co.

In the matter of Glenn Newland, bankrupt, merchant of Butternut, an order was made by the referee calling the first meeting of creditors to be held at his office on January 11, for the purpose of electing a trustee, examining the bankrupt, etc.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Young Fen's Business Association of Pt. Huron will hold its annual banquet Jan. 9, with Senator William Alden Smith as the principal speaker.

Kalamazoo papers estimate that not less than \$15,000 was left in that city by the Grangers during the recent State convention there.

The Duplex Power Car Co. may soon resume active operations at Charlotte. The plant has been idle for several months.

Ground has been broken at Owosso by the Michigan Central for a new passenger station, which will be located near the present junction site. Under a tentative agreement the Grand Trunk and the Ann Arbor roads will utilize the building as a transfer station, maintaining their downtown depots.

The Kalamazoo Commercial Club has taken steps towards incorporation. Efforts towards securing a convention hall will be renewed the need of the same being emphasized in taking care of the State Grange meeting recently.

Nearly 100 cars of sugar beets were shipped from Ionia and vicinity this season and between \$12,000 and \$15,000 was paid to the growers.

The Lakeside Board of Trade has been organized at Muskegon to look after the interests of the west end of the city.

The Muskegon and Manistee Development Co. will be incorporated to take up the work of making preliminary surveys and secure rights of way and terminals for the proposed railroad to be operated between the two cities. The sum of \$5,000 will be raised at once for expenses and of this amount Muskegon will pay \$1,500, Manistee \$800, Ludington \$700, Fremont and Scottville \$400 each and other towns smaller amounts.

Secretary Gray, of the Lansing Business Men's Association, in a recent talk before the Lansing merchants, urged the members to use every possible means to compel the railroads in Lansing to give the city better freight service. He declared the railroads are using the same freight houses they did twenty years ago and that there is not a day when

these houses are not overcrowded, with freight remaining in the cars for days before being unloaded.

Vocational work is being undertaken in the public schools of Kalamazoo, with the manufacturers of the city in active co-operation.

The Detroit & Mackinac Railroad has opened a \$75,000 passenger station at Alpena and the Chamber of Commerce of the city tendered the officials of the road a banquet in honor of the event.

The Michigan Central has prepared plans for a new depot at Gladwin.

The Michigan Railroad Commission has ordered the Pere Marquette to build a new passenger and freight depot at Beaverton, to be completed by July 1 next.

Mayor Farrell, of Kalamazoo, is urging a new building ordinance and housing measures to care for the city tenement population for years to come.

Saginaw has a dock line problem on its hands in connection with the river improvement and options are being secured on abutting property in order to widen the river to 600 feet.

Scottville will build a city hall and has purchased a site for the same.

Gogebic county is far from being dry, according to the recent statement of the County Treasurer. The county has 100 liquor dealers, the city of Ironwood, with less than 13,000 people, having forty-nine saloons, Bessemer with 4,500 people having twenty-three saloons, and the village of Wakefield with 714 souls has eight thirst parlors. Think of Grand Rapids with 1,264 saloons, but that would only be keeping abreast of Wakefield.

Reports of traffic through the Soo canals for the past season make a very satisfactory showing in spite of the off year. There has been a decrease in shipments of iron ore, copper, building stone, lumber and general merchandise, but this loss is very nearly offset by the increase in hard and soft coal, wheat, grain and salt. Passenger traffic for 1911 also shows a marked increase.

Almond Griffen.

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

Buffalo, Dec. 27—Creamery butter, 32@39c; dairy, 20@30c; rolls, 22@27c; poor to good, all kinds, 18@25c. Cheese—Fancy, 15½@16c; choice, 14@15c; poor to good, 8@12c. Eggs—Candled fancy fresh, 33@35c; choice, 30@32c; cold storage, 23@24c.

Poultry (live)—Turkeys, 18@20c; chickens, 12@14c; fowls, 11@12½c; ducks, 16@17c; geese, 14c.

Poultry (dressed)—Geese, 14@15c; turkeys, 20@22c; ducks, 18@20c; chickens, 13@15c; fowls, 12@14c.

Beans—Red kidney, \$3@3.25; white kidney, \$2.75@3; medium, \$2.40@2.45; marrow, \$2.75@2.80; pea, \$2.45@2.50.

Potatoes—90c.

Onions—\$1@1.15.

Rea & Witzig.

It isn't because a man values himself cheaply that he sometimes gives himself away.

Potatoes Ten Cents Higher.

Conditions of the potato market look very strong for the present. Prices to-day are easily 9@10c per bushel higher than one week ago, with prospects that they will be forced a few cents above present prices.

This is the logical time for those who have stock in storage to unload. Anything which is sold on the present market will probably be accepted at the other end and there should be a good, safe margin. Growers are not disposed to sell and there is no question but what the high point of the season will be reached within the next two or three weeks.

To those who are inclined to speculate, we urge them to beware of the spring market. There is abundant supply of potatoes in Maine and New York and also liberal quantity in Wisconsin and Michigan. The time will surely come when the growers will let go and, while we do not anticipate any very great changes in the market during the winter months, we believe that when the season for loading box cars is here that we will see a bad break and a heavy decline from present prices.

A. G. Kohnhorst.

Heroism Among Women.

It is painful to note that few Carnegie medals go to women. One might infer from this that heroism is exclusively a male characteristic. Fortunately, it isn't so. As a fact most women have to be heroes to get through this world at all. They do things right along which would make a man famous. Some of them exhibit constant heroism by living with men who ought to be in jail or in the tomb. But, aside from such considerations, women have done their share in every branch of heroic effort so far as opportunities opened.

At a meeting of all the Protestant ministers of Toledo, the other day, public dispensaries where drinks will be sold without profit were advocated. The preacher who brought up the question said intemperance had been fought for sixty years in Ohio, and no progress had been made. He believed something should be done to improve conditions and favored public dispensaries, the state to furnish pure alcohol for medicinal or scientific purposes, and no liquor to be sold to minors or drunkards or keepers of disreputable places. All the ministers went on record as favoring the plan.

A Boston surgeon says that no family should be permitted to keep more than one cat and that all cats should be licensed and a fee paid for registration. This would do away with homeless felines. The surgeon believes all female cats should be humanely exterminated at birth except such few as would be found necessary for breeding purposes and that a bounty should be put on every cat found roaming around the country.

BUSINESS CHANCES.

For Sale—New flouring mill, water power and residence. Railroad town, fine location. Good business. Will take farm or merchandise as part payment. Roberts Bros., Millbrook, Mich. 851



There is No Stronger Proof of Merit than Continued Popularity



HOLLAND RUSK has grown in popularity from year to year. The sales are constantly increasing. This can be due to but one thing: The sale of one package means a steady customer. The merits and all-round usefulness make it a seller—a quick repeater. Are you getting your share of the sales? If not, order a case from your jobber today.



Holland Rusk Co. :: Holland, Mich.

Avoid Imitations

Look for the Windmill on the Package

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.
Opposite Morton House Grand Rapids, Mich.



IMPORTED FROM HOLLAND

Gives you a reputation for QUALITY—add to this value, SERVICE and you have a business builder that will always delight your customers and pay you constant and permanent dividends.

Write for samples and prices.

BISCUIT FABRIEK "DE LINDEBOOM"

American Branch—Grand Rapids, Mich.

Reasonable

We make candy for profit which you can sell at a profit and which your customers can *eat* with profit. The profit is mutual and the Supreme court is satisfied.

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

Condensed Pearl Bluing

"Will Not Freeze"

5 Cent Size 3 Dozen Box
10 Cent Size 2 Dozen Box

See Price Current

Sold by Jobbers
Or will Ship Direct

Supply your customers with Bluing that will give satisfaction and repeat orders.

Jennings Flavoring
Extract Co.

Manufacturers

Grand Rapids, Michigan



BOSTON BREAKFAST BLENDED
A Delightful Drink

Popular in Price and a Trade Getter

Roasted Daily

Judson Grocer Co., Grand Rapids, Mich.

Consumers are Wedded to the

Hart Brand Canned Goods

Because Quality is Always Notable

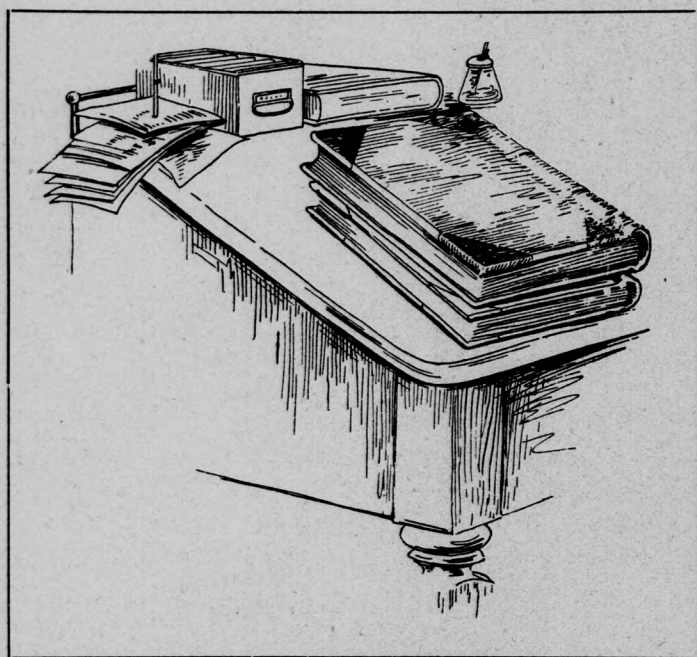
All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

**The HART BRANDS Satisfy Consumers
They Are Trade Winners and Trade Holders**

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.

W. R. ROACH & CO., HART, MICH.



Twelve O'Clock

When you wake up and the clock strikes twelve, when it's darker than pitch and the wind blows a gale, you say to yourself:

“What a Wild Night for a Fire”

Then you think of your own place of business and you say, “Well, I’m insured.” Are you? What about your valuable papers and account books—are they insured? What would be your loss if they burned? You dislike to think about it, don’t you?

Think Once More and Buy a Safe

During the winter months we have the most fires. Better get busy and write us today for prices.

Grand Rapids Safe Co. Tradesman Building Grand Rapids, Mich.
