

## IMAGINATION

In Imagination's garden grows the Tree of Golden Fruit;  
There the breezes murmur with the cadence of a lute;  
There dream, and then awaken, with the will to do and dare;  
Hearts are strengthened, souls are chastened, by Castles in the air.

He is but a plodding dullard who is linked to proven fact;  
Ambitionless, he struggles through each day of gloomy act.  
He turns from Light Supernal to the Darkness of despair;  
Losing all the joy of living in a Castle in the air.

The dream of only yesterday's reality to-day;  
The Minds of those who bless the earth are not of earthy sway;  
The future is unknowable, yet viewed from Fancy's stair,  
Shows many truths that are to be in Castles in the air.

Then leave the utter grossness of all sense but that of Thought;  
Let Mind seek out the fairyland that angel hands have wrought;  
Return, refreshed in Spirit, to find earth as truly fair,  
As thy beauteous Dreamland pictures of Castles in the air.

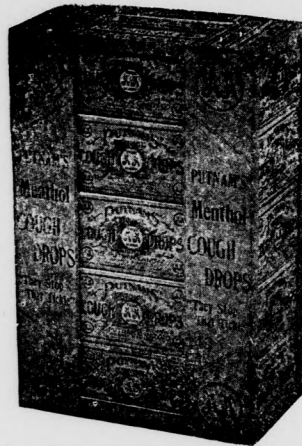
Color is but Thought of beauty; music is but vibrant air;  
Love hath no sordid measure, but is present everywhere;  
Then make your life all beautiful, let every creature share  
Your home of Peace, of Trust, of Truth; your Castle in the air.

**WORDEN GROCER COMPANY**

THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



**Putnam's  
Menthol Cough Drops**

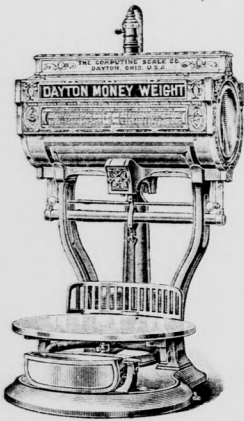
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Price \$1.00

Each carton contains a certificate, ten of  
which entitle the dealer to

**ONE FULL SIZE CARTON  
FREE**

when returned to us or your jobber  
properly endorsed

**PUTNAM FACTORY, National Candy Co.  
Makers  
GRAND RAPIDS, MICH.**



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Other  
Fellow  
Experiment**

Twenty years' experience  
in building Computing Scales,  
is a service that is handed you when you buy a  
Dayton Moneyweight Scale. There's as much dif-  
ference in Dayton Scales and "The Other Kind," as  
there is between a Swiss Watch and a "Dollar  
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Buy a Scale with a System  
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Have you had our booklet of Store Systems. "The Bigness of Little  
Things?" It's free. ask for it.

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FIRST PRIZE**

**New York  
State**

**BUCKWHEAT  
FLOUR**

**Kiln Dried None Better**

**JUDSON GROCER CO.**

Wholesale Distributors

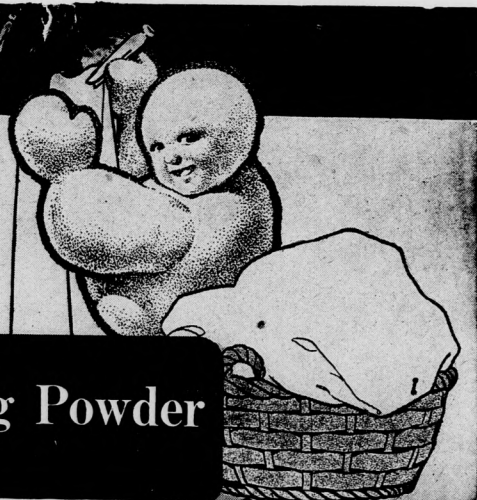
**GRAND RAPIDS, MICHIGAN**

**next time**

**Don't forget to include  
a box in your next order**

**Lautz Snow Boy Washing Powder**

*Lautz Bros. & Co. Buffalo, N. Y.*



# MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 4, 1912

Number 1524

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## FALSE HONOR.

A specialist has stated that the beginning of the manufacture of the criminal is in our public schools. The statement is startling and worthy of more than a passing thought. Yet in some communities we find the children of well-bred and honest people shielding crime. They would not themselves commit it, yet under this false system of honor, they habitually conceal it.

They scorn to be a tattler—a tell-tale. This is all very proper in a certain sense. We despise the man or woman who is habitually meddling and telling. If Johnny makes a practice of running to the teacher or the parent every time Tommy hits him with a snowball, this sort of an adult is apt to be the result. But if the same Tommy does some real mischief, it is not honor to conceal the fact; to fail to report it, lest one be dubbed tell-tale.

When property is being destroyed it is the duty of children who are aware of this fact to report. Their sense of honor is no more violated than when an adult sees some direct violation of the law and makes it known to the proper authorities. If we saw a highwayman forcibly wresting from an honest citizen his pocketbook, what would we consider ourselves if we did not in some way enter a protest? Yet the bully is in some schools wresting from the pocket of the small boy coins as well as other personal belongings, and even the lad robbed hesitates about letting his own people know the situation lest his standing in the school be lowered; lest he be classed in the hated list of "tattlers."

It is time where such conditions exist that children be taught the dishonor of shielding crime. They mean well, but in their zeal to guard against a bad habit they go to the other extreme, of aiding others in wrong doing.

## BEING ON TIME.

Some one has said that the difference between a man and a woman is that the former is punctual; the latter is not. Though in justice to both it is further asserted that the daily associations of the man enforce

promptness, while there are so many unexpected little things in the routine of housework which compel the adaptations of woman from ironclad rules.

Yet we have known men proverbially late, and women who always washed on Monday and ironed on Tuesday, no matter how much the rest of the family were at times inconvenienced by the rigid rule. And here comes the value of adaptation, though it is funny how quickly it may be used on the wrong side if it is not enforced on the right.

Just make a practice of opening your store at seven or a little later—any time from seven to half past—and note how quickly after a few vain trials of the door some of your prompt customers will desert you for the house across the way. They have no time for fooling. They want to know what they can expect, and they will soon go where this rule is carried out.

Just promise to deliver goods at a certain time in the morning, and then make the word good any time when you happen to think of it during the day. You do not know that the steak is wanted for the one o'clock meal, or that the dressmaker is waiting idly for the dress material which you promised to send up "right away." But some one is nursing her wrath and promising herself never to be caught that way again. For one thing is sure, if woman is not herself prompt, she does not readily pardon others for a similar offense.

But really, is the charge against her deserved? In housework she is forced to swerve when the baby cries, or when the unexpected caller comes, or when the fire does not burn. In office work she is as a rule punctual. She does not have to sober up from a drunken debauch. She must be punctual to be successful, just as much as a man.

## FOR A SANE CHRISTMAS.

A few leading women of Chicago have taken in hand a new crusade—the crystallization of a sentiment which has been growing for some years—that the modern trend of Christmas observations is fast losing the old-time Yule-tide significance and that the overworked eyes, hands, nerves and pocket-books should now take a rest.

The movement is against useless giving and is headed by such women as Jane Addams, Dr. Lena Sadler and Miss Mary McDowell. At a recent meeting resolutions were passed pledging against the harmful influence of the meaningless gifts which now congest the mails as the holiday season approaches and increase the burdens of the family. There is just regret over the "commercialization of Christmas." The girl who said an

emphatic cuss words when told that Mrs. B. had given them a subscription to a most popular monthly and then explained that now they would "have to spend a dollar and a half upon her," speaks the nature of the situation all too often. It is not that they do not like the gift, neither that they do not wish to give in return, but they have not the means. The resolution adopted by the new crusaders reads as follows:

Resolved—That we endorse and enlist in the sane Christmas crusade designed to encourage a revival of the consistent Christmas spirit of good cheer and uplifting fellowship; to foster and promote a sane and reasonable Christmas; to encourage and inspire the writing of letters, the sending of appropriate greetings and the giving of useful and needy gifts to children and to worthy poor; to discourage a further increase in the practice of burdensome and meaningless gifts.

The ladies interested promise a vigorous campaign for the next few weeks. There is no copyright upon the resolution; it is as free to the people of either coast as to those of Chicago—and it may be made of as much use. May the good work go on!

## THE CAMERA FOR FUN.

Hunting with the camera is every year displacing the old form with shot and shell. The person who has a little leisure will find no single source of enjoyment more profitable, and the amusement is an elevating one. It takes quite as much skill to catch the bird in a suitable pose and to adjust the focus of the lens as to bang away and in a flash put one insect destroyer out of existence.

The local dealer in cameras will find it greatly to his advantage to let the people know what he can do with it himself. He may display any number of finely finished photos sent out by the firm for the purpose. The thinking public know that they cannot compete with professional work, in many instances cannot even imitate it. But the minute a picture of local flavor is brought to view, the interest is centered upon it.

Get some good pictures of your own town and your own store. Genre types are always of interest, although care should be taken never to offend. For no matter how grotesque the old man's garb may look, he is probably grandpa to some one who will resent any seeming act of disrespect. Watch for the amusing and the unusual and you will be sure to find it. Place some child with golden curls upon one of your mammoth pumpkins and snap the effect. Send it away hugging a box of your newest brand of confection and take another snap. Place

these in your window and people will not only realize that a camera is something of real value, but you have a local notice of your confection which is just as effective in your own territory as are the famed pictures which have made "It floats" and "Never scratched yet" so well known. You have shown not what the makers can do with the camera, but what you can do with it. In this there are suggestions for others which will result in more than passing interest.

## THE HOME BAKER.

In almost every community there are customers who prefer the home-made bread and cakes and are willing to pay a little more if they can be sure of getting a first-class article. There are in these same communities deserving women who are good cooks and not so situated as to be able to go out to service, yet who need the money which this work would yield.

Under our personal observation these conditions are in at least one instance made to do good service to the three parties directly concerned. A leading grocer engages a neighboring woman to bake so many loaves of bread and so many dozen cookies a week. He has gradually worked up a trade in this stock, being able to guarantee it as perfectly fresh and first class in every particular. It is also known that he will take orders for cake made by the same parties. But as there is in that town less call for it, such work is done only by direct order.

The woman is supporting her family well through the income thus derived and is at the same time able to keep her home work well in hand. True, she might sell direct to customers. But she finds several advantages in doing it through the local grocer. If there happens to be a surplus or a credit which proves annoying, she is not bothered with this. Her own work is not interrupted by a call now and then when she can ill afford the time. The stopping to wrap up singly a loaf or a few cookies might easily amount to more to the damage of one whose specialty is not selling goods than the small commission which she allows to the man who is in the business regularly. Besides, he is centrally located, and she is on a rear street where the public cannot be so well served. On the whole, the plan is entirely satisfactory to all concerned and one of the ways of home-money-making solved for the woman who always has good luck with her baking.

Noble souls, through dust and heat,  
Rise from diaster and defeat,  
The Stronger.

## CLOVERLAND.

## Zephyrs From the Upper Peninsula of Michigan.

Marquette, Dec. 2—About one of the most pleasant surprises that a traveler could get would be a visit to Covington. This is a Finnish farming settlement on the D., S. S. & A. Railway between Nestoria and Sidnaw, on the Duluth extension. Through the enterprise of the land department of the D., S. S. & A., a small colony of sturdy Finns settled here some fifteen years ago and undertook the Herculean task of taking off the hardwood, mostly maple, and clearing the land. The enterprise became successful—a feat that could only be brought about by constant and unremitting toil and self denial—and other Finns came in and the colony became larger and stronger and, in the meantime, the land was getting more and more cleared and under cultivation and the returns from the farming lands began to come with the returns for the hardwood logs and the wood. They have the advantage of two markets for their products, the copper country and the iron country. The most of the cordwood, however, finds a market with the Consolidated Fuel & Lumber Co., at Ishpeming. One of the settlers, a most thrifty man who had all the sturdy qualities of the pioneer, who made a financial start here, prospered and bought up considerable of the land and put in a sawmill, which not only affords employment, but a market for his countrymen farmers for their logs. This is a most remarkable man, August Hutula. Now the place is becoming quite impressive to the stranger, as the first thing that greets his eye is a large and capacious depot built of concrete, a fine two-story building. The agent, Mr. Willman, is a most courteous gentleman. The next point of interest is, indeed, a pleasant surprise for a place which is yet considered in the primitive state. It is the general store of W. H. Oakley. On entering the store you are amazed to see such a stock of goods in such a seemingly small place. You then consider, as you look down both sides and see a full line of showcase counters—the most modern fixtures you would find in a metropolitan store—and a staff of clerks who are picked men and who are all busily engaged in their several departments. You find the store, no matter what time of the day or week you come, pretty well filled with customers. They insist on the best quality of goods that money can buy. The stock would inventory about \$15,000 and the annual business is about \$50,000 a year. Nehls Peterson is the store manager. He has been in Mr. Oakley's employ for the last eighteen years and has been manager here for a term of fourteen years. The book-keeper is Ed. Betts, who has been here for three years, and the head clerk is Alfred Cayamus. They are all picked men, especially adapted to general store work, and none quibble about his particular part of the work. It is an every day occurrence to see the store manager piling goods into the ware-

house and the book-keeper hauling freight from the depot, all seemingly putting in their time where it will count the most for their employer. There are also a number of lady clerks. August Hutula, whom we have already mentioned, came here from Ishpeming, where he worked as a miner in the iron mines some ten years ago with only a few hundred dollars which he saved out of his earnings. By dint of hard work and keeping a stiff upper lip and with the assistance of a generous amount of nerve, he swung his first deal of \$15,000 worth of land, which proved to be the nucleus of a fortune, as he is now conservatively estimated to be worth from \$75,000 to \$100,000.

We give this somewhat extended write-up on a seemingly insignificant little primitive farming village, just emerged within a few years from the primeval forest, in order to show the possibilities of this Cloverland region of ours, and we are of the opinion that, with the work of the Upper Peninsula Development Bureau and the new land development branch of the D., S. S. & A. Railway, there will be in the next five to twenty years a wonderful development in Upper Peninsula farming lands.

The versatility of Charles A. Wheeler has again been called to our attention. On Sunday, November 24, we called on him at his room at the Clifton Hotel. Our call was at 3 p. m. We were very much surprised to find him engaged in the ablutions which are usually performed in the morning. His explanation was that he was invited out for supper to the home of Mr. and Mrs. John Godwin. That evening we felt religiously inclined and, accompanied by Brother Burtless, we went to church—the Presbyterian church, to be exact—and Burtless and the writer pretty nearly fell dead when our friend, Charlie, during the offertory, sang a beautiful bass solo, "Rocked in the Cradle of the Deep." He was in splendid voice and acquitted himself as an artist. We have known him for fifteen years and never before knew he could sing a note.

We are pleased to announce that a new and very necessary stage line has been established between Rudyard, an important farming town in Chippewa county, on the Soo line, and the thrifty inland town of Pickford, leaving Pickford at 7:15 a. m. and arriving at Rudyard at 10:15 a. m.; leaving Rudyard at 1:15 p. m. and arriving at Pickford at 4:15 p. m. This is a service that will be highly appreciated by our traveling boys and will be assured a liberal patronage from the start.

Brother C. W. Thompson, of Laurium, a faithful member of the local Committee on Railroads and Transportation, is doing good work. He recently called on the officials of the Soo line in Gladstone and called attention to the necessity of a flag stop for Engadine for trains No. 7 and 8. We have now been notified that his request has been granted and the flag stop ordered. Brother Thompson is an ex-railroad man.

John J. Flangan, Vice-President and General Manager of the Sagola

Lumber Co., has just returned from the Mercy Hospital, Chicago, where he had been a patient ever since he suffered a most strangely peculiar accident which very nearly cost him his life on July 26 last. He is subject to somnambulism and the day previous was suffering some from indigestion. During the night it seems that during an attack of somnambulism he arose from bed and jumped through the window onto a pitched roof of a veranda and fell nine feet to the lawn, injuring his spine so severely that a partial paralysis of the bowels and bladder took place. As soon as the conditions would warrant it, he was removed to Mercy Hospital, Chicago, and an operation performed by the eminent surgeon, Dr. Murphy, in which several parts of the vertebrae were removed. The incision was eight inches long and, while it will be a long time before he is well, he is in a fair way for recovery.

We are pleased to notice under "Honks from the Auto City Council" a little protest on the part of Brother Bullen on our non-communicativeness on some of the jokes we played on our Grand Council visitors in September. If good Brother Bullen wasn't quite so general and gave us a hint as to just what particular joke bottle he refers, we wouldn't have the least objection to piping it off to him. Does he refer to a 300 pound midnight arrival at the Clifton Hotel who had to share a davenport with a drunken sailor? Or does he refer to the poor little fellow who said in a very plaintiff way, "Oh, no, I am not sick. All I want is solitude?" Ask Jim Hammell. Next week we might tell you a little more.

Ura Donald Laird.

## Special Features in the Grocery and Produce Market.

Special Correspondence.

New York, Dec. 2—No changes have taken place in quotations of spot coffees, Rio. No. 7s being quoted at 14½c and Santos 7s at 16⅞@16¼c. In store and afloat there are 2,414,114 bags, against 2,344,488 bags at the same time last year. The week has been mighty quiet. Several reasons are given, as, for instance, the sympathy of the spot with the option market. The latter has been anything but satisfactory and buyers of real coffee have been watching the situation very carefully. Stocks throughout the country are said to be rather moderate, but buyers are holding off; and another reason is that the holiday trade is overtopping everything else and all staples are apt to lag for the next few weeks.

The sugar market lacks animation and there is only the usual in-the-rut trading going on. The prevailing rate for granulated is now 4.90c. A year ago the quotation for the same was 6c, and raws were 5.06c, as compared with 4.05c at present.

Some good-sized sales of Formosa teas have been noted at what are regarded as good figures. Aside from this there is only the stereotyped reply of "Nothing Doing" in response to a search for light. Improvement is looked for with confidence as soon

as the holiday trade is over and the perplexing position of green teas in "officialdom" is settled.

Rice is showing up well—for the time of year. Dealers report a pretty good run of orders and prices are decidedly firm for all grades. Prime to choice domestic, 5½@5¾c.

Spices are steady. Stocks seem to be ample for all demands and the outlook is rather in favor of the seller. Zanzibar cloves, 20¾@21c. Singapore black pepper, 11⅞@11¼c.

Molasses is firm. Stocks are moderate and the demand is fairly satisfactory. Syrups are in light supply and firm. Fancy is quoted at 25@28c.

Packers of tomatoes are said to be offering standard 3s very freely at 82½c f. o. b. Maryland, without finding takers. There seems to be an impression among jobbers that a further decline will take place and they are not going to be caught with the goods on them. Really desirable corn is in very moderate supply. In fact, there is said to be practically no stock in first hands. Many retailers are making drives on tomatoes and lots of them are going into consumption every day. There is not much vim to the trade in peas and the opening prices—on last year's basis—do not seem to fill the buyers with glee. Other goods show no change in any respect.

Butter has been steadily advancing in price and stocks have been as steadily reduced and the amount in transit is not so large as to give encouragement for lower rates. Creamery specials are worth 37c. There is a good demand for top grades, while other varieties languish slightly. Held stocks, 33@34c. Imitation creamery, 24@25½c—a decided difference between the imitation and the real thing.

Cheese is rather quiet. The quotations are at a figure that may curtail consumption somewhat, but stocks are not overabundant. Whole milk, 17¾@18c.

Near-by eggs are hammering away to reach the 60c mark and they lack only 2c, but top grades of Western stock are working out at 38@40c—this for fresh-gathered extras; firsts, 35@38c; held stock, 25@28c.

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

Buffalo, Dec. 3—Creamery butter, fresh, 33@37c; creamery storage, 30@32c; dairy, 25@32c; poor to good, all kinds, 20@24c.

Cheese—Fancy, 17@17½c; choice, 16½c; poor to common, 10@15c.

Eggs—Choice, fresh, candled, 35@40c; cold storage, candled 23@24c.

Poultry (live)—Turkeys, 17@18c; cox, 10@11c; fowls, 12@15c; springs, 12@15c; ducks, 16@17c; geese, 15c. Poultry dressed, turkeys, 17@18c; ducks, 18@20c; geese, 13@14c; chix, 13@16c; fowl, 13@15c.

Beans—Red kidney, \$2.75; white kidney, new \$3; medium, new \$2.50; narrow, new \$3; pea, new \$2.50.

Potatoes—60@65c per bu.

Rea & Witzig.

Many a man performs his work as though he thought he was doing the boss a favor.

**BANKRUPTCY MATTERS.**

**Proceedings in Western District of Michigan.**

Nov. 27—In the matter of the American Electric Fuse Co., bankrupt, of Muskegon, the trustee, Paul S. Moon, filed his final report and account showing all his acts, in closing out this estate, disclosing total receipts of \$179,599.11; total disbursements in conducting the business of the bankrupt as a going business, administration expenses, preferred claims and first dividend of 5 per cent., \$83,858.62; balance on hand for distribution, \$95,740.49. An order was made by the referee calling a final meeting of creditors to be held at his office on December 16, for the purpose of considering such report and declaring a final dividend for creditors.

A voluntary petition was filed by Martin J. Naerebout, of Grand Rapids, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Wicks. Order was made by the referee calling a first meeting of creditors to be held at his office on December 18, for the purpose of electing a trustee, if desired, proving claims, examining the bankrupt, etc. The bankrupt's schedules show no assets, excepting a certain promissory note for \$207, and household goods, claimed to be exempt. The following creditors are scheduled:

Peoples' Savings Bank, Grand Haven	\$ 200.00
Worden Grocer Co., Grand Rapids	74.18
Washburn-Crosby Co., Grand Rapids	56.00
H. Hamstra Company, Grand Rapids	56.69
Watson-Higgins Co., Grand Rapids	83.20
W. H. Murphy Co., Chicago	35.75
P. Koop, Chicago	9.63
Sawyer Biscuit Co., Chicago	39.43
McNeil-Higgins Co., Chicago	275.04
Bear Brothers, Chicago	43.10
H. D. Spalink, Grand Haven	60.00
C. Wilderom, Grand Haven	66.33
Holland Rusk Co., Holland	27.50
National Publishing Co., Detroit	3.00
Leslie Judge Co., Detroit	4.50
Edwin Fals, Lowell	5.00
	<b>\$1,040.35</b>

A voluntary petition was filed by John D. Goldberg, of Grand Haven, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Wicks. Order was made by the referee calling the first meeting of creditors to be held at his office on December 18. The following creditors—all located at Grand Haven, except the Gobleville Milling Co.—are scheduled:

Cris Lock	\$ 400.00
John M. Cook	625.00
Grand Haven State Bank	228.35
Peoples' Savings Bank	90.00
John Wacker	113.97
Henry Neetring	20.45
Boomgard & Son	11.86
Martin Stap	49.46
Gobleville Milling Co.	78.00
Vantoll Brothers	6.02
C. E. Bradwell	27.00
John & Henry Pellgrim	16.60
R. A. Smith	83.45
Henry Bolt	15.69
J. Van Dyke	27.47
Dr. W. DeKlein	18.00
J. Hoffman	114.00
Koolman Bros.	4.00
Charles Pfaff	10.00
F. Strausberg	5.35
	<b>\$1,789.92</b>

**Assets scheduled:**

Real estate exempt as homestead and mortgaged	\$1,200.00
Machinery, etc.	244.00
Household goods, claimed as exempt	200.00
Stock, wagon, etc., claimed as exempt	287.00

Nov. 29—In the matter of Belcamo Nut Butter Co., bankrupt, schedules of the assets and liabilities were filed, and an order was made by the referee calling the first meeting of

creditors to be held at his office on December 17, for the purpose of electing a trustee, etc. The bankrupt's schedules show the following assets:

Cash in hands of Circuit Court Clerk	\$ 398.34
Fixtures and stock on hand	212.00
Due on open account	125.00
	<b>\$ 735.34</b>

The following creditors are scheduled:

City of Grand Rapids, taxes	\$ 17.80
Belden Reagan, Grand Rapids	120.00
Suffolk Peanut Co., Suffolk	330.88
Bain Peanut Co., Wakefield	475.00
John King Peanut Co., Suffolk	634.94
Michigan Trust Co., Grand Rapids	17.00
Citizens Telephone Co., Grd. Rpd.	39.06
Tooker-O'Brien Co., St. Paul	39.08
G. R.-Muskegon Power Co., Grand Rapids	12.45
G. R. Gas Light Co., Grand Rapids	8.00
	<b>\$1,333.25</b>

Dec. 3.—In the matter of Glengarry Mercantile Co., bankrupt, of Glengarry, the trustee filed his first report and account showing a balance on hand for distribution of \$6,596.28 and an order was made by the referee calling a special meeting of creditors to be held at his office on December 20, for the purpose of considering such report and account and declaring a first dividend for creditors.

**Follis Sides With Ura Donald Laird.**

Marquette, Dec. 2—Brother Ura Donald Laird being in paroxysm of grief over the way Bro. White, of Traverse City, has "taken on" about his well meaning comment on Bro. White's pet movement toward legislation enabling travelers to vote when away from home, he has asked me to write for him, as Brother Laird and myself exchange notes occasionally. He is a fellow I thoroughly understand and he understands me. I am satisfied that he went into this matter not superficially, but with a good deal of thought and, moreover, with the kindest of feeling toward the success of the movement and also toward Brother White personally.

When he offers the opinion that such a law could hardly be crystalized into a reality, for the reason that the commercial traveler could hardly expect any special legislation favoring his occupation and avoid the criticism of being the beneficiary of class legislation, I am of the opinion that his position is quite tenable and his point well taken. To my mind, his diagnosis of the case was by no means a superficial one, because his guiding star in this matter is not Bro. White's circular letter at all, but the press comments all over the country dealing with the subject; and it may be said now that it is to be regretted that this matter has come to be reviewed by press and public as a commercial traveler's movement strictly. Bro. White says that the commercial traveler is the smallest factor in point of numbers which this law would affect and that the largest number benefitted would be railroad men and makes the astounding statement that there are about 10,000 legal student voters in our State. Is Bro. White aware of the fact that the legal voting age in Michigan is 21 years and that woman's suffrage at the present time appears to have been lost and that children's and little boy's votes don't count excepting in a straw vote? This, by a careful estimate, would reduce Bro. White's 10,000 student

voters to about 1,500—to be real generous. We ourselves of the U. C. T. can show a membership of 2,500 and we hardly represent more than one-third of the travelers resident in Michigan. That would make 7,000 or 8,000 travelers and I opine that this is quite as many, if not more, than the railroad men can muster up. As for the vessel men, more than three-fourths of these voters come from New York and Ohio ports, who would have no part in the matter at all.

Ura is certainly not wrong in stating that this would have to apply to all citizens of the United States, as well as to travelers, because it is only citizens of the United States who have any part in voting at all. When I became a citizen it was of the United States and I never heard of a document conferring citizenship in Michigan. Ura is no fool and he knew before Bro. White enlightened him that the prescription he wants filled in the way of legislation would have to be compounded in the Michigan State Pill Factory. I wasn't aware that Minnesota or Kansas had a law such as Bro. White proposes for Michigan and it seems that it is only quite recently that Bro. White himself discovered that there was such a law. It, therefore, seems to me that it would be well for Bro. White to inform himself on the workings of that law in these States first before he refers my poor prostrate friend, Ura, to the working of it.

Yes, my dear Bro. White, I know you have had many favorable comments on this move and you might include Ura's as a favorable comment, too, but his point was that he was so solicitous for its welfare that he looked into it further and deeper than the mere surface and was only hopeful that while the movement was in a state of embryo, its defects could be remedied before it took a more concrete and definite form; but Bro. White, I opine, took the criticism to seriously on a superficial reading of it and laid himself open to the impeachment of "seeing things" himself.

I cannot refrain from offering the opinion that Bro. White has become so enthusiastic over this pet measure of his that he decrees that the opposite side of the question must not be discussed at all and woe betide any poor fellow who may look at the subject in a broader and deeper way than he can see it, even though he may be just as solicitous for a happy outcome of the matter as Bro. White himself may be. Every such important matter as this is the better for being discussed, pro and con, and I join with Bro. White in his fondest hope that the cause under discussion will be benefitted by this little controversy.

Thomas F. Follis.

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

The Bellevue Improvement Association gave a house warming in its new headquarters recently, with notable speeches, excellent music and dancing. The Association is out after 100 active members by Jan. 1.

Kalamazoo is assured of a convention hall through the strenuous efforts of the Commercial Club in raising a fund of \$10,000.

A foundry twice the size of the one now in use at Battle Creek by the Nichols & Shepard Co. will be erected by that company in the spring.

Believing that its industrial future is well established, Muskegon will discard the bonus plan of getting factories and endeavor to sell new industries seeking location there, factory plants at reasonable prices.

The Michigan Central Railway has accepted Bay City's offer of supplying its new round house and machine shops with water.

The Michigan Central is now running freight over the Lake Shore road from Jackson to Toledo, thus avoiding the transfer at Detroit as well as shortening the haul.

The cities of Jackson, Battle Creek and Lansing have been promised new street cars of modern type.

Funds for a tuberculosis sanitarium are being solicited, both in the city and county of Jackson.

Battle Creek has adopted an ordinance forbidding the sale as well as the discharge of air guns and sling shots within the city.

The newly-organized Lake Shore Commercial Club, made up largely of Saugatuck and Douglas business men, has adopted a resolution endorsing stone roads throughout the country. The Club will hold its next meeting Dec. 11 at Saugatuck.

Alma is assured of improvements at the union passenger station in that city within 90 days, at least the railroad companies have been ordered to make additions and betterments within that period by the Michigan Railroad Commission.

Big Rapids has adopted an ordinance requiring the painting of telegraph, telephone and electric light poles, also prohibiting the posting of bills and notices of any kind on such poles.

Kalamazoo Odd Fellows have purchased the Pratt residence property on West South street, which will be fitted up for lodge rooms.

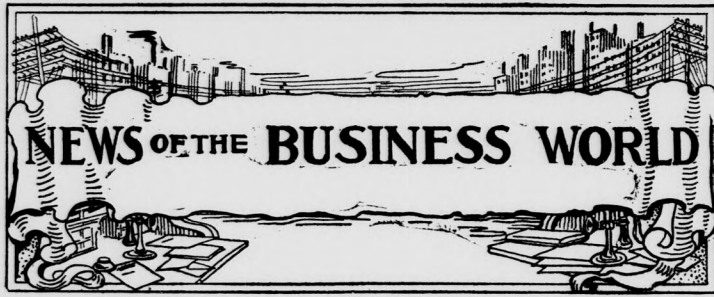
Lansing advertisers have organized, with J. W. Knapp as President and A. T. Vandervoort as Secretary. The club endorses the plan of holding county agricultural fairs in Lansing, starting the coming year.

Genesee county will probably be next in line to secure an agricultural expert through efforts of the Flint Board of Commerce and the granges of the county.

An appropriation of \$50,000, to be used in enlarging the postoffice at Battle Creek, will be asked for at the hands of the next congress.

Detroit is planning for a \$3,000,000 art center in upper Woodward avenue. Almond Griffen.

**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.



### Movements of Merchants.

Kalkaska—Titus & Ritter have engaged in the meat business here.

St. Ignace—Joe Davis has engaged in the grocery business in the Krueger building.

Iron Mountain—A. L. Porter, dealer in novelty goods, has filed a petition in bankruptcy.

Alma—C. H. Smith, recently of Reed City, succeeds Gray & Gray in the bakery business.

Newaygo—A. L. Trask, recently of Indianapolis, Ind., has opened a restaurant in the Dysinger building.

Saginaw—Slocum-Horning Co., dealer in implements and autos, has increased its capital stock from \$6,000 to \$25,000.

Charlotte—Burglars recently entered the grocery store of A. E. Conley, taking a quantity of cigars and tobacco and a small amount of money.

Port Huron—Beard, Campbell & Co., wholesale dealers in carriage hardware, iron and steel, have increased their stock from \$50,000 to \$60,000.

Port Huron—Albert B. Carlisle has sold his stock of confectionery to his son, Lloyd H., who will continue the business at the same location.

St. Louis—A. A. Andrus and George Wilson have formed a copartnership and engaged in the grocery business under the style of the St. Louis Grocery Co.

Alma—The Home Lumber & Fuel Co. has been organized with an authorized capital stock of \$30,000, which has been subscribed and \$15,000 paid in cash.

Detroit—The Consolidated Lumber Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in cash.

Vernon—Albert J. Aldrich, recently of Falmouth, has purchased the Will Jones store building and will occupy it January 1, with a stock of dry goods, boots and shoes.

Fremont—A. C. Brink & Son, grocers, have purchased the store building and grocery stock of Charles Anderson and will remove their own stock to the new location.

Kalamazoo—P. B. Appledoorn & Sons, shoe dealers at 117 and 119 North Burdick street, celebrated the fifty-fourth anniversary of the establishment of their business here Nov. 28.

Onsted—Leland F. Townsend has sold his interest in the general merchandise stock of Downsend & Stephenson, to Harry L. Maxwell and the business will be continued under the style of Stephenson & Maxwell.

Iron River—The Peoples Supply Co. has been incorporated to buy and sell flour, feed, hay, grain, groceries, provisions, dry goods and clothing, with an authorized capital stock of \$10,000, which has been subscribed and \$1,000 paid in cash.

Ewart—E. F. Birdsell has sold his implement stock to Alfred G. Sandberg and Walter Allison, both of Reed City, who have formed a copartnership and will continue the business under the style of Sandberg & Allison, taking possession Feb. 1.

Grand Ledge—Irving Sheets, a highly respected man of this city and a member of the Clarke Hardware Co., passed away Sunday. Deceased was the son of Mr. and Mrs. George Sheets of Crawford county, Ohio, where he was born January 2, 1849, coming to this vicinity when but a child and resided on a farm just east of town until about ten years ago when he moved to the city. He was a prominent member of the Masonic order.

Charlotte Republican: The residence property of Fred Hubbard, on South Main, recently sold to Grand Rapids parties, is to be used for the location of a new three story brick hotel, to be built early next spring, according to the statement of a well-known business man of this city who is in a position to secure inside information in regard to the transaction. It is a well-known fact that several prominent Michigan hotel men have been here during the past few weeks looking for locations and investigating the probable success of a first-class hotel.

Detroit—Treasurer-elect John W. Haarer, who by virtue of the office he will assume the first of the year will be official Sealer of Weights and Measures, will probably ask the Legislature to revise the statute adopted a year or two after Michigan was admitted to the Union, relative to weights and measures. Haarer estimates that short weights and measures cost the people of Michigan an immense amount of money each year, as he has received information that the provisions of the present statute are not enforced to any great extent throughout the State.

Sunfield—Mrs. E. D. Mapes has engaged in general trade, purchasing her stock of dry goods of Edson, Moore & Co. and her groceries of the Judson Grocer Co. Mrs. Mapes was born June 9, 1879, on a farm five miles south of Sunfield, within five miles of the place where she is now engaged in business. She was married June 29, 1899, to Frank Mapes, who is now employed by the International Har-

vester Co. in Kalamazoo territory. Mrs. Mapes has been in the employ of F. N. Cornell, general dealer at this place, for the past seven years, having had entire charge of the dry goods department, both buying and selling.

Detroit—Two of the large downtown stores were victimized Monday by a new and original bogus check game. In the morning a man entered the Newcomb-Endicott store and stated that he wished to pay Russell A. Alger's bill. He presented a check for \$100 and was given \$82.75 in change. When the check was returned as worthless, Mr. Alger was communicated with and declared that he knew nothing of the man. The same plan was pursued in the store of B. Siegel & Co., where a man offered a \$100 check in payment for a coat valued at \$15 which Mrs. L. A. Hubbell had purchased earlier in the day. She had the coat charged. The stranger was given \$85 in change. The description furnished the police by the two firms tally.

### Manufacturing Matters.

Detroit—The capital stock of the Michigan Sprocket Chain Co. has been increased from \$50,000 to \$100,000.

Detroit—The Detroit Auto Heater Co. has been organized with an authorized capital stock of \$2,000, which has been subscribed and \$500 paid in cash.

Detroit—The Peninsular Tool Salvage Co. has been organized with an authorized capital stock of \$5,000, which has been subscribed, \$500 being paid in cash and \$4,500 in property.

Bad Axe—A new company has been organized under the style of the Bad Axe Brick & Tile Co., with an authorized capital stock of \$6,000, of which \$3,200 has been subscribed and paid in cash.

Detroit—The R. C. Mahon Co. has engaged in the flooring, roofing and sheet metal work business, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and paid in cash.

Detroit—The Murchey Machine & Tool Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$40,000, of which \$30,000 has been subscribed and paid in property.

Detroit—The Kliesner-Klenner-Enz Co. has been incorporated to manufacture and sell, at wholesale and retail, trunks, valises and leather goods, with an authorized capital stock of \$7,000, of which \$3,500 has been subscribed and paid in cash.

Detroit—The Detroit Manufacturing Co. has engaged in business to manufacture steel and metal baskets and electric welders, with an authorized capital stock of \$5,000, of which \$3,760 has been subscribed, \$100 paid in cash and \$2,000 in property.

Gaylord—The directors of the Michelson & Hanson Lumber Co., have filed a petition for the dissolution of the corporation. This company has operated for over twenty years at Lewiston and the completion of its long timber cut two years ago is the reason for the dissolution.

Mason—The Mason Elevator Co. has finished the refitting of the old cold storage building here, which it purchased some time ago. Several thousand dollars worth of elevating and milling machinery have been installed, making the plant one of the best equipped in the State. The new elevator is run by electricity.

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

Labor conditions in the cities are veering about, owing to the approach of winter, and the men are hunting jobs instead of jobs hunting men.

Kalamazoo is considering an anti-smoke ordinance and the Telegraph-Press counsels moderation in its enforcement, saying, "better 1,000 factories with great clouds of smoke emitting from their stacks than 1,000 factories with smoke stacks which produce no more smoke than did the paper mills last summer."

Kalamazoo's new ordinance creating the office of Sealer of Weights and Measures went into effect Thanksgiving day.

Members of the Pontiac Commercial Association have posted cards in their offices reading as follows: "The management of this business will not consider soliciting propositions of any nature whatsoever unless the person representing the same bears a card from the Certification Committee of the Pontiac Commercial Association, showing that the cause represented has been investigated and found to be legitimate and worthy, and that the person soliciting in behalf of such cause is authorized to act in that capacity."

The Central Michigan poultry show will be held at Lansing Dec. 28 to Jan. 4 inclusive.

Charlotte will have a new postoffice costing about \$100,000.

Business men of Hastings have formed an improvement association.

Freeport will light its streets with 80 watt Tungstens, having accepted the proposition of J. D. Cool & Sons.

Greenville will have a Sealer of Weights and Measures, beginning Jan. 1. The city is also considering boulevard lights and will vote on a bond issue of \$5,000 at the spring election.

The Civic League of Benton Harbor has distributed \$17 in prize money to school children for proficiency in gardening operations. Almond Griffen.

### Not Needed.

While a traveling man was waiting for an opportunity to show his samples to a merchant in a little backwoods town in Missouri, a customer came in and bought a couple of night-shirts. Afterward a long, lank lumberman, with his trousers stuffed into his boots, said to the merchant:

"What was them 'ere that feller got?"

"Nightshirts. Can I sell you one or two?"

"Naup, I reckon not," said the Missourian. "I don't set round much o'nights."

It takes a brave man to face a little woman at the head of the stairs at 2 a. m.



### The Produce Market.

Apples—Wolf River and Baldwins command \$2.75 per bbl. Spys and Snows fetch \$3@3.50 per bbl.

Bananas—Advanced to \$3.75 per 100 lbs.

Beets—60c per bu.

Butter—A continually advancing market has prevailed since our last report, and 37c is now realized for best makes in tubs. Even a fraction better than this is possible for extremely fancy quality. Stocks in cold storage are moderate and reduction of same has been satisfactory to date, although there is more butter in storage than at this time last year. Last year butter stocks in storage were unusually light. Holders of high quality butter at present are very firm in their views, and there is a strong tendency to advance the market even at present quotations. Local dealers pay 26c for No. 1 dairy grades and 21c for packing goods.

Cabbage—\$1.50 per bbl.

Carrots—60c per bu.

Celery—\$1 per box for home grown.

Chestnuts—18c per lb. for Michigan sweets, and 17c for Ohios.

Cranberries—Late Howes have advanced to \$9.75 per bbl. The demand is active.

Eggs—The comparatively mild weather which prevailed up to the last week of November over the greater part of the producing sections of the country, together with no snowfall, resulted in a production of eggs above normal, and this, together with a comparatively slack demand, resulted in a heavy and dragging market for cold storage eggs. The present quotations of 23c is only barely enough to let the owner out without loss, and as plenty of sellers are found at this price, it may be said that there has been no profit in the storage egg business up to the present time. Storage eggs from now on are dependent on the weather for an active market and for a profitable price. Local dealers pay 32c for all receipts strictly fresh, loss off.

Egg Plant—\$1.50 per doz.

Grape Fruit—\$4.25 per crate for all sizes of Florida fruit. The supply is increasing and prices are considered very low.

Grapes—California Tokey, \$2.50 per crate of 40 lbs. Malaga, \$5@6 per keg of 50 to 60 lbs.

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

Lemons—\$6.50 per box for California.

Lettuce—Home grown hot house head, 15c per lb.; hot house leaf, 10c per lb.

Onions—Spanish are in fair demand

at \$1.40 per crate; home grown command 40@50c per bu. Country buyers are paying 28@30c.

Oranges—Navel, \$3@3.25; Florida, \$3 for small and \$3.50 for good size. Receipts are increasing and it is expected that the quality will be much better from now on.

Potatoes—Country buyers are paying 35@40c at outside buying points. Local dealers quote 45@50c in small lots.

Poultry—The last few days before Thanksgiving saw a great change in poultry and the shortage which was looked for did not materialize or at least not to any great extent. Local dealers pay 10c for springs and fowls; 6c for old roosters; 8c for geese; 10c for ducks; 14c for turkeys. These prices are live-weight. Dressed are 2c higher. The quality of most poultry arriving is very fine.

Quinces—\$1.75 per bu.

Squash—\$1.50 per bbl. for Hubbard.

Sweet Potatoes—Kiln dried Jerseys, \$5 per bbl.; Delawares in bushel hampers, \$1.50.

Veal—6@10½c according to the quality.

### Bean Market Dull and Depressed.

Beans for the past week have been dull and rather on the downward tendency. December is always a dull month and wholesale grocers generally turn their attention to Christmas buying, rather than to beans. Now that they all have a few bags in stock, they are not inclined to take hold, even at the cut price. Elevators in the State are pretty well filled up with picking stock and there is very little demand for future shipments at a price which will let them out even. There seems to be no dropping off of receipts from farmers and nothing in the situation that would point to a higher price for some time at least. There has been a fair demand from the canners for Red Kidney beans and for the past few days a few of the other varieties, like Brown Swedish beans and Cranberry beans, are just steady, with a very light demand.

Ernest L. Wellman.

The University of Southern California has instituted a chair of automobile science, being the first university in the country to recognize the importance of the motor car as a subject of technical study and investigation from the engineering standpoint.

The satisfied customer does not go away comparing your stock and your prices with those of some cheaper house. He goes away thinking of the quality of his purchase.

### The Grocery Market.

Sugar—Beet sugar is about the only kind sold at the present time, as it is about 40c per hundred pounds lower than cane. This is the greatest difference in years and it is said to be caused by beet men being so anxious to sell in order to get money to continue operations. Some people are still prejudiced against beet sugar and think that it is inferior to cane, but United States chemists who have analyzed both, say one is as good as the other for any purpose.

Tea—There seems to be more activity in the market, with prices firm and unchanged. The market in Japan is now considered closed, the total shipments to America being about 2½ million pounds short of last year. Considerable activity is shown in Formosas. The market is practically over, with a shortage in exportations of nearly five million pounds, and importers look for higher prices after January 1. Those willing to sell now find a ready market at firm prices. The crop of India tea will exceed last year's by about twelve million pounds, but only the lower grades have showed any decline. Good teas have brought good prices. Ceylon teas do not show up as well in quality but prices for all descriptions have advanced, with an increasing demand. The market on China teas is quiet and unchanged.

Coffee—Rio and Santos grades have declined ¾c. The decline is speculative, being affected by foreign war and financial conditions. There has been a rumor from Brazil that the valorization interests intended to unload its stock of held coffee in the United States in order to placate the United States Government and induce it to drop its suit. This held stock amounts to almost a million bags and if thrown on the market would, undoubtedly, cause a slump, if the large operators did not prevent this by buying it in. This they would probably do, however. Mild coffees are also a little weaker in sympathy. Java and Mocha dull and unchanged. The general demand for coffee is poor.

Canned Fruits—The demand is gradually increasing, as receipts of fresh fruit are smaller and will be light for many months. Jobbers have about all their future orders filled and as these goods will last the retailer for some time, no great demand is looked for.

Canned Vegetables—There is very little doing in the tomato market and no change for the week, prices holding up remarkably well considering the lack of demand. It is reported that not more than 17 per cent. of the pack of tomatoes is left in the hands of the packers, which is a very small quantity for so early in the season. There is some little demand for fancy corn but supplies are limited; fancy shoepeg is practically exhausted. Owing to the short pack in Maine other fancy corns are much sought after. Pears are unchanged and practically unobtainable except in second hands.

Dried Fruits—Prunes are firm, especially in large sizes, which are quite scarce and command a good premium.

Apricots are strong and in good demand. There has been quite a strengthening of the market on evaporated peaches on the coast, but the price here has hardly advanced at all. It no doubt will very shortly.

Syrups and Molasses—Glucose shows no change for the week. Compound syrup is in fair demand at ruling prices. Sugar syrup is quiet and unchanged. Molasses is active and quotations in New Orleans are higher.

Starch—There has been a decline of 10c in Muzzy bulk and Best bulk and packages.

Cheese—The market is firm at prices ranging the same as last week. The consumptive demand is normal for the season. The market is in a healthy condition and not likely to change any in the near future. There has been a much larger make of part skim cheese this fall than usual on account of high prices, and it is difficult to get more than 13@14c for the very best of this grade.

Rice—Prices are unchanged and while selling at reasonable quotations, the market is a little higher than a year ago. New crop Japan is arriving and is said to be of good quality.

Cocoa—The market is firm and prices of many lines have been advanced within the past two weeks. The demand is increasing every year, as is shown by the imports, which were larger during the present year than in 1911.

Pickles—The market is very firm, after the advance of some time ago and will continue firm as supplies are not large and the pack was the smallest in thirty years in some sections.

Fish—The demand for mackerel has been slack owing to the holiday season. The market, however, is rather in buyers' favor, with the exception of large Norway fish, which are scarce and firm. Cod, hake and haddock are moderately active at former prices. Salmon of all grades is unchanged and quiet. Domestic and imported sardines in light demand at ruling prices.

Salmon—The opening prices on the 1912 pack of salmon were much lower than in 1911 and it is thought to have caused a great increase in the demand. The retailer might increase sale if he would take salmon as a substitute for meat as it makes a much cheaper food.

Provisions—Smoked meats are ¼c higher, with a good consumptive demand. Pure and compound lard is also firm at unchanged prices with a good demand. Barreled pork, canned meats and dried beef are in slow demand and short supply, at unchanged prices.

Don't wait for the time to come when you need friends to make them. Make them now and let them use you first.

To sell a customer something he does not want is to send him home to develop a grouch against the store.

You have to admire the hen that does as much scratching when she has one chicken as when she has a dozen.



### Wild Cat Schemes One Hundred Years Old.

The student of early Michigan history will find that there were get-rich-quick schemes way back in territorial days, and that some of these were of a nature to make the modern schemes look amateurish. One of the earliest of these schemes was based on the first bank established in Michigan territory, in 1806. In fact, this first bank was the get-rich-quick scheme itself. The promoters of this first bank as a first step built a massive bank building, one story high, but with walls heavy enough to withstand an army and with windows heavily barred with iron and the doors re-inforced with steel bars and furnished with ponderous bolts and locks. When the bank was ready to open a couple of impressive looking men arrived from the East with \$19,000 in gold coin and this real money was imposingly displayed in the windows. In those days real money in Michigan was worth traveling quite a distance to see, even as a window display. The bank took out a charter for 101 years, with \$1,000,000 authorized capital and the business men of Detroit were invited to get in on the ground floor at \$25 a share. When Michigan's ability to subscribe had reached its limits, \$10,000 more stock was issued and this was sold in the East at \$3 a share. Then the promoters started the printing presses and \$150,000 of neatly engraved bank bills were issued. These bills were taken East in bundles for circulation through the New England states and New York. About this time the promoters also went East and they took with them the \$19,000 gold coin which had been displayed in the window as bait and not long after Michigan's first bank closed its doors. The modern irresponsible bank promoter is in the infant class as compared with the artist of a century ago.

Michigan history will furnish other instances of the spectacular in mushroom banking. When Michigan became a State in 1837 the West was having a great boom, and in Michigan the boom was especially strong. Towns were being built on paper wherever the map showed that a town ought to be built and the promoters of those towns had their maps made showing schools, court houses, churches, parks and other accessories of real city life. Village lots were sold at boom prices and everybody was getting rich trading real estate. Among the "cities" that were thus built in Western Michigan were Ada and Port Sheldon. One of the phrases of this

boom period was the chartering of State banks with rights of issue. These banks were started in every town and at every cross road and even out in the woods, and every bank could issue its own bank bills. The State banking law required the bank to have a certain amount of specie in its vaults as a basis for the circulation and as a guarantee of good faith. Alpheus Felch, afterward Governor of the State, was Bank Examiner in the wild cat days and in one of his reports he called attention to a condition he did not approve of. The same gold served a string of banks as a basis for their respective circulations. The first bank visited would have the requisite amount in the vaults and the same gold would be at the next bank to be counted again when the Examiner arrived, having been hurried across country by messenger, and the process would be repeated a third and fourth time. In the early '40s the boom collapsed and Michigan had a very distressful time for about ten years thereafter.

John W. Sibben, former Cashier of the First National Bank of Manistee, was sentenced in the United States Court in this city last week to the Federal prison at Fort Leavenworth, Kan., for seven years and six months. He was Cashier of the Bank for about fifteen years and appropriated \$44,300 of the bank funds to his own use. His speculations extended over a series of years, but four years ago he quit and since then his chief ambition was to keep his tracks covered. An unexpected visit of the bank examiner discovered the true condition and he confessed before charges were made against him.

Frederick A. Gorham, of the Michigan Trust Company, has a handsome new home on Kent Hills, near the northern edge of town, about two miles from his office. He walks to his office nearly every morning when the weather is pleasant and usually walks home in the evening. He does not go home to lunch, however.

William R. Shelby, Vice-President and Treasurer of the G. R. & I. Railroad, is receiving the felicitations of his friends this week upon having rounded out his three score years and ten. Mr. Shelby has lived a well ordered and sane life and this, with a rugged constitution inherited from ancestors who helped make the early history of the Nation, makes him at an age when others often show signs of decay still in the prime of life, with both the ability and the willingness to enjoy living. For more than forty

years Mr. Shelby has been an active factor in the management of the G. R. & I. Railroad and in the promotion and development of Western Michigan. He has been a good citizen in every sense of the term, broad gauge in his business methods, wise as a counselor, genial as a friend, and always ready to help along any good cause. At the next meeting of the directors of the G. R. & I. Railroad in Pittsburg, on December 23, he will tender his resignation, with the re-

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Grand Rapids, Michigan

Wm. A. Watts, Secretary and General Manager

**Conservative Investors Patronize Tradesman Advertisers**



quest to be placed on the retired list under the service rules of the Pennsylvania system. He will be entitled to the pension which goes with retirement when the age limit has been reached. He will continue to make this city his home and, no doubt, will continue to make his headquarters in some quiet corner of the old office, but official duties will no longer hold him at his desk when trout fishing time comes or when the honk of the wild goose is heard in the land. He is planning a trip, either to California or to Florida, for the winter and may go abroad in the spring. Whatever he may do or wherever he may go the good wishes of Grand Rapids and of Western Michigan will be with him.

Kelsey, Brewer & Co. have entered into an agreement to purchase all the stock of the LaCrosse Gas and Electric Co., of LaCrosse, Wis., all the stock of the Peoples Light and Heat Co. and the common stock of the Merchants Public Utilities Co., of Indianapolis, in all with a par value of something like \$2,000,000, and propose to exchange the same for \$1,700,000 preferred stock of the American Utilities Company, with \$595,000 common stock bonus. The American Public Utilities Co. will increase its outstanding capitalization of \$2,200,000 preferred and \$770,000 common stock to provide for this enlargement, and also to provide \$500,000 additional capital for improvements etc. To handle the deal Kelsey, Brewer & Co. have undertaken to organize a syndicate, giving the present stockholders in the American Public Utilities Co. subscription preferences, this syndicate to finance the purchase and to market the stock. Subscribers to the syndicate will be privileged to receive par to the amount of their payments in the preferred stock of the American Utilities, with 35 per cent. common stock bonus, or if they allow their payments to remain until the syndicate is dissolved they will participate in the profits. The investing public will be permitted to subscribe for the preferred stock at par with 35 per cent. common stock bonus. A brokerage of 5 per cent. will be allowed for marketing the stock. The subscriptions will close December 15 and the last payment will be due January 15. The two Indianapolis companies to be acquired have steam electric plants for light and power and distribute the surplus heat as a commercial proposition. The two companies have heretofore been competitors, but under the new management will be merged. The LaCrosse company controls the electric lighting and gas business of LaCrosse, Wis. The three companies have mortgage bonds outstanding to the amount of \$2,500,000 and the Merchants Public Utilities Co. has an issue of preferred stock. These bonds and the preferred stock will remain upon the properties as underlying securities. No statement is made of the earnings of the three properties, expense of operation, fixed charges, assets or liabilities, and no information is afforded as to the status of the

franchises and other data which is usually regarded as essential in intelligent investing. The prospectus is also silent as to what Kelsey, Brewer & Co. paid for the properties which they propose to turn over to the holding company at the price named.

Quotations on Local Stocks and Bonds.		Bid.	Asked.
Am. Gas & Elec. Co., Com.	86	90	
Am. Gas & Elec. Co., Pfd.	45	47	
Am. Light & Trac. Co., Com.	429 1/4	433	
Am. Light & Trac. Co., Pfd.	108	110	
Am. Public Utilities, Com.	69	70	
Am. Public Utilities, Pfd.	81 1/2	82 1/2	
Can. Puget Sound Lbr.	3	3	
Cities Service Co., Com.	110	115	
Cities Service Co., Pfd.	87	89	
Citizens' Telephone	97	98	
Com'wth Pr. Ry. & Lt. Com.	66	69	
Com'wth Pr. Ry. & Lt. Pfd.	90	91 1/2	
Dennis Salt & Lbr. Co.	90	90	
Elec. Bond Deposit Pfd.	77	80	
Fourth National Bank	200	203	
Furniture City Brewing Co.	60	65	
Globe Knitting Works, Com.	115	117	
Globe Knitting Works, Pfd.	99	100	
G. R. Brewing Co.		175	
G. R. Nat'l City Bank	180		
G. R. Savings Bank	212	212 1/2	
Holland St. Louis Sugar Com.	8 1/2	9	
Kent State Bank	266		
Macey Co., Com.	200		
Lincoln Gas & Elec. Co.	38	40	
Macey Company, Pfd.	97	98	
Michigan Sugar Co., Com.	70	75	
Michigan State Tele. Co., Pfd.	100	101 1/2	
National Grocer Co., Pfd.	91	93	
Old National Bank	208 1/2		
Pacific Gas & Elec. Co., Com.	65	66	
Pacific Gas & Elec. Co., Pfd.	91	93	
Peoples Savings Bank	250		
Tennessee Ry. Lt. & Pr., Com.	23 1/2	25 1/2	
Tennessee Ry. Lt. & Pr., Pfd.	77	78	
United Light & Railway, Com.	79	81	
United Lt. & Ry., 1st Pfd.	84	85	
United Lt. & Ry., 2nd Pfd., (old)	79	80	
United Lt. & Ry., 2nd Pfd., (new)	75	76	
Bonds.			
Chattanooga Gas Co.	1927	95	97
Denver Gas & Elec. Co.	1943	95 1/2	96 1/2
Flint Gas Co.	1924	96	97 1/2
G. R. Edison Co.	1916	98 1/2	100
G. R. Gas Light Co.	1915	100 1/2	100 1/2
G. R. Railway Co.	1916	100	101
Kalamazoo Gas Co.	1920	95	100
Saginaw City Gas Co.	1916		99

**What Some Michigan Cities Are Doing.**

Written for the Tradesman.  
In a recent talk at Lansing, E. C. Lindemann gave advice on how to secure the "city beautiful" that will apply everywhere. He said: "Get parks and public grounds out of politics. Buy or secure options on available park areas near or in the city, with an eye to the future. Employ a competent man upon the basis of efficiency who can plan for the future and keep him forever free from the whims of councils or elections, so that he will be able to work out a plan which will have some continuity."

The Commercial Club of Howell is taking steps toward securing free mail delivery for that city.

The Three Rivers Commercial Club has been formed at Three Rivers and one of the first matters taken up will be the securing of a farm expert for St. Joseph county.

Lansing clothiers met and agreed that stores will remain open until 9 o'clock each night during the week before Christmas, except Saturday night, when 10:30 will be the closing hour. As to the business outlook, every member is confident that 1913 will be better than was 1912.

Dr. Burr, a member of the special committee on garbage disposal at Flint, has gone to Europe, where a special study will be made of garbage reduction methods.

Lansing will start work soon on its city market.

The Battle Creek Horticultural So-

ciety now has fifty-four members. The Society plans to have the parking on all residence streets adorned with blooming plants and flowers.

Kalamazoo has secured the final link in its southern boulevard system and work in completion of the boulevard will be started in the spring.

Kalamazoo celery growers are pleased over the season's crop. Celery has been bringing good prices right along. Almond Griffen.

"I'm not a politician, but I'm getting a rake-off all the same," said the lawn to the gardener who was removing the fallen leaves.

Give a man advice and tell him to take it for what it is worth, and it will probably go unheeded.

We recommend  
**6% Cumulative Preferred Stock**  
of the  
**American Public Utilities Company**  
To net 7 1/2 %  
Earning three times the amount required to pay 6% on the preferred stock. Other information will be given on application to  
**Kelsey, Brewer & Company**  
Investment Securities  
401 Mich. Trust Bldg., Grand Rapids, Mich.

## Fourth National Bank

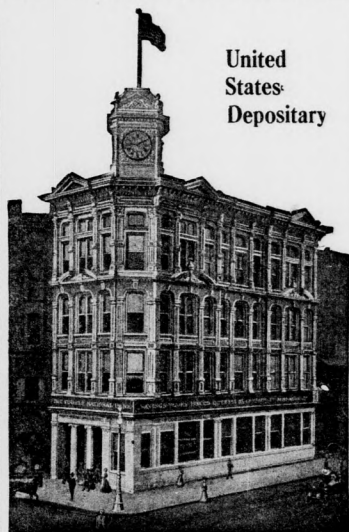
**Savings Deposits**

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  
**\$250,000**

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

**Merchants, Treasurers, Trustees, Administrators and Individuals**

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

**CORRESPONDENCE PROMPTLY REPLIED TO**

# MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

## Subscription Price.

One dollar per year, payable strictly in advance.

Five dollars for six years, payable in advance.

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

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

December 4, 1912.

## GOOD ROADS.

The salvation and uplift of rural America depend more upon the building of good roads than upon any one other thing. The farmer and the people of the small towns and villages do not understand this now, therefore they need to be educated to the fact that money spent for good roads is not money thrown away, whereas money spent for makeshift improvements is worse than thrown away. They must be taught that good roads are not a luxury, but a necessity, and that the cost of their building is not extravagance begotten of the automobile, but simply a wise investment on the part of every community everywhere, without regard to what sort of vehicle is favored by those who travel over the roads.

## THE SOCIAL SIDE.

December will be a busy month with the merchants. It is the month of the holiday trade and this ought to mean one continuous round of rush. Then will come the inventories and then the clearing sales and then what? Following the holidays there is always a dull period of two or three months. It is always a sort of hibernating season with business, as it is with bears. The wide awake business man, however, will not imitate the bears in crawling into their holes. On the contrary, during that time when business is in the winter doldrums is when the live business man will be most active in promoting the social life of the community in which he lives. He should forget dollar chasing long enough to do his full share—and then some—toward making everybody in town acquainted and friendly and the long winter evenings enjoyable. He can do this through the church, the lodge, the neighborhood gathering, the sleigh-ride, the popular entertainments and in various other ways. Incidentally, sight should not be lost of the opportunities for town boosting which the winter brings. Get the business men and their wives together to talk over plans for making the town better. What improvements are needed? What betterments are needed? Are the schools what they should be? Are more trees and shrubs and flowers wanted? Are the town streets or the country roads what they should be? Are the farmers who make your town

the trading center given the treatment that pleases them? These are only a few of the questions that may well be taken up for consideration during the dull period in winter, and these are all questions in which the active business man should take a foremost part. The business man who gives much attention to social and town improvement work will not be working in vain. He will be getting better acquainted with his fellow citizens and his own position as a good citizen will be strengthened and his store will, more than ever, become a center of activity and public interest.

## THE NEW CREED.

The Federal Council of the Churches of Christ in America, representing thirty-two denominations, will meet in Chicago, to-day and for six days thereafter, to hold its first convention to review federation work on a nation-wide scale. More than 17,000,000 church members are represented by the delegates. Formal adoption of a new social creed which is to be the social work standard of all the churches belonging to the federation, is to be one of the most important acts of the conference. The adoption of a common religious creed is forbidden by the constitution of the federal council. The social creed, however, is intended to be the basis of the civic work of the churches, furtherance of which is a leading purpose of the council.

New features of the social creed of the council are as follows:

**The church must stand:**

**For the protection of the family by the single standard of purity, regulation of marriage and proper housing.**

**For fullest development of the child by education and recreation.**

**For the abatement and prevention of poverty.**

**For the conservation of health.**

**For safeguarding the right of all men to an opportunity for self-maintenance and for protection of workers from the hardship of enforced unemployment.**

The new features of the social creed are intended to supplement and bring up to date the humanitarian provisions of the social creed of the council which has been standing for four years. Old age provision, abolition of child labor, living wage, reduction of hours of labor, equitable division of the products of industry and protection of women workers are the chief features of the existing creed.

## LET JOY PREVAIL.

Now is the time when the merchant who has a grouch should take his vacation. It is a good time, also, for the merchant who is constitutionally acid in his disposition and temper to take a month off. If the merchant feels that he cannot well get away he should at least give his grouch a vacation and sweeten up. Of all seasons in the year the holiday season is the time when cheerfulness, friendliness and good will should be in evidence, when optimism should prevail, when the happy frame of mind should be to the front. All the world is happy, expectant, loving and eager

and the merchant who would chill the Christmas spirit by his own surly manner has no business behind the counter. If he cannot cheer up with the rest of the world he ought to quit, or give his wife a chance to run the business for him.

The Christmas season calls for good nature, kindness, a desire to accommodate, and of all else a genial and cordial smile. If a customer asks to have an article put away for Christmas, do not do it grudgingly, but be glad to do it and show you are glad. If a customer asks to have a certain purchase kept secret, enter heartily into the plan and never let it be said that you leaked. Be sure that your delivery system is what it should be and that there will be no disappointments by reason of your carelessness or that of your employes. Impress upon your employes, clerks, bookkeepers, errand boys and drivers the importance of the cheerful manner and cheery voice. They will, undoubtedly, be rushed before the glad bells ring, but, no matter how rushed they may be, there should be no excuse for ill temper. Set the example yourself.

## TRICKY AND DISHONEST.

The Michigan Inspection Bureau has not been giving Grand Rapids a fair deal and ought to be ashamed of what the records show has been its policy. The Inspection Bureau represents the fire insurance interests of the State and through it the rates of insurance are determined. Four or five years ago the bureau made an inspection of conditions in Grand Rapids and in its report indicated how more favorable rates could be secured if certain changes in the water mains and fire department equipment were made. The city complied with the conditions imposed, or most of them, and then, instead of granting the more favorable rates promised, the Bureau pointed out other improvements as essential before any concessions could be made. These new conditions included a new pump for the water department, a remodeling of the down town mains, the extension of mains, the building of a new engine house and various changes in the fire alarm system. These conditions were complied with and now the Bureau demands still further changes and improvements before the city can obtain returns on what has already been done. The policy of the Bureau has been tricky and dishonest. Instead of appealing to a management that will stoop to such methods the city authorities and the Association of Commerce should lay the matter before the State authorities to ascertain if there is not some way to compel the insurance interests of the State and their Inspection Bureau to observe the ordinary rules of business good faith.

## MONEY IN IT.

The plan to build an automobile road from Chicago through Western Michigan to Mackinaw, touching at the points of interest along the way and with due regard to scenic effects, is rapidly taking form and it is easy to believe that it is but a question of

time when such a road will be built, not as a State enterprise, but by the co-operation of the various communities and counties through which the road will pass. Most of the counties in Western Michigan now have the county system of road improvement and, with the Chicago to Mackinaw road in view, the disposition is to build the county roads so as to make the good roads of the county connect with the good roads of the adjacent counties, thus creating a continuous route. It will take time to put in all the connecting links, but each year will see the mileage of good roads made longer and the lapses made shorter. This road will be a great thing for Michigan. It will turn the automobile tourist travel in our direction and this should mean thousands of dollars brought into the State every year. The automobile tourists are, as a rule, people of means. They are off for a good time and they are good spenders. Every town along the route will be benefitted and every farm owner will receive his share of the good. The summer tourists are worth thousands of dollars annually to Wisconsin and Minnesota, where the policy has been to encourage them, and they are worth millions of dollars annually to the New England states. Michigan can offer as varied and as attractive scenery as Wisconsin or Minnesota and in the Northern part of the State will offer views that will rival the best that New England can do. With good roads there is no reason why Michigan should not have a share of this good paying and in every way desirable traffic.

One of the sure evidences of fitness for self government is the ability to accept defeat at the polls in a spirit of willingness to abide by present results in the happy hope of having better luck next time. Measured by this standard the women of Michigan are fit to vote, but they can't—not yet. The early returns from the recent election were in favor of the constitutional amendment giving them the suffrage and, very naturally, they were jubilant. The complete returns reverse the early figures and the amendment seems to be defeated by a few hundred—by just enough to produce vain regrets. The women—outside of one woman in Grand Rapids and another in Detroit—are taking their defeat with a cheerfulness and philosophy that makes the most inveterate woman hater almost sorry he voted against them. They are showing an excellent temper, also, in their preparations to have another try at the proposition at the earliest possible moment, which will probably be in the spring election. It is not the purpose of this paper to express sympathy either for or against the cause of woman suffrage, but the way the women have carried themselves in their disappointment is certainly worthy of commendation. There has been no emotionalism in their conduct, no weeping or wailing, no sentimental protestations and no demonstrations of wrath. They have behaved themselves very sensibly, as well as men would have done under similar circumstances.

## MEN OF MARK.

## Thomas Friant, White Pine and Sugar Pine Pioneer.

In Western Michigan when lumbermen are asked to point to a man whose success in life has been due to the possession of great ability they generally suggest Thomas Friant, of Grand Rapids, as an example. Mr. Friant's name is interwoven with the history of the lumber industry of the Grand river valley and other sections of Michigan and in later years has become widely known among those interested in lumber investments. The prominence he has thus achieved makes the story of his career of much interest. He has had to do with almost every phase of the manufacture of lumber from the felling of the trees in the forest, through the processes of river driving and so on, to ultimate use of the products of the forest.

The son of a lumberman, Mr. Friant was born February 16, 1840, in a house that stood where the cemetery is now located, on the top of the hill above Plainfield village, ten miles north of Grand Rapids. His father, Cornelius Friant, was born in New York State in 1803 and in his youth helped to build the famous locks at Lockport, N. Y. In 1837, the year that Michigan was admitted to the Union, he migrated West and became a pioneer of this rapidly developing State. He settled on a homestead and shortly afterward built mills at Childs' Mills and Gibraltar, near the mouth of the Rouge river. It was amid such surroundings, which unquestionably were the inspiration in the shaping of his subsequent career, that Thomas Friant spent his boyhood. For sixteen years he played and worked around the mills and farm, incidentally acquiring education in the district school. One winter he taught the village school at Plainfield and the next winter he wielded the birch at the Carpenter school house, between Plainfield and Rockford.

In 1858 he began the serious business of life as book-keeper for Hopkins & Friant, a partnership existing between John W. Hopkins and George W. Friant, an elder brother. This firm was engaged in the forwarding and commission business in Grand Haven. His salary was \$25 a month, but the returns were much greater, for it was here that young Friant learned to inspect lumber and mastered the fundamentals of the great business in which for half a century he was to be a conspicuous figure.

In 1860 Galen Eastman, a vessel owner, tempted him with a salary of \$80 a month to make a change of base and he remained with Mr. Eastman for a season. For a time thereafter he bought shingles at Plainfield for a Chicago concern. In 1861 Mr. Friant left the lumber business and returned to the old home at Plainfield and for three years conducted a pharmacy. Then he returned to lumbering as a lumber inspector for Gilbert Young, at Muskegon. In 1865 he was book-keeper for Nelson, Comstock & Co., manufacturers of furniture. In 1866 he became book-

keeper for Comstock & Waters, composed of C. C. Comstock and Harry Waters.

At that time T. Stewart White, a man whose name is inseparably interwoven with Mr. Friant's subsequent biography, was engaged in work for the Government at Grand Haven. In 1868, when Mr. Friant desired to bid for the contract for driving the Grand river logs and assorting and delivering them, he formed a partnership with Mr. White under the name of White, Friant & Co. This connection existed for more than forty years. They were entirely successful and in 1869 they took a two years' contract driving the Grand river, the firm changing its name to White & Friant. After that time the White & Friant operations on the Grand river became

number from the Sands tract was turned into lumber during the next dozen years.

The White & Friant Lumber Company, a new concern composed of Messrs. White, Friant and Rugee, had acquired considerable timber in the vicinity of Menominee and in 1885 it began the manufacture of lumber at that point, continuing in operation there about eight years. Incidentally they were concerned in hardwood manufacture in Grand Haven.

The first railroad mill in which Mr. Friant was interested was at Leroy. It was a band and circular mill of 125,000 feet daily capacity and it was operated by White, Friant & Letelier, composed of Mr. White, Mr. Friant and Francis Letelier, of Grand Rapids. After

lived at Thompson during the period of its operation. This was Mr. Friant's last active lumber interest in Michigan.

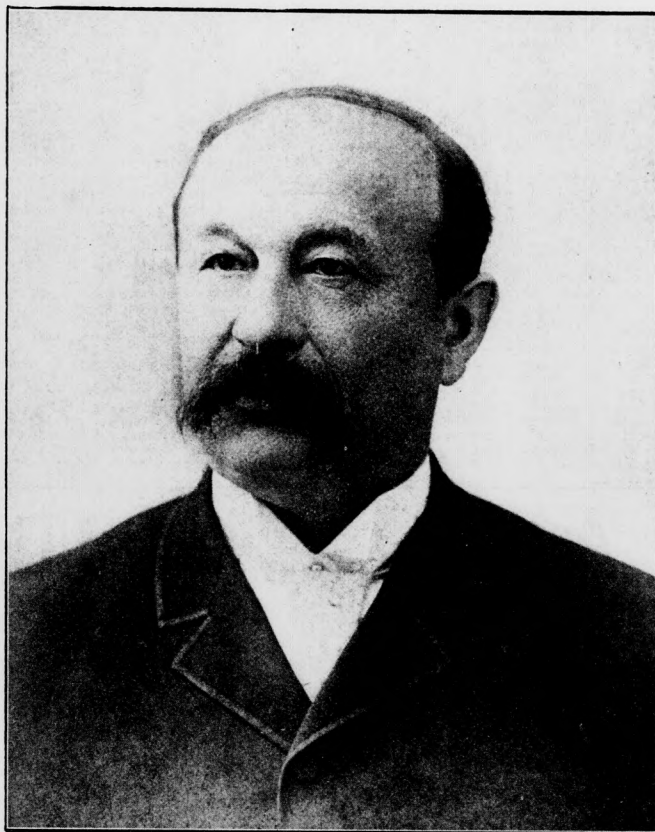
In later years Mr. Friant has been known chiefly as a holder and handler of Western timber. As early as the '80s Mr. Friant and his partners had begun to acquire sugar pine timber lands in California. Mr. Friant put in a year on horseback and afoot in personally cruising the timber of that region. They were pioneer Eastern investors in California sugar pine and own nearly 25,000 acres of timber land which is conceded to be the finest tract of timber in the country. It is estimated that this tract will yield not less than a billion feet of timber.

Mr. Friant is also largely interested in Louisiana cypress in partnership with J. D. Lacey, of Chicago, and Mr. White. He is also a partner in the Tensas-Delta Lumber Company, of Chicago, owing hardwoods in Louisiana. Nearly all of the timber in which Mr. Friant and his partners are interested was bought only after his personal inspection.

Mr. Friant's interests are so varied and so extensive and so widely scattered that he spends only about two months of each year at his beautiful home in Grand Rapids. This home is located at the corner of Cherry street and Union avenue and is one of the show places of the city, on account of the uniqueness of its architectural effects. He spends some time in California and some time in the South and puts in his summers on Moosehead Lake, in Maine, where he owns a yacht. He is fond of fishing, hunting, yachting and automobiling and he is an authority on all of these sports.

Personally, Mr. Friant is one of the most companionable of men. He is frank and outspoken in his methods and no one has to think twice to determine what he means when he does speak. Alike big in person, brain, heart and soul, he, like most men of that type, is also a paragon of good nature as well as capability, stamina and dignity. His is a nature in which are happily blended all attributes the possession of which are best thought of as those of a man. It is not literally true that he is "a man whose like we shall not look upon again;" it is true that his like among men is comparatively few. Of commanding personal stature and mold, and his big, sonorous voice and his stalwart physique impressively suggestive of a commanding presence, the man nevertheless is the very antithesis of austerity or intolerance. Strong in argument and well sustained by what he knows, he gains his ends not by dogmatic assertion or fanaticism, but by the employment of a bearing and terms disarming controversy and enlisting sympathy and responsive support. He moves among men a veritable leader and inspires confidence wherever he goes by his forceful and convincing personality.

Be sure you understand a subject before you talk about it—then you can cut out most of your talk.



Thomas Friant.

an established fact and no future contracts were made or considered necessary. For twenty-five years the firm had complete charge of the driving of the Grand, or until the passing of the industry on that river.

As fast as Mr. White and Mr. Friant secured proceeds from their river work they put the money into timber lands on the Rouge and Flat rivers. November 30, 1877, they paid \$105,000 for the Sands timber tract on the latter river—their first important purchase. In the same year they formed a partnership with John Rugee, of Milwaukee, Wis., and the name became John Rugee & Co., but a year later they assumed the old title of White & Friant. The partners bought the Seymour mill at Nortonville, near Spring Lake, rebuilt it and equipped it with a gang and two circulars, increasing its capacity to 200,000 feet a day. There the tim-

ber from the Sands tract was turned into lumber during the next dozen years. The White & Friant Lumber Company, a new concern composed of Messrs. White, Friant and Rugee, had acquired considerable timber in the vicinity of Menominee and in 1885 it began the manufacture of lumber at that point, continuing in operation there about eight years. Incidentally they were concerned in hardwood manufacture in Grand Haven.

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## Michigan Implement and Vehicle Dealers.

### Proceedings of the Ninth Annual Convention at Saginaw.

(Concluded from last week)  
Wednesday Morning Session.

"Michigan, My Michigan" was sung with spirit on the assembling of the convention Wednesday morning.

Otis Boylan presented his annual report as Treasurer, showing total receipts \$3,648.93 and balance on hand of \$588.28. J. F. Folmer then presented a report upon the subject of "Cost Accounting," which reads as follows:

In this month's issue of the Hardware Dealers' Magazine, I read this statement, "That the tendency to centralize the retelling of merchandise through the expansion of the mail order house is on the increase is apparent from the fact that one mail order house received in one business day one million dollars; the average volume of each separate order being less than nine dollars."

Gentlemen, those are the conditions we have to meet, and any dealer who thinks he can conduct his business in competition with that house and guess at anything and live, is going to have something drop on him some day, and that day is not far distant.

You have been told that the statistics show that from 25 to 40 per cent. of all implement dealers go out of business each year.

Gentlemen, I predict that the percentage will be changed in the next five years; it will be higher or it will be lower. It does not seem possible that the percentage of discontinuances can go beyond 40 per cent. per annum, but listen, in the October issue of the Hardware Bulletin, there are between forty-five and fifty hardware stores advertised for sale. In the June or July Bulletin, there was an advertisement of a party wishing to purchase a store, and there were 171 replies to the one advertisement from small town dealers who wanted to sell.

Let us look ahead five or ten years. Can you see where the dealer is heading? If you stick, you will be compelled to be a business man.

I am no pessimist, but I want to prove to you that you must know exactly what your business is doing, or you must quit. You absolutely cannot have your finger on the pulse of your business unless you have an adequate system of cost accounting. The exact system of cost accounting is something I am not going into again

in detail at this time. Last year I explained my personal system, and you have all had opportunity, time and again, to study systems. The point I wish to make is, that present day conditions demand that you possess some system and you must faithfully work it. When you have your system of cost accounting well organized, you commence to realize a few difficulties. For instance, in 1912, you paid 7½ cents per pound for good, standard twine. By applying the cost accounting system, you find that in order to make 5 per cent. net profit, you have to sell it around 9½ cents, depending on what your individual percentage of expense might be.

At 9 cents per pound, you were trading dollars, and if you sold at 8½ cents, you were actually losing something like 25 cents on every sack you handed out. However, I do not mean to say that it might not be policy or even a necessity for a man to have sold standard twine at 9 cents the past season. There are times when it requires good judgment to know just what price to put on goods. If you are selling Deering twine and your competitors sell Plymouth, your price may have to be governed somewhat by theirs; and if they persist in selling it without a profit, it is time for you to turn your attention to something besides twine.

I doubt the policy of making your price show a profit under such circumstances in all cases. Personally, I think it policy to buy lightly where you know you have such conditions to meet, and put the push of yourself and your sales force on other lines on which your cost accounting figures prove capable of carrying a good living profit.

No matter what sage advice you are given, I doubt if 20 per cent. of the dealers in Southern Michigan can show a net profit on twine. There is where your cost accounting system comes to your help. If it is a necessity that you show no profit in your twine department, it is necessary that you lift up the average in some other way. If your system is sufficiently complete, you will be in a better position to know how this average may best be maintained. It is probable that every dealer has lines he is handling without a net profit. I do not seem to be able to find many dealers who can show a net profit on the line of farm wagons,

and the ever advancing price is a temptation to the poorly informed dealer to sell the wagons (bought before the raise) at the old price. This, in turn, makes a stumbling block for the dealer who knows his wagon department is not showing a net profit.

Many dealers nowadays are handling automobile accessories. The manufacturers, with their consumers' price lists, scattered promiscuously among car owners, make it necessary to sell outer casings, if at all, at a price which does not show a net profit. "Quality talk" does not help you any. If you quote a man a Goodyear casing at a price that shows a net profit and he pulls that consumers' list out of his inside pocket and tells you you are trying to hold him up, because the price is so and so, he will put his fingers on the price the manufacturers have said you shall sell that casing at and you must either then quit selling casings or you must sell without a net profit, provided your percentage of expense is as heavy as the average dealer must bear.

The cost accounting system drives the dealer to put his personality behind the profitable lines and it is up to the individual judgment of each dealer just how far he will work on unprofitable lines. Don't guess any more, brother dealers. It is hard enough to make things go right when you know what you are doing. The Gleaner and other farm papers are trying to teach your customer that you are an incubance in the scheme of business and that you are getting away with the farmer's hard earned profits. The Government is against you with the parcel post system. The mail order house has advantages that you cannot get today in the way of buying. Taking all things into consideration, the retelling of merchandise is not a fool proposition and requires that you quit guessing.

The paper was received with much interest by the members present and elicited frequent applause during its reading.

The next subject upon the program was that of Insurance. It was expected to be treated by Isaac Van Dyke. It was explained by the Secretary that unavoidable delay in arranging for this report made it impossible for Mr. Van Dyke to get it ready for this meeting. It was stated, however, that the subject will be treated by Mr. Palmer or Mr. Orr, of the State Insurance Department, at tomorrow's session.

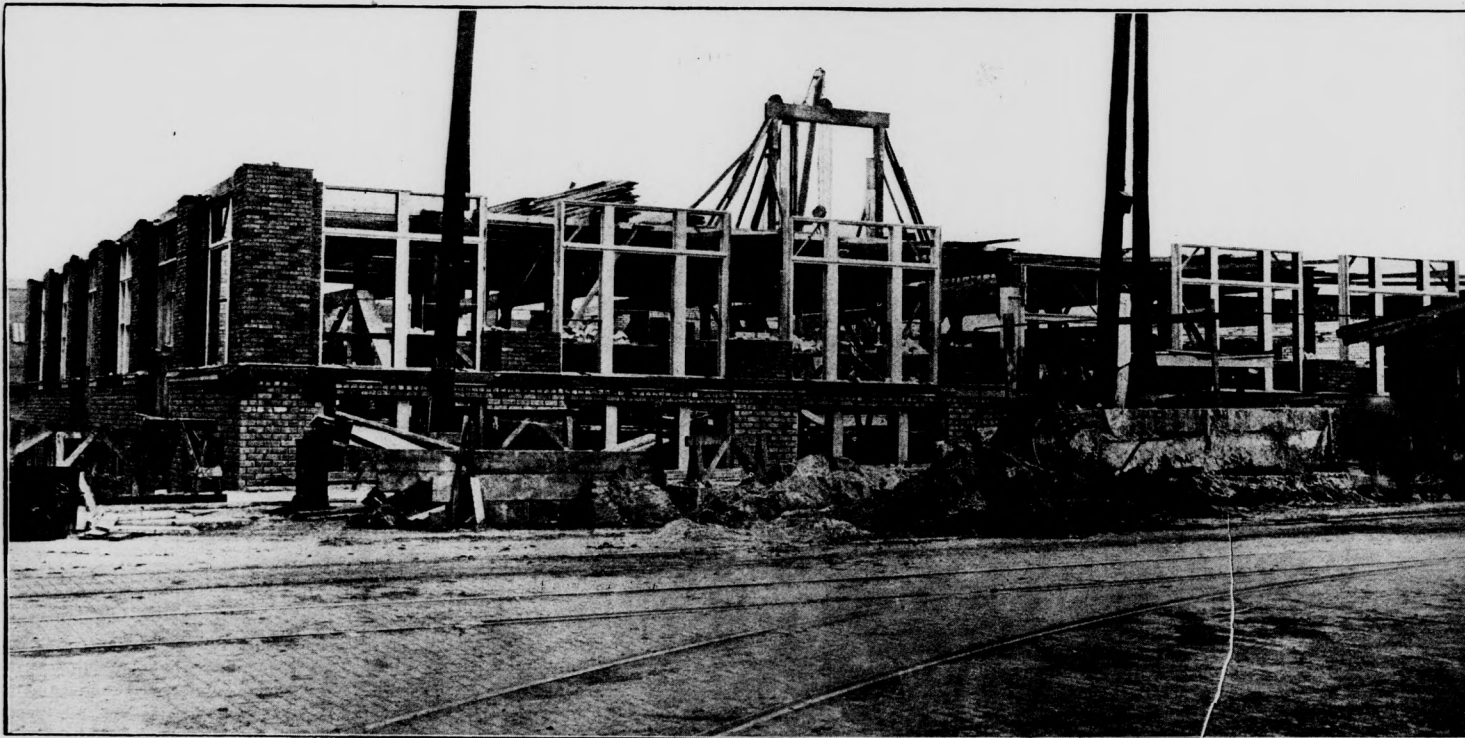
The meeting then proceeded to the consideration of the subject of National Federation, which was presented by President Reid, who stated that, owing to a combination of circumstances, he was not able to be present at the meeting of

the Federation this year; that Secretary Witbeck was also unavoidably absent, and the delegate who had been appointed to attend was, through illness, prevented from attending; that the Association, however, was represented by Mr. Glasgow, whose duties in connection with the National Association of Railroad Commissioners, meeting at Washington this week, prevent his presence at this meeting.

President Reid commented at some length upon the questions referred to in this connection, especially upon the insufficiency of the laws now upon the statute books to protect the interests of the dealers, in that a proper penalty was not provided, and said that he hoped that the next Legislature would amend the law so as to make it effective. Mr. Reid also made a plea for proper advertising, and stated that a great many of our manufacturers are advertising in papers which are largely if not entirely owned and circulated by those we may term our enemies, but who are in a sense catalogue houses. He also called attention to the attitude of the gleaners' organizations, whose organs publish such scandalous articles about the retailers. He also criticized the manufacturers for establishing retail branches and said it was a system affecting many of the dealers in the Western states. Mr. Reid also laid stress upon the need of educational methods, and spoke of what could be accomplished through the aid of the traveling men and local clubs.

The President then called upon E. W. McCullough, Secretary of the National Implement and Vehicle Dealers' Association, for further explanation of the report of Mr. Glasgow. Mr. McCullough said: I am extremely sorry that a representative was not present at the National Federation meeting. I have never found a higher grade of business men than those present at the National meeting, showing that the committee of that Association are picking out the best men in the country to meet with. We have no connection with the National Association of Manufacturers. They represent about seven hundred millions of capital invested in the manufacture of implements and vehicles and farm operating equipment and are going to comprehend everything that enters into the operating of the farm. The time is coming, I think, when you will have to divorce this from every other line, if you are going to become efficient men in that line. I am glad to see this Association is organized as an Implement and Vehicle Dealers' Association, because you are going to have your hands full to handle all lines of farm operating equipment. A great mistake is being made by many

# We Are Headed Higher



Our New Store on Ellsworth Avenue

Michigan Hardware Co., Grand Rapids, Mich.

vehicle organizations. A great many would not touch the silos, but make the manufacturers put their men in the field, and now those men are selling the ensilage cutting machines, which should not be handled by them.

Many hard things are said about threshing machines. The retail implement dealer usually has contracts with three or four threshing machine companies, and when they have a sale for a machine, send for the representatives of the various threshers, who come up and fight it out, and then the dealer wants his commission. I hope the threshing machine proposition will be worked out so you will get something out of it. There is a good law framed in the State of New York, but to become effective it should be a National law. I criticize some of the farm papers for printing certain advertisements in the form of editorials, to the detriment of the legitimate dealer. You could say to the farm paper, "If you receive any mail order advertising, we will not advertise in your journal." It is up to the farmer to take his choice between us and the mail order proposition. I would be glad to have a report on that matter from you. The manufacturer's retail branches is altogether a bugaboo. There isn't much out in Nebraska; it is passing. In Texas, where they had a good deal of it, it is being wiped out entirely.

The next subject for discussion in the regular order was Retailing and the Power of Affiliation, by E. S. Roe, President of the Michigan Federation of Retail Merchants. This paper was published verbatim in the Michigan Tradesman of Nov. 20.

This paper was very warmly received, as evinced by expressions during its reading and at the close.

Mr. Van Dyke stated that he is afraid that not all the members understand this Federation as they ought to. Had they been present at the meeting in Grand Rapids, where the matter was thoroughly talked over, they would understand what it means to our business men.

At Mr. Van Dyke's request, Mr. Roe then stated what had been done by a few men towards arranging to finance this organization.

Three people offered to be one of 100 to give \$25 each—A. L. Holmes, C. F. Sweet and E. A. Stowe. It is understood, however, there are 15,000 retail merchants in Michigan, and with \$1 from each there would be ample funds to finance the organization. The offer of those few men, however, is still open.

Secretary Witbeck then said a few words in favor of the proposition, and stated that the plan involved sending an organizer into every town in Michigan to spread this gospel that has been given to you; that application blanks had been prepared and were ready for those present to use.

The Secretary also called attention to one-cent stamps which had been prepared for members to stick on their letters, inside of the envelopes; it being not allowable to put them on the envelopes, on account of their close resemblance to the regular one-cent postage stamps.

Also to pocket directories which are being prepared for the use of the Retail Implement and Vehicle Dealers. These will be corrected up to date, with the aid of the traveling men and dealers themselves, and each member furnished with a corrected copy at a cost of the one dollar dues.

It was then announced that arrangements had been made to photograph the members in a body at the close of the morning session and that all were requested to assemble at noon in front of the Auditorium for that purpose.

Adjournment was then taken to 2 o'clock p. m.

**Wednesday Afternoon Session.**

President: We will commence with the report of the Complaint Committee. This is one of the most important things before the convention and our Secretary will now present it.

Secretary Witbeck: Now, gentlemen, in presenting this Complaint Committee report before you it is in a little bit different form than you have ever had it before. May be I will speak pretty plain before I get through, but I assure you in doing so it is simply to satisfy your mind that there is no personality in it, and we do not want any personalities brought out in the discussion that may come up.

President: What is the pleasure of the gentlemen present as to whether to discuss the complaints as they come along or after the report is finished.

Voices: Discuss them now.

Whereupon the Secretary presented the report of the Complaint Committee and the various complaints were discussed at some length, as they were read, by a large number of the members present, and much interest was shown, and much satisfaction gained by all present.

President: We will listen now to E. W. McCullough Secretary of the National Implement & Vehicle Dealers' Association, upon the subject of Talk of Education and Value of Local Clubs, as recommended by the manufacturers of the United States, who desires to talk to you.

Mr. McCullough: I want to assure you in the first place that I am not here because I wanted to inflict anything upon you. I was invited to come here. You had a splendid meeting this forenoon. If anybody had any doubts whether there

was any benefit from this Association, I believe they found out this morning that the Association is a success.

I have discovered though this thing, that we are all human. We have discovered the short comings of manufacturers and the dealers. The question of the catalogue house buggy was brought up at the Federation meeting. I was present at the time it was brought up. There was a concession here of at least two members that have been buying Hercules buggies. The Hercules is making about 40 per cent. in this road country. I am not going to trouble you with a long harangue, but as the Secretary asked me to prepare the matter for the press, I am going to read what I have to say, and I am to consider the most important matter before the dealers' organization to-day, the method whereby, if it is pursued it will work a cure of the majority of the ills of the Retail Implement Trade to-day.

Mr. McCullough then read his paper, as follows:

It gives me great pleasure to bring to you the most cordial greetings of our organization at this time, because we are about to undertake with you a new relation entered into at the meeting of your Federation held at Chicago in October. This new relation, as you already know, is that we have agreed to join hands with you in an effort to bring about not only more harmonious relations, but actual and practical improvement in the sale and distribution of agricultural implements, vehicles, and in fact, all lines of Farm Operating Equipment, through a better understanding of what it costs to do business, the application of every possible economy, and the promotion of healthy, intelligent competition, which we believe, and it has been demonstrated, can be brought about through the organization and proper conduct of local dealers' clubs.

The agitation for a better knowledge of the costs of doing business in our lines extends back four years, and we have been trying to point out the penalties and disaster which generally follow neglect to give this important factor in business the attention it deserves; but we wish to consider now the more cheerful proposition of how business can be conducted more safely, more satisfactorily, and more profitably by the elimination of careless methods, waste, and the promotion of a more reasonable and friendly feeling between those who may be termed "Competitors."

Let us consider how these things which are most desirable may be brought about. In the successful conduct of a merchandising business there are two fundamental necessities to success—ability to buy the right selection of goods at prices and terms which will enable a profit being made; and second, the selling of them at enough more than their delivered cost, plus the expense of doing business to make a fair margin of profit.

We will assume that you have a natural ability as a buyer and have been successful in putting in your stock under favorable conditions, so we may turn to the other division of the problem, which is really the greater of the two.

The first question confronting you is the matter of making such selling prices as will enable you to secure trade, and at the same time give you a fair return for your capital invested and the time and attention you give your business—and this involves knowing exactly how to locate the line which separates the total cost of an article and the profit upon it, and to solve this it will be necessary to go back and build up this selling price from the foundation of the delivered cost of the article and will involve taking into account every item of expense in conducting your business, and the selling price of every article must include its fair share of the expense before you can secure a penny of profit; but as, for several years past, various methods of ascertaining the expenses of an implement business have been employed, I will not go into the details of any of these methods with which you are probably familiar, except to suggest that almost every item you enter on the right side, or pay-cut side of your cash book, is expense with the exception of your merchandise bills.

A very simple method of keeping track of your expenses is to rule an extra column on that side of the cash book, heading it "Expense," and entering in it all such items from day to day, so that the footing of this column daily, weekly, monthly, or yearly, will show you just what you are paying out for expenses, and at the close of the year it is an easy matter to foot up the total of your sales and by dividing the total of your expenses by the total of your sales you will find just what per cent. it has cost you to do business that year and just how much every dollar in sales must carry to provide for the costs of doing business based on the selling price.

For new merchants entering this line and having no previous experience to give them these costs, the averages ascertained in various parts of the country range from 15 to 20 per cent. of the selling price, and while it is not a safe proposition to accept such percentages without making a personal investigation of your own business, yet, they have not been found much out of line, where used by beginners until they had time to analyze their actual costs, for there is nothing safer or better than

knowing for yourself just what these costs actually are.

When this knowledge of costs is general in any line, competition will not any more involve the question of prices, but it will be entirely a question of salesmanship and of service, for no intelligent merchant, after learning that an article costs in total \$1.00 will part with it for 95 cents, for we are only doing that now where ignorance of costs prevails.

Let us turn now to another phase of the selling question and assume that you know what it costs you to do business and desire to fix your selling prices to give you a fair profit, but in doing so you find it necessary to charge more for an article than your competitor, whom you know has paid practically the same price for it and has about the same costs of doing business and should have about the same measure of returns; also, you may not only have one such competitor but several.

This is a condition not at all uncommon and has been a most difficult one to meet, yet, something must be done to bring about a better understanding of the situation or demoralization, loss and waste are bound to result—and right here it is well to remember that the human family are interdependent and an injury to one division of it will be shared by all others as well. The remedy is simple enough and consists simply in bringing together those who need this light, which has been very successfully done through the medium of Local Dealers' Clubs, which are nothing more nor less than the assembling of the dealers or merchants in the same line in any community, not for the purpose of fixing prices or doing any other thing unlawful or detrimental to the public, or which will in time reflect on them,

Established in 1873

**BEST EQUIPPED FIRM IN THE STATE**

**Steam and Water Heating**  
**Iron Pipe**  
**Fittings and Brass Goods**  
**Electrical and Gas Fixtures**  
**Galvanized Iron Work**

**THE WEATHERLY CO.**  
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Hand and Power  
For All Purposes

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State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

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**STEEL MANTLE BURNERS.** Odorless, smokeless. Make the home cheerful and bright. Three times as much light as an ordinary burner. Every one guaranteed. Just what you need! If your dealer doesn't keep them send his name and address with your name and address and we will mail you as many as you wish at 25c each.

**THE STEEL MANTLE LIGHT CO.**  
310 Huron Street, Toledo, Ohio

The advertisement reproduced above is running in a large list of select publications. It will certainly send customers to your store. Are you prepared to supply them? If not, order a stock of our burners at once. Accept no substitutes, the genuine is stamped "STEEL MANTLE, TOLEDO, OHIO."

If you are not handling these burners you are certainly missing a big thing. When shown to the people they will sell by the hundred. If your jobber doesn't handle them, send us his name and we will make quotation direct to you. Sample Burner mailed to your address, 25 cents.

**THE STEEL MANTLE LIGHT Co. 310 Huron St., Toledo, O.**

**Foster, Stevens & Co.**

**Wholesale Hardware**

10 and 12 Monroe St. :: 31-33-35-37 Louis St.

**Grand Rapids, Mich.**



**The APEX BREAD TOASTER**

**THE BEST TOASTER MADE**

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS  
Retail at 25c with a Good Profit to the Live Dealer

**Manufacturers A. T. Knowlson Company, Detroit, Mich.**

but simply to let the light in on these common business problems and together work out remedies.

The calling together of one's competitors for business conference is entirely legal, and to-day there are few lines manufactured or sold anywhere that those interested, either in their manufacture or sale, do not confer—not for collusion or unlawful ends, but to discover new and improved methods, eliminate waste and benefit to the consumer as well as themselves—so these questions of considering together the costs of doing business, determining what should be done with reference to obtaining settlement for all goods sold at time of delivery, the limiting of special service in setting up or experting machines, and a hundred other problems which both in the handling of farm equipment.

During the last few years, in the great anxiety to get trade, many dealers are expending on sales, times and expenses in delivering, setting up and experting machines, wholly out of keeping with their profits and are creating in their neighborhoods a demand for this service which, when made a custom, will add one more handicap in meeting competition of those who sell the consumer direct and render him no service whatever—in fact, compel him to send his money on in advance and wait for shipment, receive it at the railroad depot and spend his own time and money in putting the machine or implement in operation, and yet, selling prices are compared on a level basis without considering this difference in service.

I am here to say to you that the business of retailing farm equipment lines needs a thorough overhauling and the necessities of such a house-cleaning can be readily seen when a body of dealers get together in their own local club and take up, one by one, the conditions prevailing in their locality, consider them as a whole, and bring about economies by the right kind of co-operation, that which could not be possible in any other way.

The question of properly displaying goods to attract trade, advertising them, using or not using canvassers, better methods of handling repairs, the adding of new lines to fill in during the dull season—are all questions which might receive the attention of these local clubs very profitably.

I wish to say that the manufacturers are deeply and sincerely interested in every step you take which means improvement along these lines, and are willing to co-operate with you and help you.

I am hoping, therefore, that as these talks and discussions amount to little unless followed up by action, and resolutions usually die shortly after convention time unless put into effect, it would seem that now is the opportune time to act, for it is twelve months until your next convention is held and this great line you are handling should make steady progress toward economy and efficiency very passing year.

I trust therefore that all necessary plans will be made, looking to immediate and definite work, in which, as I have said, you may depend on our hearty co-operation.

President: How many men here will act in this matter that Mr. McCollough has just presented? As many as will, stand up. (Practically every member present arose to his feet).

Mr. McCollough: Let me say that Michigan is always to the forefront. Michigan is progressive.

M. D. McAuliffe: This gentleman has expended a great deal of time in coming to our convention and I move you that the convention gives him a rising vote of thanks.

Carried unanimously.  
Mr. McCollough: Gentlemen, I appreciate that very much.

President: It has been suggested by some of our members that it would be a courtesy upon the part of the members to allow the honorary members to vote on the place of the next meeting. We do not want to depart from any of our rules without having an expression. Shall we allow the traveling men at our meeting to-morrow morning, when the place of the next convention is to be decided, to vote with us? As many as think we should, raise the hand.

President: Thank you. The majority carried and we will always agree with the majority. There is another matter I want to bring to your attention now, and that is the question of federating with the federation of Retail Merchants of the State of Michigan.

As many as are favorable to our Association federating with the State Federation of Retail Merchants, which will mean the paying in to their treasury of 5 cents per member from our Association, signify that by the uplifted hand.

Carried unanimously.  
The convention then adjourned until Thursday morning.

#### Thursday Morning Session.

The meeting was called to order by the President.

The first order of business was the question box, in charge of Mr. Dunham, of Lansing.

The following questions were considered:

Why consider price before quality and service?

Overstocking by small dealers.

Loyalty to manufacturers.

Why is system and cost accounting more necessary now than ever before?

How can a dealer increase his selling ability and increase sales?

The discussion was participated in generally by the members present and many good points were brought out and explained by the older members present for the benefit of those who were newer in the business. At the conclusion, President Reid summed up the points of the discussion, as follows:

That the first and most important point is right at the time of the sale, to have a definite understanding, and the trouble is half over. When you come to the settlement, a good understanding is a collection half made. Another point that has been brought out is promptness upon our part. Have them understand that you are prompt and expect them to be prompt. Another point is to make notations. Whatever they promise to do, expect them to do, and show them that you want them to do it by asking a notation. Another element is firmness. Give them to understand you mean just what you say every time.

The next order of business was the report of the Committee on Necrology, which was presented as follows:

Whereas—It has pleased our Heavenly Father in His all wise providence to remove from among our members during the past year four of our members—Hon. Victor C. Wattle, of Battle Creek, who was one of our charter members and served one term on our Board of Directors; Paul E. Darling, of Leslie, who was also a charter member, Sol E. Billmyer, of Onsted, and S. W. Temple, of Tecumseh; therefore, be it

RESOLVED—That this Association feels that in the loss of these four members we have lost the advice and counsel of four of the oldest and ablest implement dealers in the State and that we extend our sympathies to the respective families and that this resolution be spread on the minutes of this Association; also that the Secretary be instructed to send a copy of these resolutions to the bereaved families.

J. H. Benton.

F. H. Willison.

The report was adopted unanimously. The next order was an address by F. L. Orcutt, of the Milburn Wagon Company, on the subject, "Sales from a Quality Standpoint." Mr. Orcutt spoke as follows:

Your chairman mentioned that I am to speak from a quality standpoint. That is wrong. The quality of people of this country do not have to have a compulsory law to instill into the minds of their boys and girls to become experienced in "high finance."

The traveling man whose brains are the real essence of business principles, in a way, whose ambitions are largely responsible to-day, for the building up of American industry—traveling men never make mistakes. Their every act is symbolic with that which is good (laughter and applause). This eulogy is not truthful; it is not real. In other words, it is a commodity of hot air under the alias of bull; that is the bull that is used for its influence upon the dealer. Traveling men are not infallible. Some times they make mistakes. I venture to say the some of you here are at the head of the brightest families that can be found around the country to-day. No greater responsibility can rest upon the man who is bringing up a family, to make good, clean, honest men and women, worthy of that grand name, American citizen.

Every sale we make, it behoves us, as traveling men, to sell from a quality point of character as well as standard quality of merchandise. Every day business men and traveling men—all of us—have a lot to do with the future destiny of our youngsters. As for myself, I lay no claim to the title of salesman, but I am filling the place of a traveling man and I am proud and glad that I am working among a live, hustling bunch of men—men who are not infallible, who make mistakes, but who rise up and make good. They are people of high ideals. They are generous. They have a good feeling for everybody and everything. The average traveling man to-day is broad gauge. I find that business men have many different dispositions. I noticed it here this morning and I notice it everywhere. We cannot all think alike. Two partners who are alike don't make a good firm. I find that traveling men look at their own being or their own existence from a great many different angles. Still business men are growing; their business is growing; they are growing themselves, both mentally, morally and socially. They drink the right drinks—I guess; they eat the right food; handle the right goods; quote the right prices. They insist upon this greater education that is being talked about. It is a schooling, gentlemen, and the wise merchant, the wise man, who who keeps up, accepts it. The live, bustling, sensible business man believes in his people and his competitors increasing; he wants to see his neighbor business man succeed; he wants the customer to succeed and the manufacturer to succeed; he wants to grow by this honesty of purpose; and when he meets with an honest dealer the shake of his hand is an inspiration. Another man can see no reason for changing his goods for a better one. He will not accept any new methods which are an improvement to the business; in other words, he is a finished product. He is not a dealer or anything worthy of the name and absolutely harmless to everybody except himself.

There is another dealer who is a dangerous dealer. You see it all around; you men see it—a dealer who wants to do all the business. This dealer is ambitious, but he wastes his ambition. He isn't to blame for what he doesn't know; he thinks he knows and he doesn't. This man can't figure profits and doesn't know how; cannot figure the cost of doing business; can't figure it costs 11 per cent. to do business; and he doesn't know how to

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

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Feed Cutters, Fur Coats, Sleigh Bells

**YOU** Mr. Implement and Hardware man, will find the above live sellers right now. We have other winter winners, backed by the Sunbeam advertising and guarantee—why not get acquainted?

WHICH CATALOGUE SHALL WE SEND? Implement, Clothing, Harness, Collars, Trunk, Bags, Blankets.

**Brown & Sehler Co.**

Home of Sunbeam Goods

Grand Rapids, Mich.



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**Public Seating**

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**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.



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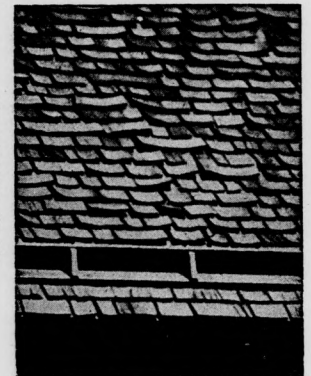
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## REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

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**H. M. REYNOLDS ASPHALT SHINGLE CO.**

Original Manufacturer, GRAND RAPIDS, MICH.

extend credit; but he remembers somebody is calling him a business man and, after the explosion, the least that can be said is that he belongs where he has stood.

There is another business man who is not onto the fact that the fundamental principles of doing business is doing it from a quality standpoint. He wants to sell goods and compete in price only. He wants to sell good goods, but he cannot. He says he wants to sell good goods in the neighborhood and the people won't buy them. The people will not believe in your goods until you have proven something. They won't believe in you until you prove to them that you are worthy.

There is another dealer—Mr. Miller mentioned him—and he is a dangerous one, just the same. This man is the price cutter. There are a good many men of this stamp who are ready at all times to sacrifice any and all of their profits to see the downfall of their neighbor. They want to know that their neighbor has fallen down or gone wrong or his note gone to protest. They are absolutely without any feeling and absolutely devoid of any respect. They forget one of God's greatest commandments, "Thou shalt not covet."

If there is any competitor of yours with whom there is this quarrel, it is absolute proof that harmony cannot exist unless you take the right attitude. If you are a man of the right caliber you can improve your business conditions and your commercial relations will make you better men. The sooner you learn to lift your neighbor, instead of tearing him down, the sooner you learn that quality should be impregnated into your business, the sooner your influence will grow and your hopes be realized, and you will reach the high point you desire in this great drama of business.

#### Thursday Afternoon Session.

The first number on the program at the afternoon session was an address by Mr. Orr, of the State Insurance Department.

A lengthy discussion of the points brought out in Mr. Orr's address was participated in by a goodly number of those present. A live interest was displayed in the question of a form of insurance which could be made available for the implement dealers. It was stated by Mr. Orr that a tentative draft of a bill to be submitted to the Legislature at its next session had been prepared, in which it was hoped to give the relief sought.

The question of the employer's liability law also came in for considerable comment and the various features were made plain by the speaker.

The report of the Auditing Committee was then called for and was presented by Mr. Goodes, as follows:

Your Committee are pleased to report that they have examined and checked up the Secretary's and Treasurer's books and find them correct; that the balance on hand on the first day of October, 1912, was \$586.60.

The report was accepted and adopted. The next number on the program was a poem by Secretary F. M. Witbeck, on the subject, "Only a Dealer," and which will be published in full in next week's paper.

The Committee on Resolution then made the following report:

**RESOLVED**—That this convention endorse the action in forming the Michigan Federation of Retail Merchants and that we become affiliated with this Association and recommend our members to take out individual memberships; also that we consider some of the subjects discussed at their convention.

**RESOLVED**—That some action be taken by this convention whereby our insurance laws may either be changed or the Board of Directors be empowered to formulate some plan to carry our own insurance, and, if necessary, to secure special legislation covering same; also endorsing a peddlers' license law, similar to the Missouri law which has been sustained by the Supreme Court, and that the same be placed with our Legislative Committee. Also that we endorse an honest advertising law and work with the National Federation to make it more effective by making it National, also, condemning the formation of branch retail stores by manufacturers before they are established in this state.

**RESOLVED**—That our dealers be more loyal to the loyal manufacturers in making contracts; to ascertain from the Secretary if the company wishing to contract with you sells to catalogue houses.

That we heartily endorse the suggestion of the National Association for the formation of local clubs and we urge our members not to pass lightly over this subject, as we believe it to be the solution of most of the evils that confront us.

That we endorse the efforts on the one cent letter postage and urge our members to keep this subject before them.

We would be ungrateful did we not take notice of the labor of our officers and directors whose untiring efforts in our behalf have been productive of such good results. Therefore,

**RESOLVED**—That we express to them our sincere appreciation and we desire to mention President W. L. C. Reid and Secretary F. M. Witbeck as being especially worthy of gratitude.

After having spent three delightful days and nights enjoying the hospitality

of Saginaw—even the weather is perfect there—this Association desires to put itself on record as declaring that this city has certainly proven to our satisfaction her claim to be the ideal "convention city" of the State. We wish especially to express the thanks of this Association to A. R. Guider, for his strenuous effort to make it possible for us to hold and enjoy the best convention we have ever held; also to the ladies of Saginaw, who have made it so pleasant for our ladies while in the city; to the trade press, who made it possible through publicity to get such a large attendance at this time; also the Board of Trade for furnishing the auditorium; also the local committee, for such elaborate arrangements for our enjoyment and comfort. Let us by a rising vote express our pleasure in the hospitality we have enjoyed.

C. A. Slayton,

D. M. McAuliffe,

The resolutions were adopted as a whole by a rising vote.

The following officers were elected:  
President—W. L. C. Reid, Jackson,  
Vice-President—D. M. McAuliffe, Albion.

Treasurer—C. A. Slayton, Tecumseh.  
Directors for two years—R. C. Zylke, Capac; Paul Dunham, Lansing; L. F. Bertraw, Big Rapids; L. J. Merrifield, Bloomingdale.

The next and final order of business was the selection of a place of meeting and it was stated by Secretary Witbeck that only one invitation had been received and that was from the city of Grand Rapids. In this connection, he read the invitation extended by that city and also telegrams from various persons urging its acceptance. Secretary Witbeck stated that there was a desire among many of the members to have the next convention held on the west side of the State, in order that the organization might get in better touch with many dealers who resided in that portion of the State.

There being no other invitation presented, it was moved and seconded that the Secretary cast the unanimous vote of the convention for Grand Rapids as the next place of holding our convention. Carried unanimously.

Mr. Miller, of Grand Rapids, said they would very much appreciate it if the members would bring the ladies to Grand Rapids, and Grand Rapids people would undertake to see that they had a good time. This announcement was received with applause.

Thereupon, the convention adjourned to meet in Grand Rapids in 1913.

#### How the January Inertia May Be Overcome.

Written for the Tradesman.

Many merchants regard the month of January as a necessary evil—a period that should be passed over as quickly and painlessly as possible. For such merchants January is the time to take a long winter's nap, in order to speed away the time in which "sales can't be made." These merchants have come to regard the first month of the year as inimical to profitable business and they are apt to think that weather conditions, the financial status of their customers and several other conditions have all conspired together to beat them out of their profits.

There is some truth in this, but not much. Deep snows are not conducive to much traveling and housewives are not so apt to run in for necessities when they are forced to wade through two feet of snow. Also the extravagances of the holiday season make economy a necessity in January.

Nevertheless, people live just as much and just as long in January as in any other month of the year and the consumption of staples is as large as in December. Houses are lived in, dishes are used, clothes are worn out, utensils are damaged and all these circumstances make some purchases necessary. This fact means that some goods will be bought, even though they are purchased in terms of nickels, dimes and quarters.

Therefore January is an excellent opportunity for variety goods. Their cost is small enough to allow mer-

chants to cover an exceedingly wide variety and their character is such that most of them are needed and used largely during the first week of the year. Crockery, tinware, kitchen utensils, lamps and a host of other things that people class with variety goods will prove most salable at this time, not because consumers have so much money to spend, but because they have so little with which to buy high priced goods.

Five, 10 and 25 cent goods have taught many merchants how to transform January from a dull season into a period of profits and there is no energetic retailer in the country who cannot learn the same lesson.

In the real estate business, rents butter the bread in dull seasons. They bridge over the gaps between sales of property. In the general merchandise business, 5, 10 and 25 cent goods are the gap fillers, because they sell all the year round and turn particularly fast during the so-called dull times.

To produce profits with variety goods, consistent advertising must be carried on, although for the purposes of publicity these lines are peculiarly well fitted.

First of all, they are readily adapted to window displays, are easily handled, take up little space and appeal strongly to the housewife. Another attractive quality of these goods is their tendency to produce sales in related staple lines. This means that these small wares will keep up a healthy circulation in most of the regular lines carried.

In printed advertisements these goods are again a source of economy, since the merchant can advertise them effectively without using a full page. In fact, an eighth of a page, featuring a single leader in 5, 10 and 25 cent wares, is often more effective than a whole page of staples.

The ordinary general merchant is apt to hesitate before installing those profit-makers, simply because he fears that their installation will cause him to change his present system. That this idea is erroneous can be proved by citing the testimony of hundreds of merchants who are selling a large volume of 5, 10, and 25 cent goods without changing their existing arrangements in the slightest material way. Anderson Pace.

#### No Respector of Persons

Grump: Do you call this steak fit for a Christian to eat?

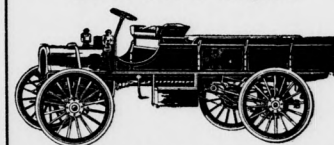
Waiter: We haint anxious about de religion of our customers, boss.

Money may not bring happiness, but every man on earth would like to try the experiment for himself.

No argument ever ended the way two people thought it should have ended.

If there is a black sheep in your family keep it dark.

#### Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

Adams & Hart  
47-49 No. Division St., Grand Rapids

#### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

## 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, Michigan

## Rubber Boots For Your Fall Trade

Let us ship you a case or two of famous  
WOONSOCKET BRAND "ELEPHANT  
HEAD" BOOTS.

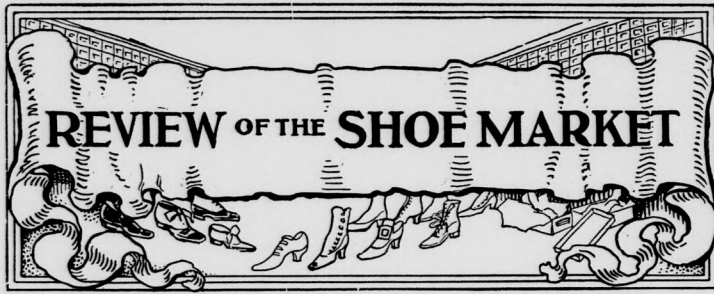


Bear Brand

Wale's Goodyear  
Connecticut  
Woonsocket

THE MAUMEE RUBBER CO.

224-226 Superior St., TOLEDO, OHIO



### Planning a Retail Shoe Advertising Campaign.

Written for the Tradesman.

At the very beginning I would impress upon you the importance of planning your advertising campaign.

The reader of retail shoe advertising can hardly escape the suspicion that much of it is simply perpetrated—not deliberately and wisely built up on some preconceived plan.

This applies of course to all accredited forms of modern publicity as practised by the retail shoe merchant, but more particularly to newspaper announcements.

The reason so much of it is crude, if not trite and common-place, is just because the campaign wasn't planned. And this failure to plan also accounts for the tremendous waste of good money in shoe store advertising.

The pathway of publicity is strewn with disappointed hopes and blighted expectations, and hardly a day passes that one does not hear of somebody's advertising ideals being rudely shattered. And a goodly percentage of those who squander real money to little purpose in the advertising world, are engaged in shoe retailing.

And that accounts largely for the "gloomy doubts" that rise in the retail shoe dealer's mind when some advertising man broaches the one supreme topic that lies nearest the heart of every Simon-pure advertising man. The shoe dealer who has burnt up a lot of good money in his efforts to beguile the wary customer perks up and says something disconcerting.

Now it's a pity for any man to lose faith in advertising; for, though he himself is the principal sufferer, everybody who comes, directly or indirectly, in touch with him suffers because of his unbelief. And, a everybody knows, it is often harder to reconvert one who has apostasized than to go out and win a brand new convert.

The main cause of inexpert (and therefore unprofitable) retail shoe advertising is that so many who can't write good copy persist in the odd little conceit that they can write just as good copy as any body under the canopy.

Now just because a man is a first class merchant is no sign he's a good advertiser. He may know leather and shoemaking down to the last detail. He may be a tip top buyer and a sales manager of uncommon ability. He may have mastered more selling arguments than Solomon had wives. And yet he may break down utterly when he comes to write a piece of copy.

But it seems to be a pretty universal failing of mortals to believe that,

without any special study or practice on their part, they can sit down and reel off advertising copy that's positively clever and compelling—just as good copy, by jingoes! as anybody else can produce, no matter how many laurels he's won on big accounts in the big agencies!

Odd, isn't it?

And then consider the haste with which this retail shoe copy is turned out by the merchant copy man! And the implicit assumption is, not only that he can do it as well as anybody else, but he can also do it in far less time than any seasoned copy man would dream of trying to do it!

Do you wonder that so much retail shoe advertising misses the mark? Should it be accounted a thing strange that so much of it hits the dead level of unambitious mediocrity and persists therein to the end of the chapter? Can you really conjure up an earthly reason why much of it should have paid even under the favorable circumstances?

If shoe store advertising is worth doing at all, it is worth doing right. But dashing off disconnected and fragmentary pieces of copy on the impulse of the moment, and often under conditions that preclude deliberate care, is certainly not the way to get results.

Plan your advertising campaign. Take time to plan out a consistent and thorough method of going after the local business; and then devote enough time to every single piece of copy. Let your aim be to make every inch of newspaper space carry the maximum amount of punch. Let the argument in one advertisement supplement the argument in the advertisement that preceded it and lead up to the argument in the advertisement to follow. Chas. L. Garrison.

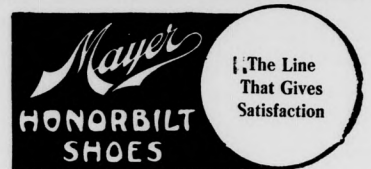
#### Where Shoes Sell for \$25 a Pair.

Think of paying \$25 for a pair of shoes! That's what American footwear retails for in Buenos Aires, Argentina. Of course, \$25 dollars in Argentina money is equivalent to only half that amount in gold, but even so, \$12 a pair is a high price, especially when it is considered that the import duty is approximately \$1 per pair.

An American business man who has just returned from a trip to South America declares there are many opportunities there for the establishment of profitable industries, and he cites the retail shoe trade as an instance.

While the Argentina merchants probably do not have a trust, he says, "the same effect is produced by maintaining high prices for all classes of merchandise. If an enterprising

retailer should open a shoe store and sell his goods at \$12 a pair, he would be receiving \$6 in gold per pair which is more than equivalent to the prices American dealers get. The same opportunities exist in other lines of trade."



## Rouge Rex High Cuts

For the Man Who Works



No. 471

This is a 12 inch Tan Moose Shoe, made just as illustrated, full bellows tongue, half double sole, blucher cut, with buckle top. A quick, profitable seller and trade builder. Write for prices, or let us send you sample pairs.

**HIRTH-KRAUSE COMPANY**

Hide to Shoe  
Tanners and Shoe Manufacturers  
**GRAND RAPIDS, MICHIGAN**



**Blizzards Sandals Arctics  
Leather Tops Rubber Boots**

**HOW COMPLETE IS YOUR STOCK?**

Remember the season is here when most any morning you will find yourself cleaned out of the few sizes you had left from last year and not be able to meet the demands of a slushy-sloppy morning.

**The Wales Goodyear  
(Bear Brand) Rubbers**

are the standard of quality and our stock of them is complete. We can fill your orders promptly.

Price list showing cuts and listing line of warm goods and socks gladly sent on request.

**Herold-Bertsch Shoe Co. (Distributors)  
Manufacturers "H. B. Hard Pan" and "Bertsch" Shoe Lines  
Grand Rapids, Mich.**

**Use Tradesman Coupons**



**MEN OF MARK.**

**F. H. Bowen, Manager Kalamazoo Branch of Lee & Cady.**

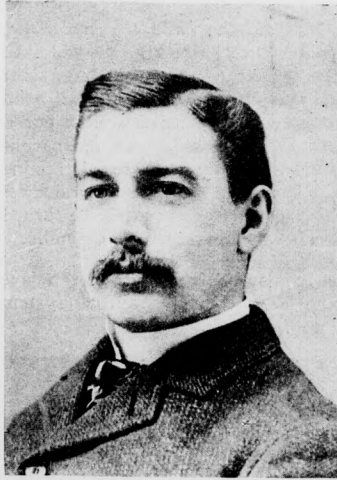
In Michigan many branches of the wholesale grocery trade are represented in an affiliation of interests that, while not in every essential precisely identical, are, nevertheless, mutually helpful and harmonious. To any practicable extent they are the embodiment of an energizing spirit of mutual good will and co-operation. Nowhere else is a community with exactly a similar constituency; none elsewhere precisely like this. It is from an atmosphere thus of catholic liberality, tolerance, amity and other sterling and fraternal qualities that Michigan derives its fame for producing capacity, sleepless enterprise, resources generally and, withal, achievements in a way unique as well as appropriately objects of pride and loyalty. Men so surrounded and sustained are rarely small; in the fitness of things they are big, strong, resourceful and dependable. That such a man as the subject of this sketch should have been selected to have charge of the active administration of a large wholesale establishment is itself an example wholly in keeping with the spirit and caliber of its character and objects.

Frank H. Bowen was born in Hartford, Conn., Aug. 5, 1863. His family moved to Detroit in 1870. He was educated in the Detroit public schools, graduating from the Detroit high school in 1881. He then entered the employ of Sampson, Black & Grant, wholesale grocers, as office boy. At the end of one year's service with this firm he went with the newly-organized firm of Grant Bros. & Co. as shipping clerk, but within six months started out on the road as salesman for this firm. After representing Grant Bros. & Co. in Eastern Michigan for three years, he accepted an offer for Phelps, Brace & Co. to travel for them on the Main line of the Michigan Central Railway from Detroit to Kalamazoo and was with that old and well-known firm until Jan. 1, 1890, when he bought an interest in the Jackson Grocer Co. and took the position of Secretary and buyer. Jan. 1, 1895, he resigned his position in Jackson and returned to the service of Phelps, Brace & Co., in the capacity of traveling salesman, covering the main line of the Michigan Central from Jackson to Kalamazoo and the Air Line, Saginaw and Grand Rapids divisions. In 1903 he left the road to take the position of house salesman and buyer, which position was made vacant by the resignation of C. F. Johnson, who went into the coffee business in Boston at that time. Leaving Phelps, Brace & Co. in 1905, Mr. Bowen went to the J. B. Ford Co., Wyandotte, as Assistant Manager, but remained only one year, at the end of which time he entered the employ of Lee & Cady, Detroit, as Department Manager. In April, 1909, Lee & Cady bought the business of B. Desenberg & Co. and sent Mr. Bowen to Kalamazoo to take charge of the new branch. Here he has remained ever since and has been suc-

cessful in building up a fine business.

Mr. Bowen is married and has a wife and four daughters. He is a member of the Commercial Club, of which he is chairman of the Transportation Committee; Park Club; Y. M. C. A.; Red Eagles; Director of Kalamazoo Musical Society; Chairman Post K, Michigan Knights of the Grip; and has been very active in many other ways since coming to Kalamazoo.

Mr. Bowen is the soul of hospitality and is never so happy as when, in his big, responsive and capable way, he is doing a good turn to anybody needing it. Mr. Bowen's habits of thought, life and instincts mark



F. H. Bowen.

him as a remarkable man among strong men; an ever present stay in times of need; a lovable man with a sense of honor, the depth of which is as fathomless as it is infinitely proof against taint or doubt. Certain of his achievements of a semi-public nature are suggestive, also, of a diplomatic bent—a tactful delicacy—by no means commonplace. In his day he has discharged numerous trusts and always in a manner denoting rigid integrity, capability, loyalty and becoming grace. His personal appearance is suggestive of many less years than those of his actual age, an incident due, doubtless, to habitual abstinence from all excesses, whether of appetite or mental excitement. He is a man whose splendid character combines the qualities for success, the inborn push and progressiveness which stimulate the dormant energies of others.

**As Soon as Possible.**

Paddy Dollan bought a watch from the local jeweler with a guarantee to keep it in order for twelve months. About six months latter Paddy took it back because it had stopped.

"You seem to have had an accident with it," said the jeweler.

"A small one, shure enough, sor. About two months ago I was feeding the pig and it fell into the trough." "But you should have brought it before."

"Shure, Mike. I brought it as soon as I could. We killed the pig only ysterday."

What Sherman said about war also applies to politics.



# Rikalog

When you wish to secure a line of high grade shoes for workingmen which will hold and increase this important end of your business, fix in mind that "Rikalogs" are positive, prompt profit producers.

Rindge, Kalmbach, Logie & Co., Ltd.  
Grand Rapids, Mich.

## Hood Tuff Soo Combinations Kang Kip Leather Tops



Great footwear

Great for warmth

Heavy Duck Overs  
Rolled Edge, Heel.

**HOOD  
QUALITY**

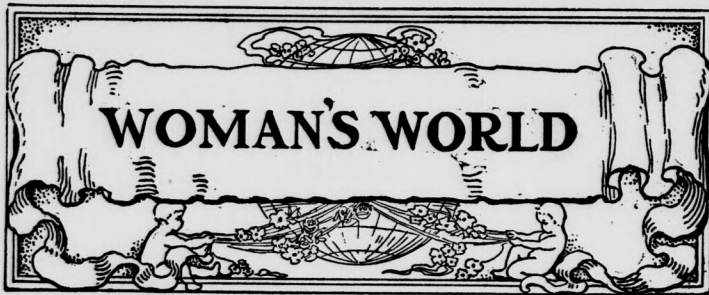
Full Gussets

7 1/2 inch	\$2.10	} Less 5% in thirty days for prompt payment.
10 inch	2.30	
12 inch	2.45	

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



### The Woman Who Lacks Sense of Time.

Written for the Tradesman.

As the phrenologists of a generation or two ago mapped out the human cranium, there was a subdivision or bump that was called "time." A person who had "time" well developed was supposed to be able to guess at twenty minutes or half an hour quite accurately and to tell what time it was at any hour of the day or night without the use of clock or watch.

Popular estimation has rather gone back on phrenology and most of us have ceased to believe that any long-haired professor can correctly size up our abilities and tendencies by feeling of the elevations and depressions of our skulls.

Whether the phrenologists were right or wrong, whether our bumps have anything to do with it or not, a sense of time—a sense enlarged considerably beyond their strict interpretation of it—is a highly useful and desirable attribute.

We all know the woman who lacks the sense of time. She may have all the other virtues. She may be good-looking, sweet-tempered, tactful, affectionate, kind-hearted, generous and what-not, and yet if she is lacking in the sense of time, friendship with her will be a thing involving many regrets and lamentations.

One of the chief things to be learned if one is to live in this age of the world is that there isn't anywhere near time enough to do all the things one needs to do and wants to do and sometimes it seems ought to do. Our day is no longer than was the day of the cave dwellers, while by actual count we have forty times as many duties as they had, to say nothing of amusements, lectures and other beneficial things every right-minded person likes to take in.

Only the most essential things can be compassed. If you attempt more than these you are bound to be balled up.

The woman who lacks the sense of time lives under an ineradicable delusion. She thinks she has time for everything. She fails to see the crying need of cutting out the non-essentials, so she fritters away the golden hours on the merest trifles. She puts. She is always behindhand.

Perhaps she is invited to join a party going away together on a summer vacation trip. She is never ready on the day set. One indispensable gown is not yet finished. If anyone goes to the trouble to find out the reason, it is easy—the material for the gown never was sent to the dressmaker until two weeks after it should have gone. Of course, our friend can

not leave home without that particular dress. The remainder of the party must go without her—which seems heartless—or else the time for the trip, too short at best, must be curtailed to suit her convenience.

Every time this kind of woman goes to church or to a theater or a concert, unless she goes stark alone, someone is put out by her needless dillydallying.

"Why, I'd no idea it was so late!" is the remark forever on her lips. Why doesn't she have an idea? What are clocks and watches for?

Of course, a lack of promptness—a perpetual habit of being behindhand—can not be set down as a deadly sin. Perhaps that is the trouble with it. We take it for granted that our friends will not lie nor steal nor commit murder, but it is the little foxes that spoil the vines—the minor vices that often interfere most seriously with the pleasure of living.

The husband of the woman who has no sense of time is to be pitied. As often as not his breakfast is late and he must content himself with snatching a few mouthfuls or else lose his car. Sometimes he goes entirely without breakfast and still loses his car. Dinner is likely to be served at 6 o'clock to-night and at 7 o'clock to-morrow night, with no especial reason for the variation except the old, old reason that the missis can't be made to realize that getting things around on time is an essential part of the scheme of correct and happy living. A man whose household is under this haphazard regime can not enjoy a reputation for meeting his engagements promptly. Indeed, a man's reputation in regard to such matters depends quite as much upon his wife as upon himself. Altogether, belated meals and general tardiness are severe tests of a husband's love. Who knows how many quarrels and heartaches—to say nothing of divorce suits—have their origin in the lack of a sense of time!

Among young children it is easy to distinguish those who will do their work in life with ease and celerity from those who, if left to their natural tendencies, will become putterers and fuss budgets.

Children should be taught early the necessity for making their time count. The tendency to dawdle and waste time should, so far as possible, be overcome by inspiring the little minds with ideals of accomplishment and efficiency.

Do not give to a slow child such a motto as "Not how much but how well," nor tell him the story of the tortoise and the hare. He has gotten

into a world in which "how much" counts very much indeed, and the sooner he is gently made to realize the fact, the better.

This does not mean that work of any kind should be slighted and certainly is not to be taken as sanctioning heedlessness or carelessness, but it is not necessary that all the everyday work of the world shall be done with the precision and painstaking that is required in drawing up an international treaty.

Do not either by precept or example hold up before a child the hasty, high-pressure method of working. The hurry habit wears out the worker mentally and physically, while the results obtained never are proportionate to the expenditure of energy. Rather try to lead the child to acquire the fine art of working with ease and even with deliberation, and at the same time making his efforts, both of hand and brain, count for the most possible. Practical judgment must constantly be exercised to determine what should be done slowly and carefully and what can properly be turned off with swiftness. Quillo.

A woman believes that she can save the price of a whole railroad system by not buying it.



### Wilmarth Show Case Co.

Show Cases  
And Store Fixtures

Take Division St. Car Grand Rapids, Mich.



EVERY HOME NEEDS A Taylor THERMOMETER



Reach out for new business in your neighborhood by using

TAYLOR Thermometer Advertising

The fact that you are sending out such useful, practical advertising as Taylor Thermometers shows that your store is progressive and wide-awake. The accuracy of the TAYLOR will reflect credit on the accuracy of your store service.

Everybody reads the thermometer. Your advertisement printed attractively on the card of a TAYLOR will be seen whenever the thermometer is read, and serve as a constant reminder of your store.

Neat, attractive, lasting advertising, the kind that pays, can be put into every home if you use

Taylor Advertising Thermometers. Write us for particulars today and we will send you a Taylor No. 839 for your own use

Taylor Brothers Company,  
Rochester, N. Y.

"Where the good thermometers come from."

(2)

## Ceresota Flour

The Prize Bread Flour of the World



### The U. S. Government Laboratory Test

Shows "Ceresota" Flour to be worth 14 cents to 79 cents per barrel more than are other well known and extensively advertised Flour's.

Why Not Buy the Best and Get Your Money's Worth?



Registered in U. S. Patent Office

Manufactured by

The Northwestern Consolidated Milling Company

MINNEAPOLIS, MINN.

H. P. GALLAHER, Vice Pres. and Manager

**"CHARGE IT."**

**The Latest and Best Ally of the Devil.**

Irving Bacheller, the popular novelist, published a book last year entitled "Keeping Up With Lizzie." It dealt with the follies and frivolities of the etrenal feminine and was full of sarcasm and wholesome lessons. This year Mr. Bacheller has taken up the male side of the question in his book entitled "Charge It," in which he describes, briefly and pointedly, the hobbies and eccentricities of the men. The book is well worth careful perusal and some of the chapters are so complete in themselves and so unique in conclusion and moral that they will stand re-reading several times. One chapter deals with the shortcomings of a newly married man who embezzled several thousand dollars from his employer in order to keep the pace set by the principal character in the book. The mutual friend and presiding genius of the book thus described the situation:

I'm glad of one part of it all, I said—that you have discovered each other and learned you are human beings of a pretty good sort. I've much more respect for both of you than I ever had before.

He looked at me in surprise.

Oh, you are a better man than you were three months ago! I answered him. You happen to have run against the law and it's shocked and frightened you, but you are improving. Long ago you began to incur debts which you couldn't pay and you must have known that you couldn't pay them. In that manner you became possessed of a large sum of money belonging to other people. It was used, not for necessities, but to maintain a foolish display. That is the most heartless kind of fraud. I've much more respect for you now that you see your fault and confess it. I'm convinced now that you have a conscience and that you will be likely to make some use of it in the future. I'm particularly grateful to your wife. She has shown me that she is just a woman and not an angel. I don't believe that it was at all necessary for you to have groveled in aristocratic crimes in order to win her heart. The yacht cruise and the tandem and the violets and the Fifth Avenue clothes and the ton of candy were quite superfluous. You needed only to tell her the truth, like a man, and say that you loved her.

"It is true, Roger," said the girl as she broke down again.

"I did it all to please you, dear," the boy answered, in his effort to comfort her.

"And it did please me," she said, brokenly, "but I know that I should have been better pleased if—"

She hesitated and I expressed her thought for her:

"If he had centralized on manhood. There is something sweeter than violets and grander than fine raiment in a sort of character that a boy should offer to the girl he loves."

They were both convinced. It was easy to see that now and I promised to do what I could for them.

I got a schedule of the young man's debts and found that he owed, among other debts, six thousand dollars to

sundry shops and department stores in New York—the purchases of his wife in the eight months of their wedded life. I asked her how it could have happened.

"He opened accounts for me and said I could buy what I wanted, and you know it is so easy to say 'Charge it,'" was her answer. "Every one has accounts these days and they tempt you to buy more than you need."

It is true. Credit is the latest and best ally of the devil. It is the great tempter. It is responsible for half the extravagance of modern life. The two words "charge it" have done more harm than any others in the language. They have led to a vast amount of unnecessary buying. They have developed a talent for extravagance in our people. They have created a large and growing sisterhood and brotherhood of dead-beats. They have led to bankruptcy and slow pay and bad debts. They have raised the cost of everything we require because the tradesman compels us to pay his uncollected accounts. They are added to your bills and mine and the merchant prince suffers no impairment of his fortune.

Bessie's bank account was also overdrawn. That reminds me of a new sinner—the bank-check. It is so easy to draw a check—and, then, somehow, it's only a piece of paper. You let it go without a pang while you would be very thoughtful if you were counting out the money and parting with it.

**The Mail Order Citizen.**

The man who buys his goods of a mail-order house and expects his neighbors at home to buy goods of him, or to buy labor of him, or to buy professional service of him, is economically a leech. He is sucking industrial blood out of the town and gives none back. He sends his profits out of town, like a Chinaman, and has no more right to a standing in the community than a foreigner.

We are all neighbors industrially in our home town, and the man who sends away for his goods is not one of us. He is of another industrial system, and deserves no local man's support. The fact that this is economically wrong is recognized by the mail-order houses themselves.

They protect their customers by offering to keep people from knowing where the mail-order goods come from. The mail-order houses have no "tags" on their goods. They say in their catalogues that none of their goods are marked and that no one knows where they were bought.

If it is proper to hide the place of purchase of an article, it is wrong to buy the article at that place. Only the man who steals is ashamed to say where he got anything he has. There is such a thing as "tainted" goods, "tainted" groceries, and "tainted" furniture. All of such that are not bought at home, of men who befriended you, of men to whom you owe a living, are "tainted" because they come unfairly.

William Allen White.

A crowbar isn't necessary to enable a gossip to pry into your affairs.

Many a young man's chances in life go up in cigarette smoke.

**Experience Not Necessary.**

"Doctor, I want you to look after my office while I'm on vacation."

"But, I've just graduated, doctor. Have had no experience."

"That's all right, boy. My practice is strictly fashionable. Tell the men to play golf and ship the lady patients off to Europe."

We don't blame a woman for wanting to marry a certain man; it is far better than marrying an uncertain one.

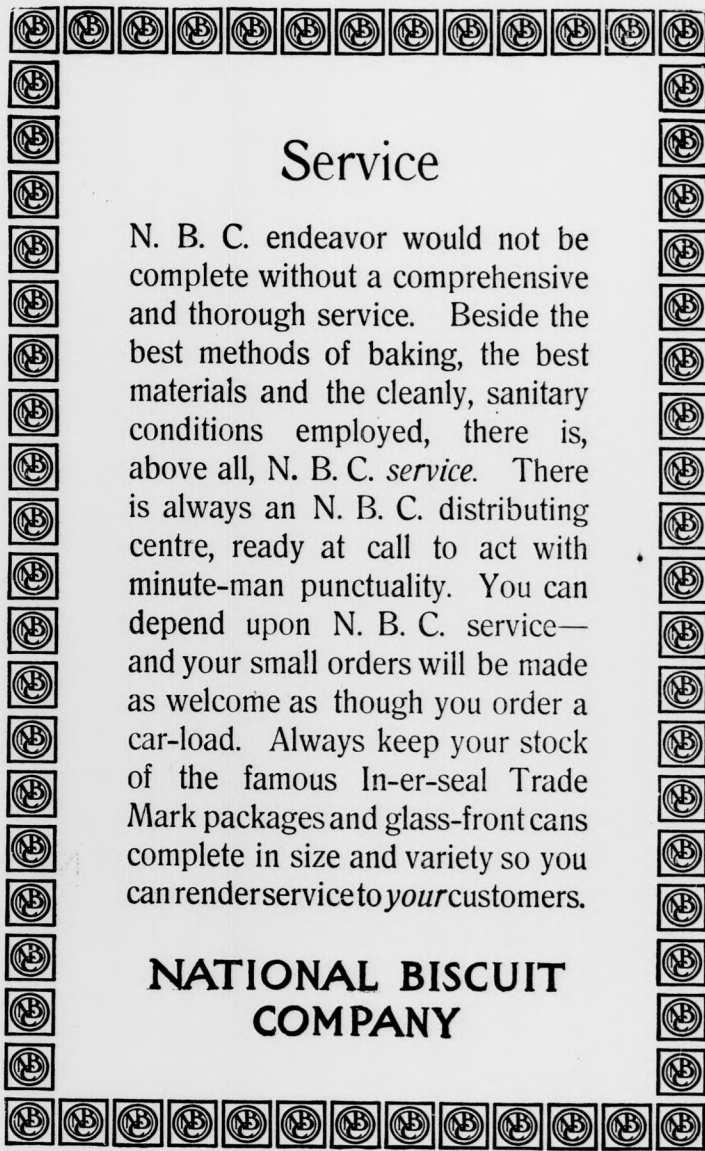


**You Can Sell It**  
If you have it in stock

**Mapleine**  
The Flavor de Luxe

Order from your jobber or  
Louis Hilfer Co.  
4 Dock St., Chicago, Ill.

**Crescent Mfg. Co., Seattle, Wash.**



**Service**

N. B. C. endeavor would not be complete without a comprehensive and thorough service. Beside the best methods of baking, the best materials and the cleanly, sanitary conditions employed, there is, above all, N. B. C. service. There is always an N. B. C. distributing centre, ready at call to act with minute-man punctuality. You can depend upon N. B. C. service—and your small orders will be made as welcome as though you order a car-load. Always keep your stock of the famous In-er-seal Trade Mark packages and glass-front cans complete in size and variety so you can renderservice to *your* customers.

**NATIONAL BISCUIT COMPANY**

**MACAULEY SAID**

Those inventions which have abridged distance have done the most for civilization.

**USE THE BELL**

And patronize the service that has done most to abridge distance.

**AT ONCE**

Your personality is miles away.

Every Bell Telephone is a long distance station.





### Window Trim of Fancy Goods for Christmas.

For making the window trim of Christmas fancy goods this is what you will need:

Merchandise.

(About \$30 worth shown in window.)

- 1 doz. boxes Stationery.
- ½ doz. Comb, Brush and Mirror Sets.
- 4 Vases.



Photograph of Window Trim.

- ½ doz. Mirrors.
- 1 doz. Jewel Boxes.
- 1 doz. Books.
- 1 doz. Gift Books.
- 1 doz. Work Baskets.
- Two Fancy Clocks.
- Two Shaving Sets.
- ½ doz. Photo Frames.
- 1 doz. Safety Razor Asst.
- ½ doz. Fancy Boxes.
- ½ doz. Postcard Albums.
- 1 doz. Pocket Knives.

#### Fixtures.

- Three large boxes.
- Three pasteboard boxes.
- Two boards, 30 inches long.
- One box holly garland.
- Nails.
- Price tickets.
- Four small boxes.
- Two boards, 30 inches long.
- Five rolls red crepe paper.
- A small Christmas tree.
- Pins.

Cover the background neatly with dark red cambric or crepe paper. Red is a very strong color for a Christmas

window. It gives a rich effect and brings out the attractive qualities of the merchandise. Be sure to lay emphasis on the word "neatly." If the work is not carefully done the trim will not be nearly so effective.

#### How to Make the Holly Festoons.

Next, place the Christmas tree in the center of the window against the background. It should be anchored to a box high enough to bring it up

to within two feet of the top of the window. Decorate it with Christmas tree ornaments.

Then festoon the holly garland as shown in the photograph. There are many other kinds of Christmas trimmings that can be used here. Perhaps you will decide to use the natural evergreen. We have used the holly garland because it is big and showy, and takes up plenty of space.

The holly garland should be festooned so as to take up most of the upper space in the window. The lower festoon should be about two feet from the top. Begin the festooning from the left, looping it up over the Christmas tree in the center, making another festoon at the right of the tree and fastening it at the extreme right. One string of garland will make one right and left festoon in the average window.

#### Careful Work is Essential.

After making three rows of these festoons, make another row farther to the front, fastening each end of

the string to the top of the background in front of the other festoons.

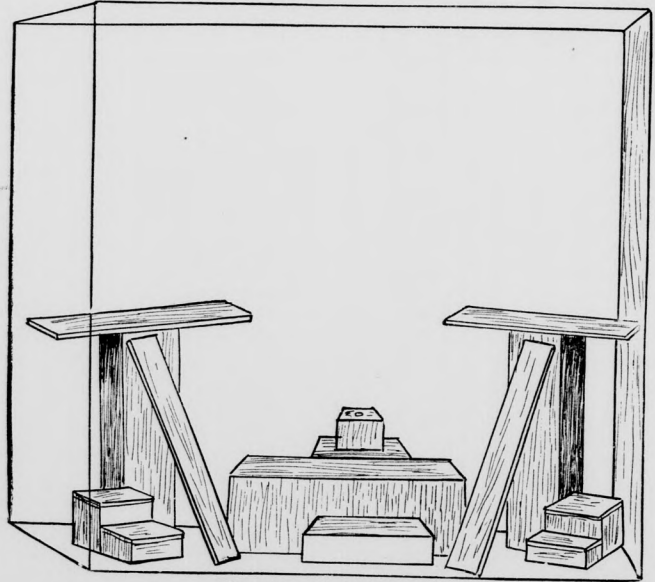
Use considerable care in putting in these decorations, as this is the most important part of making the window.

Now cover with red crepe paper the various boxes and boards indicated by the drawing. Let's fix the center unit first—the one on the low boxes. The merchandise on the upper box

The right unit is made the same way as the one on the left and of practically the same kinds of merchandise.

After making the right unit, run a couple of strings of holly garland from the left unit to the right, making three festoons as shown in the photograph.

Floor Plan Completes the Trim.



Drawing of Fixtures.

consists of two clocks, two mirrors, a comb, brush and mirror set, two gift books, and a photo frame. Arrange them in the manner indicated by the photograph.

On the lower box is another large comb, brush and mirror set.

The left unit comes next. Arrange the boxes and boards as shown in the drawing. In the center on top build a pyramid of five holly boxes of stationery. On each side of this pyramid, place a gift book and a postcard album.

On the board extending down to the floor pin half a dozen pocket knives, leaving each in its original box, and at the top of the board pin another holly box of stationery.

There is nothing much to the floor plan. Begin it by putting two fancy boxes on end at each side of the center unit in front. Put a shaving set on each. In the center, next to the glass, build a pile of various kinds of safety razors. At the extreme right, build another unit of two small boxes like the one at the left.—Butler Way.

#### Old Oaken Bucket Makes Catchy Window Background.

If you want an out-of-the-ordinary Christmas window feature and are willing to devote a few extra hours to building it, this "Old Oaken Bucket" idea will interest you.

The plan is to build the cover of



An Overhead Doll Booth.

Pin four work baskets to the background next to the glass on the left side, and under them build up a pile of holiday books.

Then arrange the two small boxes shown on the extreme left in the drawing. On the top one place a comb, brush and mirror set. On the other, put a large vase and a couple of jewel boxes.

an old-fashioned well and have what answers for an old oaken bucket discharging Christmas toys through the spout.

The arrangement is plain in the drawing. Cover the background with red crepe paper and at the top build a framework like the drawing shows. Cover this with silver tinsel. Hang nine bells from the center with silver

tinsel. The design shown at each side of the bells is made of beads.

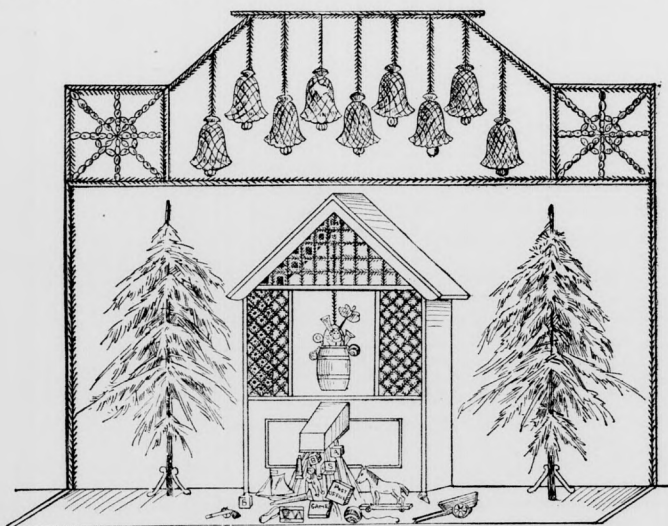
The well should be built right against the rear of the window. It can be built of smooth boards of any dimension—lumber 3/4 inches thick being preferable. The sides of the well are 12 inches wide and three feet high. The roof should be 14 inches wide. The molding on the gable is 2 1/2 inches wide and 1/2 inch thick.

You can make the well as wide as you like. About three feet is the best for the average window. Make a frame work on the front like the drawing shows, and make a net work of tinsel, leaving an opening for the bucket.

The spout should be 10 inches around, 5 1/2 inch front tapering to

zoo, A. K. Edwards, of the Edwards & Chamberlain Hardware Co., the Kalamazoo Retail Grocers' Association, the First National Bank and B. Cleenewerck & Sons.

Many donations of goods were also received, the National Biscuit Co., sending vanilla wafers, nabiscos and other goods of their manufacture. The McLaren Imperial Cheese Co., of Detroit, sent jar cheese and peanut butter. Atwood & Steele, Chicago, a pail of Mammoth queen olives, Libby, McNeil & Libby, Chicago, boned chicken and turkey, genuine potted ham, salad dressing and pickles, J. I. Kraft & Bros., Chicago, potted cheese, R. C. Chances Sons, Philadelphia, stuffed olives, the Williams Bros. Co., Detroit, pickles, relishes and condiments.



"Old Oaken Bucket" Background.

6 1/2 inches where it connects with the well. The under side of the spout is left partly open.

To make the old oaken bucket take two small wooden washtubs, knock the head from one and then connect the two. Use a candy pail handle.

Paint the roof of the well red and the body white. The inside should be green and the molding yellow. The bucket should be painted dark oak and green.

The toys apparently coming from the spout can be suspended by dark thread.—Butler Way.

**Opening of Lee & Cady Branch at Kalamazoo.**

Kalamazoo, Dec. 2.—Surmounted by a handsome electric sign and with hundreds of lights throughout the building, sending forth a welcome to customers and friends alike, the fine new warehouse occupied by Lee & Cady, wholesale grocers was thrown open to the public last evening from 7:30 to 10 o'clock.

The office and salesroom were beautifully decorated by G. Van Bochove & Bro., florists, and Fisher's orchestra gave a fine programme of popular and classical music.

Floral tributes were sent by the Dwinell-Wright Co., Boston, Campbell P. Jones, Michigan representative of the United States Tobacco Co., Richmond, Va., J. E. Esson of the Quaker Oats Co., Chicago, Mr. and Mrs. H. L. Vander Horst, Kalama-

zoo, A. K. Edwards, of the Edwards & Chamberlain Hardware Co., the Kalamazoo Retail Grocers' Association, the First National Bank and B. Cleenewerck & Sons. Many out of town guests were present, among whom were Gilbert W. Lee, President of Lee & Cady, Thos. J. Marsden a director of the company, Fred J. Fox, Saginaw, manager of Lee & Cady, Saginaw branch, Andrew Ross, manager of Kellogg's Toasted Corn Flake Co., Battle Creek, Joseph H. Dufrey, sales manager of the Williams Bros. Co., Detroit, Herbert I. Lord, Detroit, J. T. Fletcher, Decatur, Frank Wright, Cressy, W. T. Gibson, Scotts, H. M. Hampton, Glenwood, A. R. Peer, Comstock, Mrs. H. Mosher, Cloverdale, Geo. S. Hopkins, Marcellus, W. W. Baldwin, Comstock, and many others.

Lee & Cady purchased the business of B. Desenberg & Co., in April, 1909 and very soon outgrew their quarters at 227 East Main street. In July, 1911, work was begun on the splendid building, which the company now occupies at the corner of Rose and Ransom streets. Lee & Cady's local manager is Frank H. Bowen, who for many years, has been connected with the wholesale grocery firms in Michigan. Under his able management, the business of the Kalamazoo branch has steadily grown and it now is one of the prominent houses in the trade in Western Michigan.

A worthy colored man complained that his horse is afraid of the many "contraction" engines he meets on the road.

**Buy a Seller  
Win a Buyer  
Sell a Winner**  
**Grand Rapids  
Broom Co.**

Manufacturers of the following standard brands:

**Puritan  
Jewel  
Winner  
Wittier Special**

These are the leaders in brooms  
Sold by your jobber  
If your jobber does not handle our  
line write us

**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.

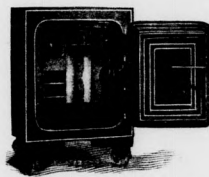
We sell to merchants only.

Ask for current catalogue.

**Butler Brothers**

New York Chicago  
St. Louis Minneapolis  
Dallas

**Safes That Are Safe**



**SIMPLY ASK US**

"Why do your safes save their contents where others fail?"

**SAFE SAFES**

**Grand Rapids Safe Co.  
Tradesman Building**

**IMPORTANT**

**Retail Grocers**



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

**Baker's  
Cocoa and  
Chocolate**

with the trade-mark on the packages.  
Registered U.S. Pat. off

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

MADE ONLY BY  
**Walter Baker & Co. Limited**  
DORCHESTER, MASS.  
Established 1780

**The Diamond  
Match Company  
PRICE LIST**

**BIRD'S-EYE.**

**Safety Heads. Protected Tips.**  
5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots .....\$3.35  
Lesser quantities .....\$3.50

**BLACK DIAMOND.**

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots .....\$3.35  
Lesser quantities .....\$3.50

**BULL'S-EYE.**

1 size—10 boxes in package, 36 packages (360 boxes) in 2 1/2 gr. case, per case 20 gr. lot \$3.35  
Lesser quantities .....\$2.50

**SWIFT & COURTNEY.**

5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots .....\$3.75  
Lesser quantities .....\$4.00

**BARBER'S RED DIAMOND.**

2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lots \$1.60  
Lesser quantities .....\$1.70

**BLACK AND WHITE.**

2 size—1 doz. boxes in package, 12 packages in 2 gr. case, per case in 20 gr. lots .....\$1.80  
Lesser quantities .....\$1.90

**THE GROCER'S MATCH.**

2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gr. case, per case in 20 gr. lots \$5.00  
Lesser quantities .....\$5.25  
Grocers 4 1-6 gr. 3 box package, 100 packages in 4 1-6 gr. case, per case in 20 gr. lots.....\$3.50  
Lesser quantities .....\$3.60

**ANCHOR PARLOR MATCHES.**

2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots .....\$1.40  
Lesser quantities .....\$1.50

**BEST AND CHEAPEST**

**PARLOR MATCHES.**

2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots .....\$1.60  
Lesser quantities .....\$1.70  
3 size—In slide box, 1 doz in package, 144 boxes in 3 gr. case, in 20 gr. lots.....\$2.40  
Lesser quantities .....\$2.55

**SEARCH-LIGHT PARLOR MATCH**

5 size—In slide box, 1 doz in package, 12 packages in 5 gr. case, in 20 gr. lots.....\$4.25  
Lesser quantities .....\$4.50

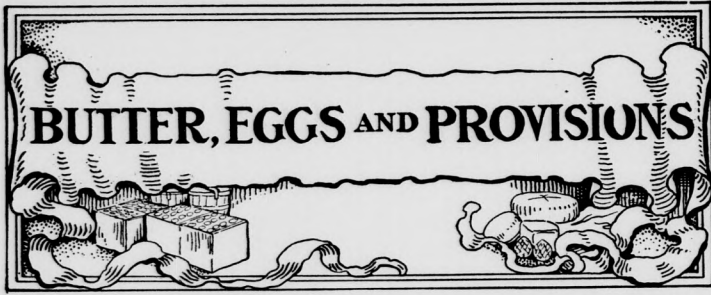
**UNCLE SAM.**

2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-6 gr. case, per case in 20 gr. lots.....\$3.35  
Lesser quantities .....\$3.60

**SAFETY MATCHES.**

**Light only on box.**

Red Top Safety—0 size—1 doz. boxes in package 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots .....\$2.50  
Lesser quantities .....\$2.75  
Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots .....\$1.50  
Lesser quantities .....\$1.60



### New Way to Keep Eggs.

Considering that there are now so many ways of preserving eggs "perfectly fresh," it is somewhat remarkable that these articles of food are so difficult to obtain in this condition. The latest plan involves the exhaustion of all contained or dissolved air in the egg and the substitution of an atmosphere of mixed nitrogen and carbon dioxide. Mr. Santolyne, who describes the method in *Cosmos* tells us that the process now most used in France employs limewater, but that cold storage still remains the best way of preserving eggs properly. The new gas process, just noted, is used in conjunction with cold storage, and enables the eggs to be kept for some time after removal from the refrigerating chambers, without impairment of quality. Says Mr. Santolyne:

"The method consists of keeping the egg in an inert atmosphere of carbonic acid and nitrogen. \* \* \* The eggs are placed in tin cases holding 500 each. These cases are then surrounded with two wooden frames, an outer one to enable the cases to be set in cold-storage chambers, and an inner to facilitate the circulation of the gaseous atmosphere around the eggs. A little anhydrous chlorate of lime is placed within to absorb the moisture, and then the cover is soldered on, leaving a small hole about one-quarter inch in diameter. The cases are then introduced into a horizontal receptacle in which a vacuum is produced, thus removing the air surrounding the eggs and the gases dissolved in their albumen. Then there is introduced carbonic gas, previously heated. This is all done slowly, to enable the gas to penetrate into the egg, until the pressure gauge remains stationary. Excessive pressure is avoided, as it might be injurious to the eggs. With a vacuum pump a certain quantity of the carbonic gas is now removed and replaced with compressed nitrogen. Then the cases are removed from the receptacle, a drop of solder is placed on the hole in the cover, and they are placed in cold storage at 35 degrees. It is unnecessary now to take care of the ventilation of the cold chamber or of the moisture of its air.

"The advantages of this system, the author tells us, are as follows: There is no evaporation at the surface of the eggs, no phenomena of oxidation, and no stale taste; they may be eaten from the shell even after ten months, and the albumen preserves the fine whitish tint that it has in fresh-laid eggs. The eggs may be kept some little time after taken from cold storage before being delivered to the consumer. This is not the case with eggs preserved by cold alone. Bacilli, bacteria, and molds are

killed by the cold and the gases, so that there are no moldy or decayed eggs and no loss. The cost is not much more than that of preservation by cold alone. The tin case, holding 500 eggs, costs \$1.60, and accommodation for 1,000 eggs, therefore costs \$3.20. These cases may last ten years. All told, the extra expense comes to about 40 cents per thousand eggs."

### Comparative Advantages of Drawn and Undrawn Poultry.

It was long a mooted point as to whether poultry should be handled, shipped, frozen and stored in a drawn or undrawn condition. Drawn poultry means that from which the entrails or viscera has been removed, and it was thought by many to be the only correct way of handling, and some of the larger cities even went so far as to pass laws forbidding the sale of poultry, which had not been drawn. This brought such a storm of protest from the poultry handlers that laws of this kind did not live long, but it was not until the Department of Agriculture through its Bureau of Chemistry, as represented especially by Dr. Mary E. Pennington, carried on during the season of 1909 and 1910, a series of studies to determine the relative rate of decomposition and deterioration in undrawn poultry as compared with that from which the viscera had been either completely or partly removed, that guesswork was set aside, and some actual facts determined. The tests began at the packing house where the poultry was killed and did not end until it was sold through the retailer direct to the consumer. Actual observations and records were kept at every stage in the marketing. The aim was to compare the relative keeping qualities of the drawn and undrawn poultry under actual market conditions, and to place each method of dressing strictly on its own merits.

In these tests and experiments, temperature conditions were one of the most important points of observation, and the temperature records were made by thermographs which followed the shipments of poultry from start to finish. The experiments extended over a period of six months, from midwinter to midsummer.

The dressing of the carcasses was done according to three methods known as "full drawn," "wire drawn" and "Boston drawn" being a sort of partial step toward "full drawn." The undrawn fowls were shipped with the heads and feet on. The birds were cooled at an average temperature of 34 deg. F.; wrapped in parchment paper; boxed and shipped in a refrigerator car which had been iced and

Ship Your Poultry and Calves, Etc.  
To  
**Detroit the Great Market**  
H. R. PFEIFLE  
68-70 Market St. Detroit, Michigan

What Have You to Offer?  
We Want Butter, Eggs and Poultry  
A. M. PADEL  
64 Eastern Market Detroit, Mich.

**Geo. L. Collins & Co.**  
DETROIT, MICH.  
Car lot jobbers  
Now operating heavily in  
**Apples, Potatoes  
Onions**  
What have you to offer? Write or wire.  
Live and Dressed Poultry  
Veal Calves, Etc.

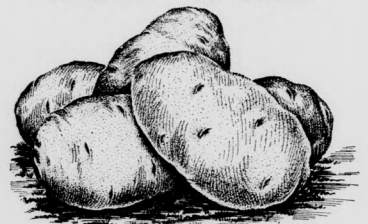
We want Butter, Eggs,  
Veal and Poultry  
STROUP & WIERSUM  
Successors to F. E. Stroup, Grand Rapids, Mich

**POP CORN**  
Wanted in car lots or less.  
Let me know what you have.  
H. W. EAKINS Springfield, Ohio

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

**Watson-Higgins Milling Co.**  
Merchant Millers  
Grand Rapids :: Michigan

H. BECKER  
Wholesale Produce and Commission  
210 Third St. Bay City, Mich.



POTATOES IN CAR LOTS A SPECIALTY

## POTATOES WANTED

Quote your price on track or delivered at Toledo

M. O. BAKER, - - Toledo, Ohio

# PEACOCK BRAND



Mild Cured  
**Hams and Bacon**  
100 per cent Pure  
**All-leaf Lard**

Quality Our Motto

Order of our nearest salesman or mail order direct to the plant.

Ludington, Mich., F. L. Bents  
Grand Rapids, W. T. Irwin, 153 Fountain St.  
Kalamazoo, H. J. Linsner, 911½ N. Burdick  
Lansing, H. W. Garver, Hotel Wentworth  
Adrian, C. N. Cook, 200 E. Maumee St.  
Port Huron, C. J. Harris  
Metamora, C. S. Nicholas  
Saginaw, W. C. Moeller, 1309 James Ave.  
St. Johns, E. Marx, Steele Hotel

Write to-day

**CUDAHY BROTHERS CO.**  
Cudahy-Milwaukee

salted, and which was on the road averaging 7½ days. From the refrigerator car the goods were handled through a chillroom at between 32 deg. F. and 33 deg. F. At the retailers the average temperature of the exhibition window was 48 deg. F.

An elaborate set of charts was prepared by Dr. Pennington showing the history of drawn poultry and undrawn poultry from the beginning, and the comparative keeping qualities of each. The conclusions reached were that undrawn poultry decomposed more slowly than either the wholly or partially drawn, and that the full drawn as completely eviscerated poultry decomposed most rapidly, and that the "Boston drawn" and "wire drawn" stood midway between the undrawn and "full drawn" in the rapidity of decomposition. These deductions are based on a number of shipments of dry packed, unwashed fowls and were studied at every stage of marketing from the shipper to the consumer, and the fowls used in the experiments were handled promptly, as ordinarily understood. It is, of course, understood that for the best results poultry for slaughter should not be fed for 12 hours prior to killing. There is then little food in the crop and entrails to ferment and sour.—Madison Cooper in Cold.

#### Potatoes and Longevity.

Following his discoveries concerning the properties of curdled milk, which destroy certain bacteria in the human system conducive to old age, Prof. Metchnikoff rather recently brought forth an announcement to the effect that the potato may be made to serve the same purpose, but only after it has been acted upon by bacilli which have the effect upon starchy foods of turning the starch into sugar in the lower bowel, where the poisons are formed which are the chief cause of senile decay. Sclerosis of the arteries and liver, and nephritis are the common maladies which indicate senility. The man or woman afflicted with them, he affirms, is old even at 30. "These diseases," he says, "are due to poisons lodging in the lower intestines, and belonging to what chemist call the aromatic series, such as indols and phenols—especially the former. They result from the putrefaction caused by noxious germs introduced into our system from one source or another. They are unnatural, as they are not found in babies nursed by their mothers."

He states that his experiments have disproved the theory that these germs are the result of an animal diet, as they are found in large quantities in the intestine of the horse, and are also found in the white rat after feeding it upon an exclusively vegetarian diet. The poisons are diminished, he states, when the rats are fed foods rich in sugars, such as the beet, dates, and carrots. A diet of potatoes, which are mostly starch, was found to be highly productive of the poisons. This is due to the fact that sugar, upon which the microbes act, turning it into the acid which prevents putrefaction—is quickly absorbed by the intestines and does not

reach the lower bowel, where the poisons are formed.

Searching for a bacillus in the intestines of different animals which would turn starch into sugar without decomposing the albuminoids, it was found at last in the dog, and christened by Metchnikoff the glycobactor.

"To make it most effective," he writes, "the subject should be fed plentifully with potatoes, the starch of which readily reaches the lower intestines where the glycobactor's action turns it into sugar in sufficient quantities to prevent the formation of the poisons which are the chief causes of senile decrepitude."

#### Sampling From the Cranberry Barrel.

Written for the Tradesman.

"I think when I want cranberries I will not go to Blank's," was the observation of one shrewd man to his family. "And why not?" was the prompt reply. "That is where most of our provisions come from." "Well," explained the head of the house, "the little boy of junior Blank and the youngster of his head clerk have a habit of coming in, taking a berry as they pass along, sampling it, and not liking the acid taste, it is returned to the barrel. I have seen this thing done repeatedly, and no one seems to think it worth while to impress upon them the fact that the next berry will be just as sour as the last."

Time and again the revolting practice of placing food stuffs in the way of all classes has been scored; and yet it still continues. Common sense, common decency should put a ban everlastingly upon such a careless piece of work. We are aware that the fancy wrapping demanded for certain packages is adding to the problem of a high cost of living; and yet most people will prefer to have their food products delivered in sealed packages, even at a little extra price than submit to such liberties as the one above cited. They will not pay you more in the end. The purse can be stretched so far and no farther. They will strive to hunt out the food which gives at least promise of being clean, if it is expensive.

Your spoiled child may injure your trade far more than you realize. To the outsider his cunning little pranks may not be so cute as to you, especially when they are bound to injure stock which will be later offered at full price. When the little folks of the store are permitted to take such liberties, there is a temptation to other children. If you place a ban here, some one is going to feel affronted. It is the easiest thing to stop short at home. Do not allow your own children to damage the goods. It is not only an insult to your customers, but an injury to the little ones.

Bessie L. Putnam.

#### Cowless Milk.

The dairy interests of our prosperous country are threatened—not with injury, but with extermination! From Germany, via England, a scientist is approaching with a recipe for cowless milk—synthetic milk—and his press agent, one Slingsby, lauds this "scientific" beverage to the blue skies—aye, to the Milky Way. Every nourishing

property of cow's milk, but no trace of animal matter; more readily digested; far purer; will keep better; can be altered in manufacture to suit the particular needs of babies or delicate persons; tastes very pleasant; immune from disease germs; any milk left over convertible into butter and cheese. Mr. Slingsby says nothing about feeding the over-supply to the hogs. Evidently they won't eat it—but that, of course, is merely a minor detail.

The economic effect of cowless milk stuns the imagination. Already milking machines have robbed the fictitious buxom milkmaid of her employment, and now, if science speaks truly, the dairy cow is to join the ranks of the unemployed. Perchance the butcher will some day enquire of the housewife: "Do you prefer a cut from the beef steer at thirty cents or from the ex-dairy cow at twenty-five cents?" A solution of the high cost of existence! Certainly some intelligent detective work must be undertaken at once. It may be that the oleo fraudsman is behind this plot to denature poor bossy! Let Flanders meet the German scientist on the dock, armed with a warrant for his arrest for high treason against a great American industry. Meanwhile consumers will awake at the din of the milkman and wonder if they are still in dreamland; the cat will fight off melancholia; the hen, threatened with air-made eggs, will consort with the cow and advocate a barnyard protective association. As for the common run of us, nothing will lift our cloud of gloom save the scientific announcement of sunless sunshine.—Country Gentleman.

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs in active demand and will be wanted in liberal quantities from now on.

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

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

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

All Kinds of

Feeds in Carlots  
Mixed Cars a Specialty

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

## Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

**SEEDS** WE CARRY A FULL LINE.  
Can fill all orders PROMPTLY  
and SATISFACTORILY. 🌱 🌱

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

## Potato Bags

New and second-hand, also bean bags, flour bags, etc.

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

— ESTABLISHED 1876 —

If you have Choice Dry White Beans. Red Kidney Beans. Brown Swedish Beans to offer write and mail samples.

MOSELEY BROTHERS  
GRAND RAPIDS, MICH.

## The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.



## CLOTHING

### Shirt Stocks Nearly Exhausted.

Since shirt sales are both an active and substantial factor in the retail trade, we may judge pretty well by their volume the condition of things generally. At least we think most men will regard shirts as the best basis for calculation. During the past month the demand for spot deliveries have been in excess of the output with the result that stocks are low in the manufacturing centers. It is the belief of some of the makers that this situation is going to effect a change in the method of buying to the former practice of placing generous initial orders. It will have to be so if a large part of the retail trade determines to avoid loss of profit from lack of merchandise. This seems contradictory to the impression which gained widespread approval that the better plan is to order sparingly in advance and fill in as necessity requires with late introductions.

In all probability the lack of stock for immediate delivery is due principally to better business. Manufacturers cannot afford to overstep the mark in anticipating what the quantity of orders will be when the season rolls round, so there is no alternative for the merchant but to protect himself against disappointment. The bills for spring are much heavier than a year ago and individual dealers have shown an inclination to be thoroughly satisfied with the first showings, which to our way of thinking could scarcely be improved upon so far as the lines for next spring and summer are concerned.

Word comes from Glasgow that there has been a very decided decline in madras of the better grades within the past year, so much that the mills there have been working on less than half time. This is attributed to the unusual vogue of soft shirts, particularly silks and mixtures. It means more business for domestic producers of fabrics because they are able to supply the most critical wants of our trade in the finest materials. It is seen that silk-and-cotton goods of the crepe order are liked as never before and they will have a prominent place in high-class shirts, especially custom garments, next year. They are mostly of silk stripes, satin finish, on cotton grounds, and stripes are of so-called "hard" colors, by which is meant colors which in former seasons were not easily disposed of. For instance, there are reds and blues and greens which have not been seen in shirts for a decade or two.

The soft shirt, by the way, is largely responsible for the selling of better qualities than ever before. With the

double cuffs they are most durable and the consumer has come to realize that there is a considerable saving in putting them through the home laundry. For that reason he seems willing to pay more for his shirts. It is interesting to note that these silk-and-cotton materials are notably strong in the exclusive shops. One of them has been selling at the rate of forty a day of this class of merchandise alone at prices from twelve to fourteen dollars each.

A fault of many "ready" soft shirts has been the width of the cuffs which should be reduced by about two inches from the width of the starched cuff. The makers of high-class jewelry are selling links with shorter bars for use with short cuffs and the aim of many men is to get a cuff that will fit moderately snug about the wrist with no excess of material beyond the links.

The collar trade has not been very likely but improvement has been noticed as a result of pushing of new styles. The advertising of madras collars, the cutaway shape and the fold collar with cut-out at the top has stimulated sales. Yet the heaviest call is for the plain white close-front model and improvements in the making of it have eliminated the objections cited against it in the early days. Wing collars are receiving greater publicity and instead of selling only for evening wear they are moving well with short-bosom shirts, which seem to be making friends faster than a year ago.

The fancy waistcoat continues to gain in popularity. The new styles in evening waistcoats, with collarette, piping or braid instead of the collar and with a variety of body fabrics, have struck the popular fancy. Soft hats have been holding on later than usual owing to the mild weather, tan shoes are as much worn about town as they were in the country only a few years ago, and hosiery with clocks have made way for plain and ribbed silk numbers and a small proportion of contrasting stripes.

From a belt manufacturing house the announcement comes that if there is any further rise in the cost of leather, which in the past three or four months has advanced from fifteen to twenty-five per cent., it will be necessary to start an upward revision of prices or a reduction in quality. "The retailer is loath to believe," says the statement further, "that any such situation exists; in fact, it is very hard to convince him that there is such a thing as scarcity of leather and a need for higher prices. It is next to impossible to raise prices to the re-

tailer—he is inclined to accuse the manufacturer of trying to do him. It ought to be made perfectly plain that if a manufacturer cannot market his stuff at a legitimate profit, conditions are fundamentally wrong and they should be corrected."

A marked tendency in favor of the shawl collar is shown on sweaters of various grades, and especially is this experienced on lines of better quality. This "rough neck" model was first introduced in connection with shaker and other heavy weight sweaters. In popular-priced stocks maroon is a big seller, while in the more expensive ranges different colors are in active demand.—Haberddasher.

### Preliminary Arrangements For the Kalamazoo Convention.

Kalamazoo, Dec. 2—Members of the Michigan Knights of the Grip will hold their annual convention in Kalamazoo, December 27-28. Officers of the Association who met here Saturday afternoon arranged to make the New Burdick Hotel the headquarters of the Association during the two days the members are in this city.

The big feature of the convention will be the banquet to be held at the New Burdick on Friday night, December 27. The local members of the Knights of the Grip claim that it will be the best and most classy feeds ever undertaken in Michigan. They state that the members of the Association are travelers who have had an opportunity to try out the hospitality of other cities of the State, and for that reason the Kalamazoo members intend to put the other places in the shade by giving the members such a reception as they have never heard mentioned before.

The big banquet is expected to turn the trick. Between 300 and 400 members of the State organization are expected to be present.

The different committees who will make the plans for the convention have been selected and started in today to boost the project. Committees were announced as follows:

Finance—John A. Hoffman, chair-

man; Fred J. Bond, Hutson B. Colman, Alfred H. Dane, J. W. Ryder, Wm. A. Wooden and I. A. Mills.

Executive—Frank H. Bowen, chairman; John A. Hoffman, Joseph D. Clement, Eugene Cook, Frank H. Clay and Roy E. Lee.

Reception—Frank H. Clay, chairman; E. D. Auch, Fred J. Bond, A. S. Cowing, H. B. Colman, Eugene Cook, Myron A. Crooks, John A. Cone, Wm. S. Cooke, A. H. Dane, Wm. C. Davis, F. U. Doubleday, Harry M. Frame, C. C. High, Robt. S. Hopkins, Roy E. Lee, Ward J. Miller, D. K. McNaughton, Glenn J. Pratt, A. H. Rothermel, J. W. Rose, J. W. Ryder, George Shean, John D. Thackery, C. A. Schultzz, C. D. Waldo, George T. Woodward, W. D. Watkins, W. R. Wooden, Fred E. Knox, I. A. Mills.

The wives of the members of the Reception Committee will also be asked to act on the Committee. Many of the traveling men, it is expected, will bring their families to the convention and it is planned to have the wives of the members entertain the woman folks.

### An Even Break.

Mr. Jinks: You've spent fourteen mortal hours and \$35 and what have you got to show for it? One hat, worth about \$3.50.

Mrs. Jinks: True. And last week you spent five days and \$118, and what have you got to show for it? One fish story about a big trout that got away, and an awful cold in your head.

### What Have You to Sell?

a DRY GOODS stock; or part of it?  
a CLOTHING STORE; or part of it?  
a GENTS' FURNISHING STORE; or part of it?  
a SHOE STORE or an odd lot of SHOES?

We Buy anything and everything For Cash and do it Quick. Write Today and we'll be there Tomorrow

PAUL L. FEYREISEN & COMPANY  
Mid-City Bank Bldg., Halsted & Madison Sts., Chicago

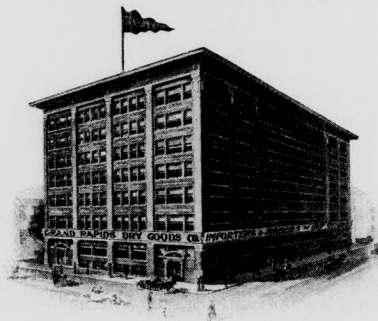
**THE IDEAL CLOTHING CO.**  
TWO FACTORIES.  
GRAND RAPIDS, MICH

## Fancy Wash Goods

Make Very Desirable Christmas Gifts

We have a new clean stock of

Silk and Cotton Mixture  
Soisette  
Mercerized Poplin  
Silk Stripe Poplin  
Satin Mercette  
Colored and White Pique  
Colored and White  
Gros Grain  
Woven Tissue



**GRAND RAPIDS DRY GOODS CO.**

WHOLESALE ONLY

GRAND RAPIDS, MICHIGAN



## REGULATING THE HOTELS.

### Some Features of the Proposed New Hotel Law.

Coldwater, Nov. 28—It is with more than passing interest that I note the comment and suggestions of the Brother of Marquette, relative to the drafting of a bill setting forth what I would consider a qualified \$2 and \$2.50 hotel. This is a very nice suggestion on the part of the brother, but it is beyond my comprehension how a bill could be made effective and at the same time meet all conditions in the different parts of the State. I am not familiar with the hotels or the requirements of hotels in the upper part of the State, but I do know that the greatest evil and the one that will place hotels in this section within the appreciation of the traveling public will be to eliminate the graft practiced in nearly every detail connected with the running of the present day hotel.

The Committee has considered nearly every phase of the questions involved in the drafting of a suitable bill for the Legislature, and in reaching that conclusion it is the result of careful consideration and co-operation through said Committee from each council in the State and the bill as now proposed will cover every phase of the hotel proposition that can be overcome by legislation, without the possibility of unpleasant antagonism and possible litigation. To this end the Committee will meet with several members of the Legislature, as well as the Attorney General and the heads of the various departments, and also Grand Counselor Adams, at Battle Creek, on November 30, at which time it is expected that the last details in the interests of proposed legislation will be considered and the bill put into the proper hands to be presented in the Legislature.

The Committee has been flooded with correspondence from all parts of the State and a great many of the several states in the Union, each urging by suggestion the various methods of securing a betterment of conditions in hotels and all public utilities. The last to reach this Committee was a suggestion that we include in our bill the appointment of a licensed stationary engineer. When the fact is considered that only about one hotel in fifty would come under this code, it would seem to me as though that would be an expense shouldered upon the few unjust and unreasonable. There are a great many features in connection with the present day hotel that are of far more importance to the rank and file of the commercial traveler than is the question as to whether the hotel shall be heated under the supervision of a licensed engineer, natural gas or a hard coal stove. The main features and those that will be provided for in the bill will be sanitation, safety and comfort. Any other features not immediately considered will be taken care of through the commission under whom the bill will be operated and under whose supervision and jurisdiction the hotel inspector will apply his duty.

The chairman of this Committee, in submitting his report to the convention at Bay City this year, offered a resolution in connection with the report of the Committee on the all important subject of tipping. This resolution, however, was not taken up by the convention, deeming it advisable to defer action on same and concentrate a united effort in the interest of our hotel bill. I am, however, a firm believer that it is one of the most important things to be considered by the traveling fraternity and it should be the next move of this organization. As the abuse of this practice has grown to be so flagrant that it is almost impossible for a man to secure even legitimate service, to say nothing of that to which he is entitled and for which he pays two and three prices.

One of the most flagrant cases brought to my attention was that of the Hotel Stattler, recently opened in Cleveland, Ohio. Several months ago Mr. Stattler, in commenting on the subject of tipping with the opening of his new hotel, stated over his own signature through the columns of the Sample Case that it was his intent and purpose to discountenance the practice of tipping with the opening of his new hotel. He stated in so many words that the practice was un-American and was absolutely unnecessary in the disbursement of adequate service to guests. In the face of all this and within thirty days of the time that the Hotel Stattler opened its doors to the public, the management of the hotel sold out its entire tipping privilege to the trust, being, as I am informed, one of two hostleries in the city of Cleveland that has taken this action. There are many other cases which might be brought to the attention of the fraternity that have come to my notice in my travels, but same being in my territory, which is Ohio, it is out of the jurisdiction of this Committee and, perhaps, without interest to our members or the traveling public. I merely mention the case of the Stattler Hotel to show the drift of sentiment. It is simply a case of graft from start to finish and the practice is growing stronger every day, and unless some action is taken, there are some of our brothers who will be looking for new positions by virtue of big expense accounts not justified by business conditions.

For the benefit of the members from the several councils who have rendered this Committee such valuable service in the cause of this Committee, I want to assure them of the hearty appreciation of same on the part of this Committee and in behalf of our noble order, and as soon as the details of our proposed measure pass the inspection of the Attorney General, each council will be notified through the chairman of their Committee of the bill in detail of which we have no doubt of the ultimate success. John A. Hach, Jr.,  
Chairman Grand Legislative Com.

A millionaire of the future is the boy who insists upon a reduction in the price of cookies that have holes in them.

### Honks From Auto City Council.

Lansing, Dec. 2—Don't forget about Assessment No. 114. Bro. Tolley is anxious to pass over your receipt.

The second of the series of parties given by our Council was held last Saturday night and proved a very pleasing event, about fifty couple being present. The committee in charge of these social events has succeeded in bringing about a congeniality among the participants which speaks well for its management.

A wreck on the Ann Arbor, north of Alma, last Saturday caused many extra drives and roundabout homeward routes for several of our counselors.

A. D. Barnes, who for several years past has been the only restaurant man in Perry, moved last Wednesday into the recently vacated hotel building and will continue to cater to the traveling public in his new quarters, to be known as the Barnes Hotel.

Bro. G. A. Wiley, of Saginaw Council, No. 43, who for the past two years has very efficiently represented Lee & Cady, severed his connection with that house last week. Bro. Wiley finds that the great amount of driving necessary in this line is more than he can stand and will probably accept a position less exposed to the weather.

We are thoroughly convinced that Bro. L. L. Colton knows how to play rum.

The foot ball season is now over and Bro. Josh Evans relapsed into a tranquil mood and settled down to business once more.

Don't forget the Council meeting next Saturday night. Initiation and other sports. Our Ladies Auxiliary will serve a Bohemian supper at 6:15. Let's show the girls we appreciate their efforts.

Can you beat this? James Shaft, the man who put the Shaft in Shaftsburg, owns a farm near Perry and, according to his own statement, employs a tenant who works it on shares, each furnishing half the seed and the crops are divided equally. Last Tuesday the stork left a pair of lively twins at the farm and now Jim claims one of them. According to the existing contract he insists he is entitled to half the crops—and that this is no exception.

Bro. M. E. Sherwood owns a bird dog which has increased in value about 800 per cent. since the season

opened and is said to be a champion smeller. We don't know the real value of this dog, but we are sure about the 800 per cent. and woe unto the man who shoots this one!

Michigan Central train No. 71 was over an hour late this morning and the several travelers who intended to connect with the Ann Arbor road north were obliged to revise their plans for the week. H. D. Bullen.

### She Felt Duly Qualified.

Dr. Harvey W. Wiley said the other day in Washington of a well-known canning concern:

"These people, when we objected to some of the poisonous chemicals used in their canned peas and asparagus, laughed at us. They said we were ignorant and inexperienced. They pointed out that they had been many years in business, and that they turned out millions of cans a year.

"It reminded me of a woman whom I once saw in my young days feeding a babe a few months old on bits of fried fish and pickle.

"Don't do that," I said. "Don't do that, madam! It's most unhealthy to give fish and pickle to so young a child."

"The woman frowned upon me. "Huh," she said, "don't you try to teach me how to feed babies. Why, young feller, I've buried seven!"

### All Habit.

The telephone girl from the city was fishing one day during her two weeks' outing in the country. Some one from another boat called, "Hello!"

Just then she got a bite. "Line's busy," she answered.

Why is a fashionable woman like a soldier going to battle? Because she carries her powder with her.

We are manufacturers of

## Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

Corner Commerce Ave. and Island St.  
Grand Rapids, Mich.



## JEWEL BOXES

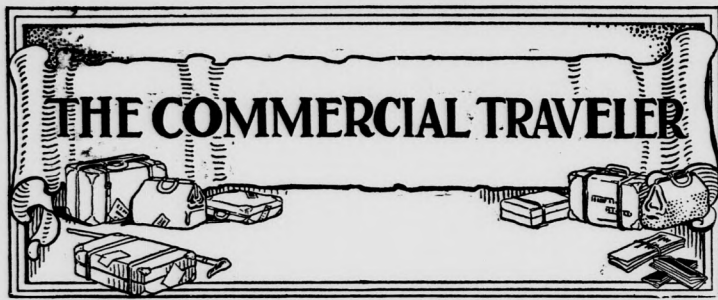
Make appropriate and useful Xmas gifts. Ormolu Gold and French Grey finish, Silk and Satin lined. Prices range from \$1.10 to \$8.50 per dozen.

Write for circulars giving full particulars.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—E. A. Welch, Kalamazoo.  
 Grand Past Counselor—Geo. B. Craw, Petoskey.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Joe C. Wittliff, Detroit.  
 Grand Conductor—M. S. Brown, Saginaw.  
 Grand Page—W. S. Lawton, Grand Rapids.  
 Grand Sentinel—F. J. Moutier, Detroit.  
 Grand Chaplain—C. R. Dye, Battle Creek.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

**Michigan Knights of the Grip.**  
 President—C. P. Caswell, Detroit.  
 Secretary—Wm. J. Devereaux, Port Huron.  
 Treasurer—John Hoffman, Kalamazoo.  
 Directors—F. L. Day, Jackson; C. H. Phillips, Lapeer; I. T. Lurd, Davison; H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

#### Chirpings From the Crickets.

Battle Creek, Dec. 2.—The travel on steam and electric roads was heavy Wednesday. Coaches all crowded.

The U. C. T. button becomes more plentiful each day.

I sat at a large dining room table last week where every man (eight of us) wore the U. C. T. button.

Did you get home in time to help arrange the dinner or were you only there for the dinner?

Wm. Masters and Guy Pfander got together last Sunday afternoon, bent on dividing 253 into two parts, preparatory to our attendance and membership contest. Neither of the captains had a list of members and Geo. C. Steele, the man we all go to for information, etc., was out of town. The work was postponed until a future time.

Bro. Fred Barney and family spent Thanksgiving with relatives in Flint.

Assessment No. 114 was called Nov. 25. Time for payment expires Dec. 25. Don't neglect this matter.

A number of councils are regularly represented in these columns.

There are some good live councils around this section which could send in notes pertaining to U. C. T. affairs and commercial news. Where are Kalamazoo and Jackson Councils?

Claude De France, of Kalamazoo Council, would make a good official scribe. Wish Mr. Stowe would get in touch with him. He is the boy who helps the B. & B. Carriage Co., at Flint, declare dividends. He was at one time a grocery salesman out of Kalamazoo. He and H. B. Gerould, of Battle Creek, are in possession of information that any good scout would be pleased to get, for his personal enjoyment and entertainment. Mr. De France is a hard worker for U. C. T.ism and is always

on hand at the events Kalamazoo Council pulls off.

John Q. Adams makes his official visit to Jackson Council Saturday evening, Dec. 14.

John Hach, Jr., of Coldwater, was in Battle Creek on U. C. T. business Saturday.

Bro. Guy Ramsdell is a busy man. His work calls him out of Battle Creek most of his time. He took a Grand Trunk train not long ago to make a connection at Charlotte. In his haste to leave the train he forgot his grip and had to wire ahead to have it sent back.

Our next meeting is Saturday, Dec. 21. Be on hand. Several important committees have reports to make and we want the Council to be present in good numbers. We will also have a class of candidates.

Any items you want sent to the Michigan Tradesman for these columns will be accepted with thanks. Call me on Bell phone or drop a card.

#### Third Annual Re-union of the Old Boys.

Detroit, Dec. 2.—Our worthy President having issued a proclamation, commanding that the annual roll call of the Veteran Traveling Men's Association take place in the Turkish room of the Hotel Cadillac, Thursday, December 26, 1912, at 2 p. m. sharp, and declaring that it is important for the welfare of the brotherhood that there be a full attendance.

It therefore behooves you to "Sit up and take notice" that you are hereby ordered to drop your grip and sample case and report for duty on that day and hour, that there be no delay in getting down to business pertaining to the third annual re-union of the Old Boys, the Pioneers of Commercial Supremacy in our great country and to renew the old acquaintance of long ago.

You are also commanded to go down in your "Jeans" and fish out \$2 and forward without delay. This sum will cover all your expenses, including annual dinner at Hotel Cadillac, at 6:30 p. m., unless, peradventure, you desire to have your good wife or best girl participate in this festive occasion, in which event, you will make your remittance \$3.

The Executive Committee request you to extend to any veteran traveling man who may not receive a similar notice a cordial invitation to join with us on this occasion.

Not full dress.

Samuel Rindscoff, Sec'y.

A man may smile and smile and be a villain still—especially if he does his smiling in the wet goods department.

#### Does Not Approve of Mr. Martin's Action.

Grand Rapids, Dec. 2.—I note in the issue of last week's Tradesman an article signed by John D. Martin, headed, What is the Answer? As a member of the order of United Commercial Travelers and Grand Rapids Council, No. 131, I take the liberty of answering the dirty insinuation contained in said article. We might as well call a spade a spade, as we all know that this stab in the back is for our Grand Secretary, Fred C. Richter. The writer of this article happens to know that Mr. Richter had left his order book and had phoned for it and was naturally anxious that the book be returned to him before the departure of the train. I make this explanation in justice to Brother Richter and out of respect for his wife and children. One of the teachings of our order is, "We are united in a common purpose to shield each other's good name." Now, I realize that John D. Martin has no loving wife and little children to love, protect and care for, but is that any reason why he should write such an insinuating article on one of our members? If we have wolves in sheep's clothing, let us know who they are. Grand Rapids Council does not approve of such dirty work and I am sure that the boys of No. 131 will resent it. We hope, Brother Richter, you will have no hard feelings against G. R. Council. John D. Martin dearly loves to see his name in print and we all know he never fails to put it in every chance he can, either when the Executive Committee of the Grand Council meets or when he wishes to give someone a stab in the back. Every U. C. T. in the State, Brother Richter, has the highest regard for you and your family and we extend to you our sympathy.

As a Past Grand Counselor and one who has always stood for fairness and decency, I feel that our organization should purge itself of a man who has always been a disturbing element in the order—always in an underhanded way.

Wilbur S. Burns.

#### Plea For Full Attendance at Kalamazoo.

Grand Rapids, Dec. 2.—Just a little over three weeks, and the twenty-third annual convention of the Michigan Knights of the Grip opens in Kalamazoo. For two days we will be the guests of Post K. of that city. The Kalamazoo boys are certainly planning on putting up a royal good time for the visitors. Any of you who have even been entertained by the Kalamazoo traveling men know what royal entertainers they are. Brothers, arrange the work of yourself and the good wife and attend this coming meeting. You are assured of a good time while there and the meeting will be one of great importance to every member of the organization, for matters of vital importance will be brought up to be passed on. Your vote may be the very one to decide some important matter. Do not leave all the responsibility of governing the affairs of the organization on the shoulders of a few, but be there

in person, enter into the debate, favor or disfavor motions as they may come up, and by so doing help make for the coming year, a larger, better and stronger Michigan Knights of the Grip than ever before.

John D. Martin,

Member of the Board of Directors.

#### "Mechanical Horse" Used Abroad.

A real "mechanical horse" is being experimented with abroad. It is a "tractor" that is easily hitched to any horse drawn vehicle, just as a team of horses may be, and combines all the advantages of the horse with those of the auto truck at an exceedingly low price. The outfit comprises a steel bar and coupler and sprocket wheels and tongue of the wagon. There is only one wheel on the "horse," and that is at the front, the most of the support for the tractor depending upon the front wagon wheels by which it is driven. The engine, mounted under the front hood as in an automobile, is of forty or fifty horse power, and drives the wagon at a speed of from eight to thirty miles an hour, the latter speed only being used when it is designed for fire engine service. The front wheel is used to steer by, and it allows a turn being made at an angle of eighty-five degrees, thus giving remarkable turning ability in narrow streets. One of the greatest advantages of the "mechanical horse" is the fact that it may be kept constantly at work while unloading or loading is going on.

#### Hard Work.

Jim and Joe, respectively aged ten and twelve years, were told to go out and cut and pile wood. Both played until dusk. After supper their mother inquired of Joe: "Well, my boy, how much have you done to-day?"

Very meekly came Joe's answer: "I have done nothing."

To Jim, entering just too late to hear his brother's remark, was put the second question: "And what have you been doing?"

Quick as a flash the unfortunate young fibber answered: "Oh, I've been piling it up."

#### Cause and Cure.

"I'm fond of watermelon," remarked Mr. Gummey, "but it always gives me cramps."

"Just wait till my idea is perfected," replied Mr. Glanders, "and then you can eat watermelon with impunity."

"What is your idea, may I ask?"

"To graft the watermelon to the Jamaica ginger plant."

Still, you don't have to smoke the cigars people give you.

## FOR SALE

Lease of Field House, only hotel in Grand Ledge; also title to annex with 11 rooms additional. Good transient trade. Best proposition in Michigan. Must sell at once on account of ill-health. Both phones.

A. A. ROGERS.

Grand Ledge, Mich.

## News and Gossip Around Grand Rapids.

Grand Rapids, Dec. 2.—The benefit ball given by U. C. T., No. 131 at St. Cecilia building last Friday night will go down in history as one of the most successful balls ever given by the traveling men. The attendance was greater than at any other of the dances given this or last winter and the dance in every detail was exquisite. The hall was beautifully decorated with smilax. The programme contained twenty dances and the music which was rendered by Tuller's orchestra was entrancing, all the latest music having been selected. A generous sum was realized, which will be used to entertain our guests at our 1913 convention. Everyone seems to be in favor of another similar ball and it is likely one will be given in the near future.

Saturday night No. 131 will hold a regular meeting. Be sure and come up and bring your wife or girl, as you know they will be entertained. During the meeting the ladies will play cards, suitable prizes being offered for the winners. After the meeting a short musical programme will be given.

The next dance of the regular series of U. C. T., No. 131 will be given a week from Saturday night at Herald hall. This dance will be a leap year party and programmes will be furnished for the ladies. This dance promises to be a dandy, for when the ladies do things they do them right. Be sure and take this dance in. You can not afford to miss it.

Arthur N. Borden reports that John Sieting has opened a hotel at Kalkaska. The hotel has twenty-five rooms, with steam heat in every room and is beautifully furnished and decorated throughout. The office is large and the dining room will accommodate forty people at one sitting. There are two bath rooms for guests. Sounds like a good place to stop.

Ned Clark was seen bringing home a large basket the other day from Pewamo. He was asked what he had and he said he was taking home some fine snow apples and he was anxious to show the fine eats and upon displaying the fruit, was told that what he had was nothing but a lot of Ben Davis apples. You all know how punk they are. Someone had stung Mr. Clark and he is a fruit salesman. The idea!

Lou G. Heyer has opened the National Hotel at Owosso. You all know Mr. Heyer. He has had the building renovated and has put in new springs and mattresses in all the beds, also a lot of new furniture. The interior has been re-decorated and papered. The meals served are fine. The rates are \$2 and \$2.25 a day.

Harry Hoag, 19 (old) Central avenue, is confined to his home on account of illness. Mr. Hoag has been sick for some time and would be glad to see the boys.

A. A. Rogers, who for years has conducted the Field House, at Grand Ledge, was in the city yesterday on business and met many old friends. Owing to the poor health of his wife

and himself, Mr. Rogers is going to sell the hotel. Fine chance for someone who wants to get in the hotel business.

Saturday afternoon the chairmen of the various committees for the Grand Council convention, to be held here next June, met at the Association of Commerce rooms. All the committee leaders reported that everything was moving along fine and that the convention will be a grand success.

If every member of U. C. T., No. 131, was as much of a hustler for No. 131 as is Arthur N. Borden, we would be going some. We would be leading the parade by five miles, instead of our and a half. No, Arthur didn't know I was going to put this in these columns, although I will expect a cigar.

Doc. Hudson's upper lip is almost totally eclipsed now.

F. C. Hubbard, 250 South Fuller avenue, was in town for a few days. Mr. Hubbard is a member of No. 131. He travels for Stickley Bros. Co., in New York City and vicinity and seldom gets back to his home town. He went back to New York, Monday, for a week, but will be home for the holidays.

Harry Hydorn, our genial Secretary, also the Beau Brummel of No. 131, must have overslept the other day. He came tearing into the union depot with his tie untied and only one shoe laced. Not a bit like Harry, who is always so neat. He made his train.

Charles Gidding, who runs the Hartford House, at Hartford, is very popular with the boys who make that town. Mr. Gidding is always at the depot to meet you and ready to accommodate. No lonesome evenings are spent in his hotel, as he always furnishes some amusement.

Bill Bosman has secured another advertisement and subscription for the U. C. T. Bulletin. Bill is a hustler. Remember J. A. Keane can use all the advertisements for the Bulletin you turn in and don't forget to subscribe.

Ask Walter Ryder if there is anything to the rumor that he is going to be married. You know there is talk that Walt is about to marry. Walter's answer is that he didn't know just when he would be married, as no one had asked him yet.

J. W. Parker spent Thanksgiving at Manistee and helped Mr. Filer, of Filer & Son Lumber Co., distribute 4,000 pounds of turkey to the residents of Filer City. Mr. Parker had some of Mr. Filer's turkey.

My girl and I had dinner at Mr. and Mrs. Glenn Finch's Sunday, just as predicted in these columns last week. Mrs. Finch had prepared some fine dinner. She is a grand cook. They coaxed us to stay to supper. We (my girl and I) did not have to be teased much to stay.

Mrs. William Berner is at Butterworth Hospital, convalescing from a serious illness. Mrs. Berner will be able to see her friends in a few days.

Dave Robbins, 1107 Jefferson avenue, has recovered from his illness and is out on the road again.

Mrs. F. H. Buck is in Cleveland with her brother, who has been seri-

ously ill, but who is now on the road to recovery. Mrs. Buck will be home in a few days.

Mr. and Mrs. P. H. Fox, 348 Lafayette avenue, S. E., had F. H. Buck, of No. 131, and his daughter and son-in-law, Mr. and Mrs. W. Cook, of Kalamazoo, and their baby for Thanksgiving dinner at their home. The afternoon and evening were spent playing hearts. During short intervals refreshments were served. We understand the refreshments came in cold bottles.

Abe Peters failed to do a cent's worth of business last Friday and it is said he hustled too. Mrs. Peters says married life is fine and will continue to be as long as Abe minds.

If proposed plans go through, it will not be long before the Electric Light & Gas Co., of Cheboygan, will have an electric railway between Cheboygan and Petoskey. A special election will be held at the company's expense and if the people show that they will support the project and grant a franchise, the deal will be a sure so.

Mrs. and Mrs. James Goldstein and son, Gaylord, of Ludington, spent Friday, Saturday and Sunday in our midst. The Goldsteins were the guests of Mr. and Mrs. G. W. Pope. Mr. Goldstein and Mr. Pope went to the Elk's gathering and afterwards attended the auto show. Mr. Goldstein is thinking of purchasing an auto. Later we learned he is only thinking. Saturday night another trip was made to the auto show, followed by a spread at the Pantlind. Sunday Mr. and Mrs. Pope gave a party in honor of their guests from the north. Come down to our city again soon, James.

Fred Lyke, of Detroit, the Lion Collar man, who is a U. C. T., is in our city and reports business fine.

What's the matter, Fred Richter? No news this week. Lottery business keep you too busy?

F. C. Mooney.

### Status of the Local Stock Market.

While the amount of trading, due to the holiday breaking into the week, was in less volume, the undertone was good. Fundamental conditions are clearly shown in security prices holding practically firm, with buying orders about taking care of offerings, in the face of a very tight money market. In addition to this, there has been considerable liquidation to take up the various new issues of securities which have been offered in this market. All of these securities have found a ready market at very satisfactory prices. The various banking interests and statistical bureaus on fundamental conditions report a gradually improving condition and are anticipating a much easier money market after January 1. The demand for a higher interest yield has improved the market for issues of first class preferred stocks, and prices on these should work higher over a period.

There is a very good demand for all of the stocks of the local banks. Grand Rapids National City was traded in at 181 and Kent State at 266. A bid at 210 for Grand Rapids

Savings Bank has failed to bring out any of the security. There are active bids for all of the other issues.

There is almost no Commonwealth Power Railway & Light Co. preferred stock offered for sale. Last sales were made at 90½. The common showed a slight easing off with sales at 66½@67.

American Light & Traction is holding very firm. Latest quotations show no stock offered under 434 with bids at 430.

The decline in sugar stocks seems to have about reached its limit. Michigan sugar is offered at 80 with no stock coming out at lower prices, and Holand-St. Louis has shown no further softening than was reported in last week's quotations.

Citizens Telephone Co. stock is being traded in at current quotations with bids about caring for the offerings.

United Light & Railways Co. second preferred stock, old, is up two points to 80 bid 82 asked, with very little stock at these prices. There is almost no change in either the first preferred or common, but the demand continues for both issues. In spite of the very conservative policy of the management, the handsome increases now being shown in the company's earnings, together with very satisfactory surplus already accumulated, would warrant a dividend payment on the common stock during the early part of 1913.

American Public Utilities Co. common and preferred stocks have been very active in anticipation of the new offering, announcement of which was made on Monday of this week. The new subscription opens Dec. 5 and closes Dec. 15 at noon, and enquiries already received indicate that the entire issue will be promptly taken up. At the present prices for the two securities, the underwriting shows subscribers an immediate profit.

C. H. Corrigan.

A Williamston correspondent writes: J. J. Glaser and C. W. Rowley have purchased the Hotel Andrews from Charles F. Andrews, who has been in the hotel business for the past twenty-five years and the traveling public will miss the pleasant greetings of Charlie, as he was well known throughout the State. Glaser & Rowley took possession Monday. They expect to make a few changes and improvements and have everything in fine shape.

### Mary Had a Hen.

"Mary had a little hen  
Upon her little farm.  
Against the wolf before the door,  
It proved to be a charm.

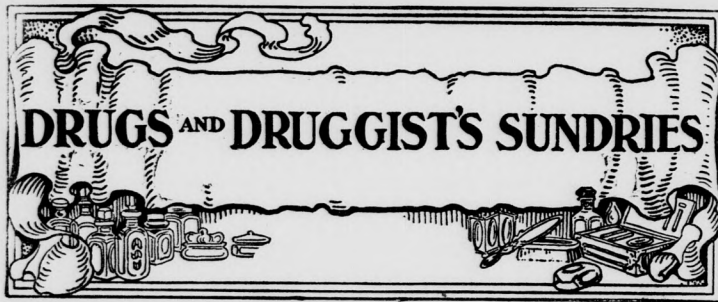
"Each day it laid a little egg  
Which Mary sold in town,  
And thus she bought her groceries  
And now and then a gown.

"The years they passed and Mary paid  
The little mortgage due,  
And sent her girl to boarding school,  
Her boy to college, too.

"She has a nest egg in the bank,  
And even keeps a cook,  
And everything about her has  
A thrifty, well kept look.

"Says she to those who daily fall  
With needle, brush and pen,  
If you would do as well as I,  
Just keep a little hen."

You don't have to lead some men to water to make them drink.



**Michigan Board of Pharmacy.**  
 President—John J. Campbell, Pigeon.  
 Secretary—W. E. Collins, Owosso.  
 Treasurer—Edwin T. Boden, Bay City.  
 Other Members—G. E. Foulkner, Delton; Ed. J. Rodgers, Port Huron.  
 January meeting—Detroit.  
 March meeting—Grand Rapids.

**Michigan State Pharmaceutical Association.**

President—Henry Riechel, Grand Rapids.  
 First Vice-President—F. E. Thatcher, Ravenna.

Second Vice-President—E. E. Miller, Traverse City.

Secretary—Von W. Furniss, Nashville.

Treasurer—Ed. Varnum, Jonesville.

Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochrane, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

**Michigan Pharmaceutical Travelers' Association.**

President—F. W. Kerr, Detroit.  
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

**Grand Rapids Drug Club.**

President—Wm. C. Kirchgessner.  
 Vice-President—E. D. De La Mater.

Secretary and Treasurer—Wm. H. Tibbs.

Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

#### Displaying Confectionery in the Window.

While we are fond of saying that displaying the goods is what makes them sell, still that is not strictly true. It is the card on them that completes the sale, that furnishes the information that brings the customer in to make a purchase. A beautiful display of the finest goods and the most appetizing in the store will attract attention and make people want to buy, but they will not buy until they know what the price is. There should be good price cards wherever goods are displayed. And in the window it is often profitable to make the price card the main feature of the display. For instance, if there are shown some candies that are being sold at a low rate, the card may well feature this fact. By making a card so large that no one going by can miss the sentiment on it, it will be made certain that its message will get to the people. The display may be a lot of boxes of a regular fifty-cent grade that are being offered for thirty-nine cents for a day. The card of the full size of a sheet of bristol board might read:

Regular  
 50c Chocolates,  
 To-day 39c

By making the words "50c Chocolates" and "39c" as large as possible, the offer would be apparent to everyone glancing toward the window from either side of the street. The card itself would be the eye-catching feature of the exhibit, and it would draw attention to the goods.

A window display that will interest and attract people is one in which an exhibit is made of perfectly plain boxes of a certain grade of candy with a card calling attention to the fact

that the brand is a new one put out by the store itself and that no name has yet been chosen for it. Announce that a five-pound box of candy will be given to anyone suggesting an acceptable name. Show the five-pound box, give the time limit for the receipt of the suggested names, and preferably make it a condition that everyone suggesting a name shall make a purchase. It may be made a rule that a name ticket will be given out with every sale, and on this a name may be written and dropped into a box kept for the purpose.

A catchy display may be made by setting two or more shelves across the window eighteen or twenty inches back from the glass and placing along the back of these shelves rows of small mirrors, perhaps ten or twelve inches in size, such as are sold in bargain departments. A lot of the mirrors could be borrowed or rented for a small sum for the purpose. Then in front of each mirror place a tray of bulk candy, preferably a glass dish on a standard.

Attention may be attracted to a special price on a window display of goods by cutting out square or diamond-shaped pieces of white card and marking the price on these in figures as large as the cards will permit. Then place a border of these cards all the way around the window. The marking should be put on in such form that the cards may be placed point up rather than square with the sides of the window. A large white card with the price and quality of the goods placed right in the middle of the background will complete the marking plan.

An attractive crepe paper background and top for the window display may be made by cutting the paper of the desired color or combination of colors into strips the length of the roll and of about an inch in width. These can be cut quickly if the cutting is done before the paper is unrolled, unfolding it only a part of the way so that it will not be too thick for the shears to penetrate. Fasten each of these strips to the top of the window glass and put it over a wire stretched across at the back of the window and perhaps a foot lower than the top to which the strips are attached. Twist the paper so that it will have a spiral effect the full length, across the top and as it hangs down the back. If a solid-color effect is desired, strips of one color may be used and placed closely together. If two colors are to be used, alternate the strips of each color. Use care that two colors are selected which will combine harmoniously or

with a pleasant contrast rather than two colors which kill one another. Most men are not qualified to judge of these color effects, and they will do well to ask their wives to advise them about the combination.

#### Get Out of the Rut.

It is the common thought of many druggists that because of their location they cannot or do not need to advertise in any way. And yet these same druggists are the very ones who complain that the downtown syndicate store or the department store is making inroads on their trade. They say there is no longer any more money in the drug business, and they sigh for an apple orchard in Maine, or an orange grove in California. The grass is always sweeter on the other side of the fence.

With little hope of reaching the more fatuous of these folk I am bound to say that I do not believe there is any druggist anywhere who will not be the gainer by being on the alert for some new ways of attracting the attention of his patrons. It does not matter if his is the only drug store in the place. If it is, there is sure to be a nearby city or larger town to which people are tempted to go for many things that might just as well be bought at home, if only you had made it known that you had them in town at reasonable prices. You owe it to your town, to your patrons, to have a store that is as attractive and as up-to-date as you can make it. And fresh paint, clean glass and tastefully arranged goods will go a long way in that direction.

The same is true of the store in the suburban sections of large cities. Make your store so attractive that people will buy there rather than in town. You already have the prestige of neighborliness and acquaintance to help you out. You have only to make it known that the goods are here in goodly variety and at the right prices. In the small store goods are more apt to be seen, and, if rightly displayed will seem more attractive—this on the principle of the boy and the jack-knife. At the store among the other knives it didn't look much, but at home by itself it turned out to be a beautiful knife, that was at once his joy and pride.

Neat, compact displays of goods, frequent re-arrangement, attractive

price cards and placards—these are things that any store can accomplish and which will sell goods. If you call at a store week after week and see the same things always in the same place you either forget they are or you get an unconscious impression that they are not fresh goods.

Think of a "silent salesman" with the goods in disorder, almost no arrangement at all. You would not let your other salesman loaf on the job; why let this one? I go in many stores where I feel that I would like to take my coat off and brace things up a little. Neglected opportunities—that's what they are.

Think these things over if you want next year's profits to be better than this. Don't be too sure about your peculiar conditions. Study them—study your community. Think what these people are buying and then consider methods to make them buy from you. And don't take any offense at my remarks. Remember that the man on the outside of the scrimmage can see better where points can be made than the ones in the thick of the fight. If it were not so there would be no need for a captain to a baseball nine or a football eleven.

Amos Woodbury Rideout.

#### Niceties in the Serving of Hot Soda.

It will be found well worth while to make a special arrangement for keeping cups warm. Especially on a cold day, the drop in temperature when the hot liquid reaches the cup will often make the difference between a drink that pleases and one that does not.

Tastes differ as to seasoning. The dispenser should either let the customer season his drink wholly, calling attention to the fact that it has not been seasoned, or should ask the customer what his taste is in that regard.

Coffee is the morning drink—tea is more for afternoons and evenings.

Nearly every hot drink calls for something—be it ever so slight—to just "nibble" while drinking. Be provided with an assortment of wafers suitable for the drinks you serve.

Do not be stingy with the cream, when it is called for, and don't forget to dress the top of those beverages that call for it with a bit of whipped cream. Nothing so adds to the finished appearance of the product.

A small glass of ice water should be set beside the hot drink in serving.

## Your Jobber Has It Your Customers Want It

DO NOT IGNORE the growing demand for a popular priced cream that will cure chapped hands and face. PERRIGO'S MARSHMALLOW CREAM is a ready seller at 15 cents. Put it on your want book to-day.

The Marshmallow Cream Company  
 Allegan, Mich.

WHOLESALE DRUG PRICE CURRENT

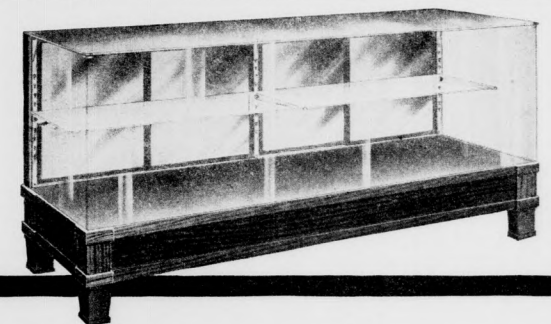
<b>Acids</b>	Cubeb	@4 50	Digitalis	@ 60
Acetic	Erigeron	@2 50	Gentian	@ 60
Boric	Eucalyptus	75@ 85	Ginger	@ 60
Carbolic	Hemlock, pure	@1 00	Guaiaac	@ 60
Citric	Juniper Berries	@1 25	Guaiaac Ammon.	@ 70
Muriatic	Juniper Wood	40@ 50	Iodine	@1 00
Nitric	Lard, extra	35@ 50	Iodine, Colorless	@1 25
Oxalic	Lard, No. 1	75@ 90	Iron, clo	@ 75
Sulphuric	Lavender Flowers	75@ 4 00	Kino	@ 75
Tartaric	Lavender Garden	85@1 00	Myrrh	@ 60
	Lemon	@2 50	Nux Vomica	@ 50
	Linseed, boiled bbl	@ 45	Opium	@2 00
	Linseed, raw less	48@ 52	Opium Camph.	@ 75
	Linseed, raw bbls.	@ 46	Opium, Deodor'd	@2 25
	Linseed, boiled less	49@ 53	Rhubarb	@ 75
	Mustard, true	45@ 60		
	Mustard, artifi'l	2 75@3 00	<b>Paints</b>	
	Neatsfoot	80@ 85	Lead, red, dry	7 1/2@ 10
	Olive, pure	2 50@3 50	Lead, white dry	7 1/2@ 10
	Olive, Malaga,		Lead, white oil	7 1/2@ 10
	yellow	1 50@1 60	Ochre, yellow bbl	1 @ 1 1/4
	Olive, Malaga,		Ochre, yellow less	2 @ 5
	green	1 50@1 60	Putty	2 1/2@ 5
	Orange, sweet	3 50@4 00	Red Venetian bbl	1 @ 1 1/2
	Organum, pure	1 25@1 50	Red Venet'n, less	2 @ 5
	Origanum, com'l	50@ 75	Shaker, Prepared	1 50@1 60
	Pennyroyal	2 25@2 50	Vermillion, Eng.	90@1 00
	Peppermint	@3 75	Vermillion, Amer.	15@ 20
	Rose, pure	16 00@18 00	Whiting, bbl.	1 @ 1 1/2
	Rosemary Flowers	90@1 00	Whiting	2 @ 5
	Sandalwood, E. I. 4	75@ 90		
	Sassafras, true	30@ 90	<b>Insecticides</b>	
	Sassafras, artifi'l	45@ 50	Arsenic	6@ 10
	Spearmint	6 00@6 50	Blue Vitrol, bbl.	@ 6 1/2
	Sperm	90@1 00	Blue Vitrol, less	7@ 10
	Tansy	@4 00	Bordeaux Mix. Est	8@ 15
	Tar, USP	25@ 35	Hellebore, white	
	Turpentine, bbls.	@42 1/2	powdered	15@ 20
	Turpentine, less	45@ 50	Insect Powder	20@ 35
	Wintergreen, true	@5 00	Lead Arsenate	8@ 16
	Wintergreen, sweet		Lime & Sulphur	
	birch	2 00@2 25	Solution, gal	15@ 25
	Wintergreen, art'l	50@ 60	Paris Green	15@ 20
	Wormseed	@6 00		
	Wormwood	@8 00		
			<b>Miscellaneous</b>	
			Acetanald	30@ 35
			Alum	3@ 5
			Alum, powdered and	
			ground	5@ 7
			Bismuth Subni-	
			trate	2 10@2 25
			Borax xtal or	
			powdered	6@ 12
			Cantharides, powd.	@1 25
			Calomel	1 25@1 35
			Capsicum	20@ 25
			Carmine	@3 50
			Cassia Buds	@ 40
			Cloves	25@ 30
			Chalk Prepared	6@ 8 1/2
			Chalk Precipitated	7@ 10
			Chloroform	34@ 44
			Chloral Hydrate	1 25@1 45
			Cocaine	3 85@4 05
			Cocoa Butter	50@ 60
			Corks, list, less 70%	
			Copperas, bbls cwt	@ 75
			Copperas, less	2@ 5
			Copperas, Powd.	4@ 6
			Corrosive Subim.	1 25@1 40
			Cream Tartar	28@ 35
			Cuttlebone	25@ 35
			Dextrine	7@ 10
			Dover's Powder	2 00@2 25
			Emery, all Nos.	6@ 10
			Emery, powdered	5@ 8
			Epsom Salts, bbls	@ 1 1/2
			Epsom Salts, less 2 1/2%	5 @ 5
			Ergot	1 50@1 75
			Ergot, powdered	1 80@2 00
			Flake White	12@ 15
			Formaldehyde lb.	12@ 15
			Gambier	6@ 10
			Gelatine	35@ 45
			Glassware, full cases	80%
			Glassware, less 70 & 10%	
			Glauber Salts bbl	@ 1 1/2
			Glauber Salts less	2 @ 5
			Glue, brown	11@ 15
			Glue, brown grd	10@ 15
			Glue, white	15@ 25
			Glue, white grd	15@ 20
			Glycerine	23@ 35
			Hops	50@ 80
			Indigo	85@1 00
			Iodine	3 75@4 00
			Iodoform	4 80@5 00
			Lead Acetate	12@ 18
			Lycopodium	60@ 75
			Mace	80@ 90
			Mace, powdered	80@1 00
			Menthol	16 00@17 00
			Mercury	85@ 90
			Morphine, all brd	4 55@4 80
			Nux Vomica	@ 10
			Nux Vomica pow	@ 15
			Pepper, black pow	20@ 25
			Pepper, white	25@ 35
			Pitch, Burgundy	10@ 15
			Quince	50@ 60
			Quinine, all brds	21 1/2@ 31 1/2
			Rochelle Salts	20@ 25
			Saccharine	2 00@2 20
			Salt Peter	7@ 12
			Seidlitz Mixture	20@ 25
			Soap, green	15@ 20
			Soap, mott castile	10@ 15
			Soap, white castile	@6 25
			case	
			Soap, white castile	@ 65
			less per bar	
			Soda Ash	1 1/2@ 5
			Soda Bicarbonate	1 1/2@ 5
			Soda, Sal	1 @ 4
			Spirit Camphoe	@ 75
			Spirit Cologne	2 80@3 00
			Sulphur roll	2 1/2@ 5
			Sulphur Subl.	2 1/2@ 5
			Tamarinds	10@ 15
			Tartar Emetic	40@ 50
			Turpentine Venice	40@ 50
			Vanila Ext. pure	1 00@1 50
			Witch Hazel	65@1 00
			Zinz Sulphate	7@ 10



Our Home—Corner Oakes and Commerce

Our sales of druggists' sundries and holiday goods for the season of 1912 has been far beyond our expectations. We are yet equipped and stocked to take care of the belated buyer, and can only say that the season is nearly over for this class of goods, and if you contemplate making us a visit for the purchase of these lines then the earlier you call the better we can serve you.

Grand Rapids. HAZELTINE & PERKINS DRUG CO.



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

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

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

Four Kinds of Coupon Books  
are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination.  
Free samples on application.  
TRADESMAN COMPANY, Grand Rapids, Mich.

# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Jordan Almonds		Pecan Halves	
Pickles		Peas	
Spices		Sago	
		Tapioca	

## Index to Markets

By Columns

Col.	1	2
	<b>AMMONIA</b>	<b>Clams</b>
	12 oz. ovals 2 doz. box 75	Little Neck, 1lb. @ 1 00
	<b>AXLE GREASE</b>	Little Neck, 2lb. @ 1 50
	Frazer's	<b>Clam Bouillon</b>
	1lb. wood boxes, 4 doz. 3 00	Burnham's, 1/2 pt. . . . . 2 25
	1lb. tin boxes, 3 doz. 2 35	Burnham's, pts. . . . . 3 75
	3 1/2 lb. tin boxes, 2 doz. 4 25	Burnham's qts. . . . . 7 50
	10lb. pails, per doz. . . 6 00	<b>Corn</b>
	15lb. pails, per doz. . . 7 20	Fair . . . . . 75 @ 90
	25lb. pails, per doz. . . 12 00	Good . . . . . 1 00 @ 1 10
	<b>BAKED BEANS</b>	Fancy . . . . . @ 1 30
	No. 1, per doz. . . . . 45 @ 90	<b>French Peas</b>
	No. 2, per doz. . . . . 75 @ 1 40	Mombard (Natural)
	No. 3, per doz. . . . . 85 @ 1 75	per doz. . . . . 2 45
	<b>BATH BRICK</b>	<b>Gooseberries</b>
	English . . . . . 95	No. 2, Fair . . . . . 1 50
	<b>BLUING</b>	No. 2, Fancy . . . . . 2 35
	Jennings'	<b>Hominy</b>
	Condensed Pearl Bluing	Standard . . . . . 85
	Small C P Bluing, doz. 45	<b>Lobster</b>
	Large, C P Bluing, doz. 75	1/2 lb. . . . . 2 50
	<b>BREAKFAST FOODS</b>	1 lb. . . . . 4 25
	Apetizo, Biscuits . . . . . 3 00	Picnic Tails . . . . . 2 75
	Bear Food, Pettijohns 1 95	<b>Mackerel</b>
	Cracked Wheat, 24-2 2 50	Mustard, 1lb. . . . . 1 80
	1lb. tin boxes, 3 doz. 2 35	Mustard, 2lb. . . . . 2 80
	3 1/2 lb. tin boxes, 2 doz. 4 25	Soused, 1 1/2 lb. . . . . 1 60
	15lb. pails, per doz. . . 6 00	Soused, 2lb. . . . . 2 75
	25lb. pails, per doz. . . 12 00	Tomato, 1lb. . . . . 1 50
	<b>BAKED BEANS</b>	Tomato, 2lb. . . . . 2 80
	No. 1, per doz. . . . . 45 @ 90	<b>Mushrooms</b>
	No. 2, per doz. . . . . 75 @ 1 40	Hotels . . . . . @ 15
	No. 3, per doz. . . . . 85 @ 1 75	Buttons, 1/2s . . . . . @ 14
	<b>BATH BRICK</b>	Buttons, 1s . . . . . @ 25
	English . . . . . 95	<b>Oysters</b>
	<b>BLUING</b>	Cove, 1lb. . . . . 90 @
	Jennings'	Cove, 2lb. . . . . 1 60 @
	Condensed Pearl Bluing	<b>Plums</b>
	Small C P Bluing, doz. 45	Plums . . . . . 90 @ 1 35
	Large, C P Bluing, doz. 75	<b>Pears in Syrup</b>
	<b>BREAKFAST FOODS</b>	No. 3, cans, per doz. . . 1 50
	Apetizo, Biscuits . . . . . 3 00	<b>Peas</b>
	Bear Food, Pettijohns 1 95	Marlowfat . . . . . @ 1 15
	Cracked Wheat, 24-2 2 50	Early June . . . . . @ 1 25
	1lb. tin boxes, 3 doz. 2 35	Early June sifted 1 45 @ 1 55
	3 1/2 lb. tin boxes, 2 doz. 4 25	<b>Peaches</b>
	15lb. pails, per doz. . . 6 00	Pie . . . . . 90 @ 1 25
	25lb. pails, per doz. . . 12 00	No. 10 size can pie @ 3 25
	<b>BAKED BEANS</b>	<b>Pineapple</b>
	No. 1, per doz. . . . . 45 @ 90	Grated . . . . . 1 75 @ 2 10
	No. 2, per doz. . . . . 75 @ 1 40	Sliced . . . . . 90 @ 2 60
	No. 3, per doz. . . . . 85 @ 1 75	<b>Pumpkin</b>
	<b>BATH BRICK</b>	Fair . . . . . 90
	English . . . . . 95	Good . . . . . 1 20
	<b>BLUING</b>	Fancy . . . . . 1 25 @ 1 40
	Jennings'	<b>Strawberries</b>
	Condensed Pearl Bluing	Standard . . . . . 95
	Small C P Bluing, doz. 45	Fancy . . . . . 2 25
	Large, C P Bluing, doz. 75	<b>Tomatoes</b>
	<b>BREAKFAST FOODS</b>	Good . . . . . 1 15
	Apetizo, Biscuits . . . . . 3 00	Fancy . . . . . 1 35
	Bear Food, Pettijohns 1 95	No. 10 . . . . . 3 50
	Cracked Wheat, 24-2 2 50	<b>CARBON OILS</b>
	1lb. tin boxes, 3 doz. 2 35	Perfection . . . . . @ 11 1/2
	3 1/2 lb. tin boxes, 2 doz. 4 25	D. S. Gasoline . . . . . @ 18 1/2
	15lb. pails, per doz. . . 6 00	Gas Machine . . . . . @ 25 1/2
	25lb. pails, per doz. . . 12 00	Deodor'd Nap'a . . . . . @ 17 1/2
	<b>BAKED BEANS</b>	Cylinder . . . . . 29 @ 34 1/2
	No. 1, per doz. . . . . 45 @ 90	Engine . . . . . 16 @ 22 1/2
	No. 2, per doz. . . . . 75 @ 1 40	Black, winter . . . . . 8 @ 10
	No. 3, per doz. . . . . 85 @ 1 75	<b>CATSUP</b>
	<b>BATH BRICK</b>	Snider's pints . . . . . 2 35
	English . . . . . 95	Snider's 1/2 pints . . . . . 1 35
	<b>BLUING</b>	<b>CHEESE</b>
	Jennings'	Acme . . . . . @ 18 1/2
	Condensed Pearl Bluing	Bloomington . . . . . @ 18
	Small C P Bluing, doz. 45	Carson City . . . . . @ 18 1/2
	Large, C P Bluing, doz. 75	Hopkins . . . . . @ 18
	<b>BREAKFAST FOODS</b>	Riverside . . . . . @ 18 1/2
	Apetizo, Biscuits . . . . . 3 00	Brick . . . . . @ 19
	Bear Food, Pettijohns 1 95	Leiden . . . . . @ 15
	Cracked Wheat, 24-2 2 50	Limburger . . . . . @ 19
	1lb. tin boxes, 3 doz. 2 35	Limburger . . . . . @ 19
	3 1/2 lb. tin boxes, 2 doz. 4 25	Pineapple . . . . . 40 @ 60
	15lb. pails, per doz. . . 6 00	Edam . . . . . @ 85
	25lb. pails, per doz. . . 12 00	Sap Sago . . . . . @ 22
	<b>BAKED BEANS</b>	Swiss, domestic . . . . . @ 13
	No. 1, per doz. . . . . 45 @ 90	
	No. 2, per doz. . . . . 75 @ 1 40	
	No. 3, per doz. . . . . 85 @ 1 75	

<b>CHEWING GUM.</b>		<b>Extract</b>	
Adams Black Jack . . . . . 55	Holland, 1/2 gro boxes 95	Felix, 1/2 gro . . . . . 1 15	Hummer's foil, 1/2 gro. 85
Adams Sappota . . . . . 55	Hummel's tin, 1/2 gro. 1 45	Chiclets . . . . . 1 25	<b>CONFECTIONS</b>
Belman's Pepsin . . . . . 55	Colgan Violet Chips . . . 60	Colgan Mint Chips . . . . 60	Dentyne . . . . . 1 10
Flag Spruce . . . . . 55	Julcy Fruit . . . . . 55	Red Robin . . . . . 55	Sen Sen (Jars 80 pkgs, \$2.20) . . . . . 55
Spear Mint, Wrigleys . . . 55	Spear Mint, 5 box jars 2 75	Spear Mint, 3 box jars 1 65	Trunk Spruce . . . . . 65
Yucatan . . . . . 55	Zeno . . . . . 55	5 boxes one kind, 3c per box less.	<b>CHICORY</b>
Bulk . . . . . 5	Red . . . . . 7	Eagle . . . . . 7	Franc's . . . . . 7
Scheurer's . . . . . 6	Red Standards . . . . . 1 60	White . . . . . 1 60	<b>CHOCOLATE</b>
German's Sweet . . . . . 22	Pracum . . . . . 32	Hershey's Almond 5c . . . 85	Hershey's Milk, 5c . . . . 85
Premium, 1/4s . . . . . 27	Premium, 1/2s . . . . . 27	<b>CLOTHES LINE</b>	per doz.
No. 40 Twisted Cotton 95	No. 50 Twisted Cotton 1 30	No. 60 Twisted Cotton 1 70	No. 80 Twisted Cotton 2 00
No. 60 Braided Cotton 1 00	No. 60 Braided Cotton 1 25	No. 80 Braided Cotton 2 25	No. 50 Sash Cord . . . . 1 75
No. 60 Sash Cord . . . . 2 00	No. 72 Jute . . . . . 1 00	No. 60 Galvanized Wire . . 85	No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 90	<b>COCOA</b>	Baker's . . . . . 37	Cleveland . . . . . 41
Colonial, 1/4s . . . . . 35	Colonial, 1/2s . . . . . 33	Epps . . . . . 42	Hershey's 1/2s . . . . . 30
Hershey's 1/4s . . . . . 30	Huyler . . . . . 36	Lowney, 1/4s . . . . . 32	Lowney, 1/2s . . . . . 32
Lowney, 1/4s . . . . . 32	Lowney, 1/2s . . . . . 32	Van Houten, 1/4s . . . . 18	Van Houten, 1/2s . . . . 12
Van Houten, 1s . . . . . 33	Webb . . . . . 33	Wilber, 1/4s . . . . . 32	Wilber, 1/2s . . . . . 32
<b>COCOANUT</b>	per lb.	1/2s, 5lb. case . . . . . 30	1/2s, 5lb. case . . . . . 29
1/2s, 15lb. case . . . . . 29	1/2s, 15lb. case . . . . . 28	1s, 15lb. case . . . . . 27	1/4s & 1/2s 15lb. case 28
Scalloped Gems . . . . . 10	Almonds, California soft shell . . . . . 16	Bulk, pails . . . . . 14 1/2	Bulk, barrels . . . . . 12 1/2
<b>COFFEES, ROASTED</b>	<b>Rio</b>	Common . . . . . 19	Fair . . . . . 19 1/2
Choice . . . . . 20	Fancy . . . . . 21	Peaberry . . . . . 23	<b>Santos</b>
Common . . . . . 20	Fair . . . . . 20 1/2	Choice . . . . . 21	Fancy . . . . . 23
Peaberry . . . . . 23	<b>Maracalbo</b>	Fair . . . . . 24	Choice . . . . . 25
<b>Mexican</b>	Choice . . . . . 25	Fancy . . . . . 26	<b>Guatemala</b>
Fair . . . . . 25	Fancy . . . . . 28	<b>Java</b>	Private Growth . . . . . 26 @ 30
Manding . . . . . 31 @ 35	Aukola . . . . . 30 @ 32	<b>Mocha</b>	Short Bean . . . . . 25 @ 27
Long Bean . . . . . 24 @ 25	H. L. O. G. . . . . 26 @ 28	<b>Bogota</b>	Fair . . . . . 24
Fancy . . . . . 26	<b>Change Market, Steady</b>	Spot Market, Strong Package	New York Basis
Arbuckle . . . . . 24 75	Lion . . . . . 24 50	McLaughlin's XXXX sold to retail only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

<b>Sweet Goods</b>	
Armadillo Biscuit . . . . . 10	Armadillo Cakes . . . . . 8
Atlantics . . . . . 12	Atlantics Assorted . . . . 12
Avena Fruit Cakes . . . . 12	Bonnie Doon Cookies 10
Brittle Lassies . . . . . 10	Brittle Fingers . . . . . 10
Bumble Bee . . . . . 10	Cameo Biscuit, cans . . . 25
Cameo Biscuit Ass'd cans . . . 25	Cameo Biscuit Chocolate, cans . . . . 25
Cartwheels Assorted . . . 8 1/2	Cecelia Biscuit . . . . . 16
Chocolate Bar, cans . . . 17	Chocolate Drops . . . . . 17
Chocolate Drp Centers 16	Choc. Honey Fingers 16
Chocolate Rosettes, cn 20	Circle Honey Cookies 12
Cracknels . . . . . 18	Crackmeal . . . . . 6
Crystal Rosettes . . . . . 6	Cocanut Taffy Bar . . . . 20
Cocanut Drops . . . . . 12	Cocanut Taffy . . . . . 13
Cocanut Macaroons . . . . 18	Cocanut Hon. Fingers 12
Cocanut Hon. Jumb's 12	Coffee Cakes, Plain . . . 11
Coffee Cakes, Iced . . . . 12	Crumpets . . . . . 10
Diana Marshmallow Cakes . . . 16	Dinner Biscuit . . . . . 25
Dixie Sugar Cookies . . . . 9	Domestic Cakes . . . . . 8 1/2
Eventide Fingers . . . . . 16	Extra Wine Biscuit . . . 10
Family Cookies . . . . . 8 1/2	Fancy Ginger Wafers 12
Fig Cake Assorted . . . . 12	Fig Newtons . . . . . 12
Fluted Cocanut Bar . . . . 11	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 . . . . . 8 1/2	Graham Crackers . . . . . 8
Ginger Snaps Family . . . . 8 1/2	Ginger Snaps N. B. C. Round . . . . . 8
Ginger Snaps N. B. C. Square . . . . . 8 1/2	H. H. Cookies, Sugar Plain . . . . . 8
H. H. Cookies, Sugar Iced . . . . . 9	H. H. Cookies, Molasses Iced . . . . . 9
Hippodrome Bar . . . . . 12	Honey Fingers As. Ice 12
Honey Jumbles Iced . . . . 12	Assorted . . . . . 12
Honey Jumbles, Plain . . . 12	Honey Flakes . . . . . 14
Household Cookies . . . . . 8	Household Cookies, Iced 9
Household Cookies, Molasses, Plain . . . . 8	Imperial . . . . . 8 1/2
Jack Frost Gems . . . . . 8 1/2	Jonnie . . . . . 8 1/2
Jubilee Mixed . . . . . 10	Kream Klips . . . . . 25
Lady Fingers Sponge 30	Leap Year Jumbles . . . . 18
Lemon Biscuit Square 8 1/2	Lemon Thins . . . . . 17
Lemon Wafers . . . . . 16	Lemona . . . . . 8 1/2
Mace Cakes . . . . . 8	Mandalay . . . . . 10
Mary Ann . . . . . 8 1/2	Marshmallow Coffee Cake . . . . . 12 1/2
Marshmallow Walnuts 18	Medora . . . . . 13
Molasses Cakes . . . . . 8 1/2	Molasses Cakes, Iced 9 1/2
Molasses Fruit Cookies Iced . . . . . 11	Molasses Sandwich . . . 12
Mottled Squares . . . . . 10	N. B. C. Honey Cakes Iced . . . . . 12
Outmeal Crackers . . . . . 8	Orange Gems . . . . . 8 1/2
Orange Sponge Layer Cakes . . . . . 20	Penny Assorted . . . . . 8 1/2
Peanut Gems . . . . . 9	Pie Mixed . . . . . 11 1/2
Pilot Bread . . . . . 7	Pineapple Cakes . . . . . 16
Pineapple Wafers . . . . . 16	Pretzels, Hand Made . . . 9
Pretzels, Medley . . . . . 10	Pretzellettes, Hand Md 9
Pretzellettes, Mac. Md 8	Pretzellettes, Mac. Md 8
Raisin Cookies . . . . . 10	Raisin Gems . . . . . 11
Raspberry Cakes . . . . . 12	Reveres Assorted . . . . 15
Rittenhouse Fruit Biscuit . . . . . 12	Royal Lunch . . . . . 8
Royal Toast . . . . . 8	Rube . . . . . 8 1/2
Saltines . . . . . 18	(Former name Zephyrettes)
Sea Foam Biscuit . . . . . 16	Spiced Currant Cakes 10
Spiced Ginger Cakes . . . . 9	Spiced Ginger Cks Icd 10
Sugar Fingers . . . . . 12	Sugar Cakes . . . . . 8 1/2
Sugar Crimp . . . . . 8 1/2	Sugar Squares, large or small . . . . . 9
Sultana Fruit Biscuit 16	Sunnyside Jumbles . . . . 10

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Superba	8 3/4
Triumph	16
Vanilla Wafers	17
Wafers, Jumble cans	18
Waverly	10
<b>In-er Seal Goods</b>	
Albert Biscuit	per doz. 1.00
Animals	1.00
Arrowroot Biscuit	1.00
Baronet Biscuit	1.00
Bremmer's Butter	1.00
Wafers	1.00
Cameo Biscuit	1.50
Cheese Sandwich	1.00
Chocolate Wafers	1.00
Cocoanut Dainties	1.00
Dinner Biscuits	1.50
Faust Oyster Crackers	1.00
Fig Newton	1.00
Five O'clock Tea	1.00
Frotana	1.00
Fruit Cake	3.00
Ginger Snaps, N. B. C.	1.00
Graham Crackers, Red Label, 10 size	1.00
Graham Crackers, Red Label, 5c size	50
Lemon Snaps	50
Oatmeal Crackers	1.00
Old Time Sugar Cook	1.00
Oval Salt Biscuit	1.00
Oysterettes	1.00
Premium Sodas	1.00
Pretzels, Hd. Md.	1.00
Royal Toast	1.00
Rykon Biscuit	1.00
Saltine Biscuit	1.00
Saratoga Flakes	1.50
Social Tea Biscuit	1.00
Sultana Fruit Biscuit	1.50
Soda Crackers, N. B. C.	1.00
Soda Crackers, Select	1.00
S. S. Butter Crackers	1.50
Unedea Biscuit	50
Unedea Jinjer Wayfer	1.00
Unedea Lunch Biscuit	50
Vanilla Wafers	1.00
Water Thin Biscuit	1.00
Zu Zu Ginger Snaps	1.00
Zwieback	1.00
<b>Other Package Goods</b>	
Barnum's Animals	50
Chocolate Tokens	2.50
American Beauty	2.50
Ginger Snaps	2.50
Butter Crackers, NBC family package	2.50
Soda Crackers, NBC family ypackage	2.50
<b>In Special Tin Packages.</b>	
Per doz.	
Festino	2.50
Minaret Wafers	1.00
Nabisco, 25c	2.50
Nabisco, 10c	2.50
Champagne Wafer	2.50
Per tin in bulk	
Sorbetto	1.00
Nabisco	1.75
Festino	1.50
Bent's Water Crackers	1.40
<b>CREAM TARTAR</b>	
Barrels or drums	33
Boxes	34
Square Cans	36
Fancy caddies	41
<b>DRIED FRUITS</b>	
<b>Apples</b>	
Evaporated, choice bulk	7
Evaporated, Fancy pkg.	8 1/2
<b>Apricots</b>	
California	12 @ 14
<b>Citron</b>	
Corselean	15
<b>Currants</b>	
Imp'd 1 lb. pkg.	9 1/2
Imported, bulk	9 1/4
<b>Peaches</b>	
Muir's-Choice, 25 lb. b 9	
Muir's-Fancy, 25 lb. b 10	
Fancy, Peeled, 25 lb. 18	
<b>Pearl</b>	
Lemon, American	12 1/2
Orange, American	12 1/2
<b>Raisins</b>	
Cluster, 20 cartons	2.25
Loose Muscatels 3 Cr	5 1/2
Loose Muscatels 4 Cr	5 1/2
L. M. Seeded, 1 lb. 6 1/2 @ 7	
<b>California Prunes</b>	
90-100 25lb. boxes	@ 6
80-90 25lb. boxes	@ 6 1/2
70-80 25lb. boxes	@ 7
60-70 25lb. boxes	@ 7 1/2
50-60 25lb. boxes	@ 8
40-50 25lb. boxes	@ 9
<b>FARINACEOUS GOODS</b>	
<b>Beans</b>	
Dried Lima	7
Med. Hand Picked	2.65
Brown Holland	2.75
<b>Farina</b>	
25 1 lb. packages	1.50
Bulk, per 100 lbs.	4.00
<b>Original Holland Rusk</b>	
Packed 12 rolls to container	3
3 containers (36) rolls	2.85
5 containers (60) rolls	4.75
<b>Hominy</b>	
Pearl, 100 lb. sack	2.00
Maccaroni and Vermicelli	2.00
Domestic, 10 lb. box	.60
Imported, 25 lb. box	2.50
<b>Pearl Barley</b>	
Chester	3.00
Empire	3.75

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<b>Peas</b>	
Green, Wisconsin, bu.	
Green, Scotch, bu.	2 50
Split, lb.	5
<b>Sago</b>	
East India	5
German, sacks	5
German, broken pkg.	5
<b>Tapoca</b>	
Flake, 100 lb. sacks	.5
Pearl, 36 pkgs.	.25
Minute, 36 pkgs.	.2 75
<b>FISHING TACKLE</b>	
1/2 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
1 3/4 to 2 in.	11
2 in.	15
3 in.	20
<b>Cotton Lines</b>	
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
<b>Linen Lines</b>	
Small	20
Medium	26
Large	34
<b>Poles</b>	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
<b>FLAVORING EXTRACTS</b>	
<b>Jennings D C Brand</b>	
Terpeness Extract Lemon	
No. 1 F Box, per doz.	75
No. 2 F Box, per doz.	90
No. 4 F Box, per doz.	1.75
No. 3 Taper, per doz.	1.75
2 oz. Flat, F M per dz.	1.50
<b>Jennings D C Brand</b>	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1.40
No. 4 F Box, per doz.	2.25
No. 3 Taper, per doz.	2.00
2 oz. Flat F M per dz.	2.00
<b>FLOUR AND FEED</b>	
<b>Grand Rapids Grain &amp; Milling Co.</b>	
<b>Winter Wheat.</b>	
Purity Patent	5 70
Seal of Minnesota	5 00
Sunburst	4 80
Wizard Flour	5 40
Wizard Graham	5 60
Wizard Gran. Meal	4 60
Wizard Buckwheat	6 00
Rye	4 40
<b>Valley City Milling Co.</b>	
Lily White	5 70
Light Loaf	5 10
Graham	2 30
Granena Health	2 40
Gran. Meal	1 85
Bolton Med.	1 75
<b>Voigt Milling Co.</b>	
Graham	5 10
Voigt's Crescent	5 70
Voigt's Flour	5 70
Voigt's Hygienic	5 10
Voigt's Royal	6 10
<b>Watson-Higgins Milling Co.</b>	
Perfection Flour	5 50
Tip Top Flour	5 10
Golden Sheaf Flour	4 80
Marshall's Best Flour	4 85
<b>Worden Grocer Co.</b>	
Quaker, paper	5 40
Quaker, cloth	5 50
Quaker, Buckwheat	5 50
<b>Kansas Hard Wheat</b>	
<b>Worden Grocer Co.</b>	
American Eagle, 1/2 s	5 10
American Eagle, 1/4 s	5 00
American Eagle, 1/2 s	4 90
<b>Spring Wheat.</b>	
<b>Roy Baker</b>	
Golden Horn, family	5 00
Golden Horn, bakers	4 90
Wisconsin Rye	4 00
<b>Judson Grocer Co.</b>	
Ceresota, 1/2 s	5 50
Ceresota, 1/4 s	5 70
Ceresota, 1/2 s	5 60
<b>Worden Grocer Co.</b>	
Wingold, 1/2 s cloth	5 50
Wingold, 1/4 s cloth	5 40
Wingold, 1/2 s cloth	5 30
Wingold, 1/2 s paper	5 35
Wingold, 1/4 s paper	5 25
Wingold, 1/2 s paper	5 15
Bakers Patent	5 15
<b>Wykes &amp; Co.</b>	
Sleepy Eye, 1/2 s cloth	5 50
Sleepy Eye, 1/4 s cloth	5 40
Sleepy Eye, 1/2 s cloth	5 30
Sleepy Eye, 1/2 s paper	5 30
Sleepy Eye, 1/4 s paper	5 30
<b>Bolton</b>	
Bolton Granulated	4 40
Golden Granulated	4 60
<b>Wheat</b>	
Red	1 05
White	1 05
<b>Oats</b>	
Michigan carlots	35
Less than carlots	37
<b>Corn</b>	
Carlots	56
Less than carlots	58
<b>Hay</b>	
Carlots	15 00

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<b>Less than carlots</b>	
17 00	
<b>Feed.</b>	
Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked corn	32
Coarse corn meal	32
<b>FRUIT JARS</b>	
Mason, pts., per gro.	5 10
Mason, qts., per gro.	5 50
Mason, 1/2 gal. per gro.	7 60
Mason, can tops, gro.	1 40
<b>GELATINE</b>	
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
Knox's Acid'd. doz.	1.25
Nelson's	1.50
Oxford	75
Plymouth Rock, Phos.	1.25
Plymouth Rock, Plain	90
<b>GRAIN BAGS</b>	
Broad Gauge	18
Amoskeag	19
<b>HERBS</b>	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
<b>HIDES AND PELTS</b>	
<b>Hides</b>	
Green, No. 1	11 1/2
Green, No. 2	10 1/2
Cured, No. 1	12
Cured, No. 2	12
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2
<b>Pelts</b>	
Old Wool	@ 30
Lambs	50 @ 100
Shearlings	50 @ 100
<b>Tallow</b>	
No. 1	@ 5
No. 2	@ 4
<b>Wool</b>	
Unwashed, med.	@ 20
Unwashed, fine	@ 15
<b>HORSE RADISH</b>	
Per doz.	90
<b>JELLY</b>	
5lb. pails, per doz.	2.20
15lb. pails, per pail	50
30lb. pails, per pail	95
<b>JELLY GLASSES</b>	
1/2 pt. in bbls, per doz.	15
1/2 pt. in bbls, per doz.	16
3 oz. capped in bbls,	
per doz.	18
<b>MAPLEINE</b>	
2 oz. bottles, per doz.	3 00
<b>MINCE MEAT</b>	
Per case	2 85
<b>MOLASSES</b>	
<b>New Orleans</b>	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
<b>MUSTARD</b>	
1/2 lb. 6 lb. box	16
<b>OLIVES</b>	
Bulk, 1 gal. kegs 1 05 @ 1 15	
Bulk, 2 gal. kegs 90 @ 1 05	
Bulk, 5 gal. kegs 90 @ 1 00	
Stuffed, 8 oz.	90
Stuffed, 5 oz.	1.35
Pitted, 14 oz. (not stuffed)	2.25
14 oz.	2.25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1.35
Lunch, 16 oz.	2.25
Queen, Mammoth, 19 oz.	
Queen, Mammoth, 28 oz.	3 75
Queen, Mammoth, 28 oz.	5 25
Olive Chow, 2 doz. cs,	
per doz.	2 25
<b>PICKLES</b>	
<b>Medium</b>	
Barrels, 1,200 count	7 75
Half bbls, 600 count	4 38
5 gallon kegs	2 00
<b>Small</b>	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	3 00
<b>Gherkins</b>	
Barrels	14 50
Half barrels	7 75
5 gallon kegs	
<b>Sweet Small</b>	
Barrels	14 50
Half barrels	8 00
5 gallon kegs	3 25
<b>PIPES</b>	
Clay, No. 216, per box	1 75
Clay, T. D., full count	60
Cob	90
<b>PLAYING CARDS</b>	
No. 90, Steamboat	75
No. 15, Rival, assorted	1 25
No. 20, Rover, enam'd	1 50
No. 572, Special	1 75
No. 88, Golf, satin fin.	2 00
No. 898, Bicycle	2 00
No. 632, Tournt whist	2 25
<b>POTASH</b>	
Babbitt's	4 00
<b>PROVISIONS</b>	
<b>Barreled Pork</b>	
Clear Back	22 00 @ 23 00

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<b>Short Cut Clear</b>	
21 00 @ 21 50	
Bean	19 50 @ 20 00
Brisket, Clear	22 00 @ 23 00
Pig	23 00
Clear Family	26 00
<b>Dry Salt Meats</b>	
S P Bellies	13
<b>Lard</b>	
Pure in tierces	12 1/4 @ 13
Compound Lard	9 @ 9 1/4
80 lb. tubs	advance 1/8
50 lb. tubs	advance 1/8
20 lb. tubs	advance 1/4
10 lb. tubs	advance 3/8
5 lb. pails	advance 1/2
8 lb. pails	advance 1
<b>Smoked Meats</b>	
Hams, 12 lb. av.	16 @ 16 1/2
Hams, 14 lb. av.	15 1/4 @ 15 3/4
Hams, 16 lb. av.	15 1/4 @ 16
Hams, 18 lb. av.	14 1/2 @ 15
Skinned Hams	16 @ 16 1/2
Ham, dried beef	
sets	20 @ 20 1/2
California Hams	13 @ 13 1/2
Picnic Balled Hams	15
Bolled Hams	23 1/4 @ 24
Minc'd Ham	12 1/2 @ 13
Bacon	15 1/2 @ 16
<b>Sausages</b>	
Bologna	9 1/2 @ 10
Liver	7 1/2 @ 8
Frankfort	11 @ 11 1/2
Pork	13 @ 14
Veal	
Tongue	11
Headcheese	9
<b>Beef</b>	
Boneless	17 00
Rump, new	19 00
<b>Pig's Feet</b>	
1/2 bbls.	1 00
3/4 bbls., 40 lbs.	2 00
1/2 bbl.	4 00
1 bbl.	8 00
<b>Tripe</b>	
Kits, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00
<b>Casings</b>	
Hogs, per lb.	35
Beef, rounds, set	17 @ 18
Beef, middles, set	90 @ 95
Sheep, per bundle	80
<b>Uncolored Butterine</b>	
Solid Dairy	12 @ 16
Country Rolls	12 1/2 @ 18
<b>Canned Meats</b>	
Corned beef, 2 lb.	3 80
Corned beef, 1 lb.	1 95
Roast beef, 1 lb.	3 80
Roast beef, 1 lb.	1 95
rotted Ham, 1/2 s	50
Potted Ham, 1/2 s	90
Deviled Ham, 1/2 s	50
Deviled Ham, 1/2 s	90
Potted Tongue, 1/2 s	50
Potted Tongue, 1/2 s	90
<b>RICE</b>	
Fancy	6 @ 6 1/2
Japan Style	5 @ 5 1/2
Broken	3 1/2 @ 4 1/4
<b>ROLLED OATS</b>	
Rolled, Avena, bbls.	4 75
Steel Cut, 100 lb. sks.	2 60
Monarch, bbls.	4 50
Monarch, 90 lb sacks	2 10
Quaker, 18 Regular	1 45
Quaker, 20 Family	4 00
<b>SALAD DRESSING</b>	
Columbia, 1/2 pt.	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35
<b>SALERATUS</b>	
Packed 60 lbs. in box.	
Arm and Hammer	3 00
Wyandotte, 100 1/2 s.	3 00
<b>SAL SODA</b>	
Granulated, 100 lbs. cs.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1 25
<b>SALT</b>	
<b>Common Grades</b>	
100 3 lb. sacks	2 40
60 5 lb. sacks	2 25
28 10 1/2 lb. sacks	2 10
56 lb. sacks	4 00
28 lb. sacks	2 20
<b>Warsaw</b>	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
<b>Solar Rock</b>	
56 lb. sacks	24
<b>Common</b>	
Granulated, Fine	1 05
Medium, Fine	1 10
<b>SALT FISH</b>	
<b>Cod</b>	
Large, whole, ...	@ 7 1/2
Small, whole, ...	@ 7
Strips or bricks	7 1/2 @ 10 1/2
Pollock	@ 4 1/2
<b>Halibut</b>	
Strips	15
Chunks	16
<b>Holland Herring</b>	
Y. M. wh. hoop bbls.	12 00
Y. M. wh. hoop 1/2 bbl.	6 50
Y. M. wh. hoop kegs	72

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<b>Y. M. wh. hoop Milchers</b>	
kegs	75
Queen, bbls.	11 00
Queen, 1/2 bbls.	6 15
Queen, kegs	68
<b>Trout</b>	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	25
No. 1, 10 lbs.	90
No. 1, 8 lbs.	75

# Special Price Current



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Scrapple, 5c pkgs. .... 48	
Sure Shot, 5c, 1/4 gro. 5 76	
Yankee Girl Scrp 1/4 gr 5 76	
Pan Handle Scrp 1/4 gr 5 76	
Peachy Scrap, 5c .... 1 90	
Union Workman, 2 1/4 6 00	
<b>Smoking</b>	
All Leaf, 2 1/4 & 7 oz. 30	
BB, 3 1/2 oz. .... 6 00	
BB, 7 oz. .... 12 00	
BB, 14 oz. .... 24 00	
Badger, 10c tins .... 11 52	
Badger, 3 oz. .... 5 04	
Badger, 7 oz. .... 11 52	
Banner, 5c .... 5 96	
Banner, 8 oz. .... 1 60	
Banner, 16 oz. .... 3 20	
Belwood Mixture, 10c 94	
Big Chief, 2 1/4 oz. .... 6 00	
Big Chief, 16 oz. .... 30	
Bull Durham, 5c .... 5 90	
Bull Durham, 10c .... 10 80	
Bull Durham, 15c .... 18 48	
Bull Durham, 8 oz. .... 60	
Bull Durham, 16 oz. .... 6 72	
Buck Horn, 5c .... 5 76	
Buck Horn, 10c .... 11 50	
Briar Pipe, 5c .... 6 00	
Briar Pipe, 10c .... 12 00	
Black Swan, 5c .... 5 76	
Black Swan, 14 oz. .... 3 50	
Bob White, 5c .... 5 90	
Brotherhood, 5c .... 5 95	
Brotherhood, 10c .... 11 00	
Brotherhood, 16 oz. .... 39	
Carnival, 5c .... 5 70	
Carnival, 3 1/2 oz. .... 39	
Carnival, 16 oz. .... 40	
Cigar Clip Johnson 30	
Cigar Clip Seymour 30	
Identity, 3 & 15 oz. .... 20	
Darby Cigar Cuttings 4 50	
Continental Cubes, 10c 90	
Corn Cake, 14 oz. .... 2 55	
Corn Cake, 7 oz. .... 1 45	
Corn Cake, 5c .... 5 76	
Cream, 50c pails .... 4 60	
Cuban Star, 5c foil .... 5 76	
Cuban Star, 16 oz. pails 3	
Chips, 10c .... 10 20	
Dills Best, 1 1/2 oz. .... 70	
Dills Best, 3 1/2 oz. .... 77	
Dills Best, 16 oz. .... 73	
Dixie Kid, 1 1/2 foil .... 39	
Duke's Mix, 5c .... 5 76	
Duke's Mix, 10c .... 11 52	
Duke's Cameo, 1 1/2 oz 41	
Drum, 5c .... 5 90	
F F A, 3 oz. .... 11 50	
F F A, 7 oz. .... 11 50	
Fashion, 5c .... 6 00	
Fashion, 16 oz. .... 43	
Five Bros., 5c .... 5 60	
Five Bros., 10c .... 10 70	
Five cent cut Plug .... 29	
F O B 10c .... 11 50	
Four Roses, 10c .... 96	
Full Dress, 1 1/2 oz. .... 72	
Glad Hand, 5c .... 1 44	
Gold Block, 1 1/2 oz. .... 39	
Gold Block, 10c .... 11 88	
Gold Star, 16 oz. .... 38	
Gail & Ax Navy, 5c 5 95	
Growler, 5c .... 4 42	
Growler, 10c .... 2 94	
Growler, 20c .... 1 85	
Giant, 5c .... 1 85	
Giant, 16 oz. .... 33	
Hand Made, 2 1/2 oz. .... 50	
Hazel Nut, 5c .... 5 76	
Honey Dew, 1 1/2 oz. .... 40	
Honey Dew, 10c .... 11 88	
Hunting, 1 1/2 & 3 1/2 oz. 38	
I X L, 5c .... 6 10	
I X L, in pails .... 32	
Just Suits, 5c .... 6 00	
Just Suits, 10c .... 11 88	
Killn Dried, 25c .... 2 45	
King Bird, 7 oz. .... 25 20	
King Bird, 3 oz. .... 11 00	
King Bird, 1 1/2 oz. .... 5 70	
La Turka, 5c .... 5 76	
Little Giant, 1 lb. .... 28	
Lucky Strike, 1 1/2 oz. 94	
Lucky Strike, 1 1/2 oz. 94	
Le Redo, 3 oz. .... 10 80	
Le Redo, 8 & 16 oz. .... 38	
Myrtle Navy, 10c .... 11 80	
Myrtle Navy, 5c .... 5 94	
Maryland Club, 5c .... 50	
Mayflower, 5c .... 5 76	
Mayflower, 10c .... 96	
Mayflower, 20c .... 1 92	
Nigger Hair, 5c .... 5 94	
Nigger Hair, 10c .... 10 56	
Nigger Head, 5c .... 4 96	
Nigger Head, 10c .... 9 84	
Noon Hour, 5c .... 1 44	
Old Colony, 1-12 gro. 11 52	
Old Mill, 5c .... 5 76	
Old English Curve 1 1/2 oz 96	
Old Crop, 5c .... 5 76	
Old Crop, 25c .... 20	
P. S., 8 oz., 30 lb. cs. 19	
P. S., 3 oz., per gro. 5 70	
Pat Hand, 1 oz. .... 63	
Patterson Seal, 1 1/2 oz. 48	
Patterson Seal, 3 oz. .... 96	
Patterson Seal, 16 oz. 5 00	
Peerless, 5c .... 5 70	
Peerless, 10c .... 1 92	
Peerless, 3 oz. .... 10 20	
Peerless, 7 oz. .... 23 76	
Peerless, 14 oz. .... 47 52	
Plaza, 2 gro. cs. .... 5 76	
Plow Boy, 5c .... 5 76	
Plow Boy, 10c .... 11 00	
Plow Boy, 14 oz. .... 4 50	
Pedro, 10c .... 11 80	
Pride of Virginia, 1 1/2 76	
Pilot, 5c .... 5 76	

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Pilot, 7 oz. doz. .... 1 05	
Pilot, 14 oz. doz. .... 2 10	
Prince Albert, 10c .... 95	
Prince Albert, 8 oz. .... 4 92	
Prince Albert, 16 oz. .... 8 40	
Queen Quality, 5c .... 48	
Rob Roy, 5c foil .... 5 90	
Rob Roy, 10c gross 10 20	
Rob Roy, 25c doz. .... 2 10	
Rob Roy, 50c doz. .... 4 12	
S. & M., 5c gross .... 5 76	
S. & M., 14 oz. doz. .... 3 20	
Soldier Boy, 5c gross 5 95	
Soldier Boy, 10c .... 10 56	
Soldier Boy, 1 lb. .... 4 80	
Sweet Caporal, 1 oz. .... 60	
Sweet Lotus, 5c .... 6 00	
Sweet Lotus, 10c .... 12 00	
Sweet Lotus, per doz. 4 85	
Sweet Rose, 2 1/2 oz. .... 38	
Sweet Tip Top, 5c .... 2 00	
Sweet Tip Top, 3 1/2 oz. 38	
Sweet Tips, 1/4 gro 10 38	
Summer Cured, 10c .... 11 75	
Summer Time, 5c .... 5 76	
Summer Time, 7 oz. .... 1 65	
Summer Time 14 oz. .... 3 50	
Standard, 2 oz. .... 5 90	
Standard, 3 1/2 oz. .... 23	
Standard, 7 oz. .... 1 68	
Seal N. C., 1 1/2 cut plug 70	
Seal N. C., 1 1/2 Gran 70	
Three Feathers, 1 oz. .... 63	
Three Feathers, 10c 10 20	
Three Feathers and Pipe combination .. 2 25	
Tom & Jerry, 14 oz. .... 3 60	
Tom & Jerry, 7 oz. .... 1 80	
Tom & Jerry, 3 oz. .... 75	
Trout Line, 5c .... 5 95	
Trout Line, 10c .... 10 00	
Turkish, Patrol, 2-9 5 76	
Tuxedo, 1 oz. bags .... 48	
Tuxedo, 2 oz. tins .... 96	
Tuxedo, 4 oz. cart. .... 64	
Tuxedo, 16 oz. tins .... 64	
Twin Oaks, 10c .... 94	
Union Leader, 50c .... 5 06	
Union Leader, 25c .... 2 55	
Union Leader, 10c .... 11 60	
Union Leader, 5c .... 5 95	
Union Workman, 1 1/2 5 76	
Uncle Sam, 10c .... 10 80	
Uncle Sam, 8 oz. .... 2 20	
U. S. Marine, 5c .... 6 00	
Van Bibber, 2 oz. tin 88	
Velvet, 5c pouch .... 1 44	
Velvet, 10c tin .... 1 92	
Velvet, 8 oz tin .... 3 84	
Velvet, 16 oz. can .... 7 68	
Velvet, combination cs 5 75	
War Path, 5c .... 5 95	
War Path, 8 oz. .... 1 60	
Way Line, 3 oz. .... 40	
Way Line, 16 oz. .... 40	
Way up, 2 1/2 oz. .... 5 75	
Way up, 16 oz. pails .. 31	
Wild Fruit, 5c .... 5 76	
Wild Fruit, 10c .... 11 52	
Yum Yum, 5c .... 6 00	
Yum Yum, 10c .... 11 52	
Yum Yum, 1lb., doz. 4 80	
<b>TWINE</b>	
Cotton, 3 ply .... 22	
Cotton, 4 ply .... 22	
Jute, 2 ply .... 14	
Hemp, 6 ply .... 13	
Flax, medium .... 24	
Wool, 1 lb. bales .... 6	
<b>VINEGAR</b>	
White Wine, 40 grain 8 1/2	
White Wine, 80 grain 11 1/2	
White Wine, 100 grain 13	
Oakland Vinegar & Pickle Co.'s Brands. .... 18	
Highland apple cider .. 18	
Oakland apple cider .. 14	
State Seal sugar .... 12	
Oakland white pickling 10 Packages free.	
<b>WICKING</b>	
No. 0, per gross .... 30	
No. 1, per gross .... 40	
No. 2, per gross .... 50	
No. 3, per gross .... 75	
<b>WOODENWARE</b>	
Bushels, Baskets .... 1 00	
Bushels, wide band .. 1 15	
Market .... 40	
Splint, large .... 3 50	
Splint, medium .... 3 00	
Splint, small .... 2 75	
Willow Clothes, large 3 25	
Willow Clothes, small 6 25	
Willow Clothes, m'e m 7 25	
<b>Butter Plates</b>	
1 1/2 lb., 250 in crate .... 30	
1 1/2 lb., 250 in crate .... 30	
1 lb., 250 in crate .... 35	
2 lb., 250 in crate .... 45	
3 lb., 250 in crate .... 65	
5 lb., 250 in crate .... 85	
<b>Wire End.</b>	
1 lb., 250 in crate .... 35	
1 lb., 250 in crate .... 45	
3 lb., 250 in crate .... 55	
5 lb., 250 in crate .... 65	
4 1/2 inch, 5 gross .... 55	
Cartons, 20 2 1/2 doz bxs 60	
<b>Churns</b>	
Barrel, 5 gal., each .... 2 40	
Barrel, 10 gal., each .. 2 55	
<b>Clothes Pins</b>	
Round Head. .... 100	
4 inch, 5 gross .... 45	

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4 1/2 inch, 5 gross .... 50	
Cartons, 20 2 1/2 doz. bxs. 55	
Egg Crates and Fillers	
Humpty Dumpty, 12 dz. 20	
No. 1, complete .... 40	
No. 2, complete .... 28	
Case No. 2, fillers, 15 sets ..... 1 35	
Case, medium, 12 sets 1 15	
<b>Faucets</b>	
Cork lined, 8 in. .... 70	
Cork lined, 9 in. .... 80	
Cork lined, 10 in. .... 90	
<b>Mop Sticks</b>	
Trojan spring .... 30	
Eclipse patent spring 85	
No. 1 common .... 80	
No. 2 pat. brush holder 85	
Real No. 7 .... 85	
12lb. cotton mop heads 1 45	
<b>Pails</b>	
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	
Fibre Eureka .... 2 25	
Galvanized .... 2 40	
12 qt. Galvanized .... 1 70	
12 qt. Galvanized .... 1 90	
14 qt. Galvanized .... 2 10	
<b>Toothpicks</b>	
Birch, 100 packages .. 2 00	
Ideal .... 85	
<b>Traps</b>	
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	
<b>Tubs</b>	
20-in. Standard, No. 1 7 50	
18-in. Standard, No. 2 6 50	
20-in. Cable, No. 1 .... 8 00	
18-in. Cable, No. 2 .... 7 50	
16-in. Cable, No. 3 .... 6 00	
No. 1 Fibre .... 10 25	
No. 2 Fibre .... 9 25	
No. 3 Fibre .... 8 25	
Large Galvanized .... 5 75	
Medium Galvanized .... 5 00	
Small Galvanized .... 4 25	
<b>Washboards</b>	
Bronze Globe .... 2 50	
Dewey .... 1 75	
Double Acme .... 3 75	
Single Acme .... 3 15	
Double Peerless .... 3 25	
Single Peerless .... 3 75	
Northern Queen .... 3 25	
Double Duplex .... 3 00	
Good Luck .... 2 75	
Universal .... 2 15	
<b>Window Cleaners</b>	
12 in. .... 1 65	
14 in. .... 1 85	
16 in. .... 2 30	
<b>Wood Bowls</b>	
13 in. Butter .... 1 50	
15 in. Butter .... 2 00	
17 in. Butter .... 3 75	
19 in. Butter .... 6 00	
Assorted, 13-15-17 .... 3 00	
Assorted, 15-17-19 .... 4 25	
<b>WRAPPING PAPER</b>	
Common Straw .... 2	
Fibre Manila, white .. 3	
Fibre Manila, colored 4	
No. 1 Manila .... 4	
Cream Manila .... 3	
Butchers' Manila .... 2 1/2	
Wax Butter, short c'nt 13	
Wax Butter, full cont 20	
Wax Butter, rolls .... 13	
<b>YEAST CAKE</b>	
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	
<b>AXLE GREASE</b>	
	
1 lb. boxes, per gross 9 00	
3 lb. boxes, per gross 24 00	
<b>BAKING POWDER</b>	
	
Royal	
10c size .. 90	
1/4 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
3/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

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CIGARS Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .... 31  
 El Portana .... 32  
 Evening Press .... 32  
 Exemplar .... 32

Worden Grocer Co. Brand  
 Ben Hur

Perfection .... 35  
 Perfection Extras .... 35  
 Londres .... 35  
 Londres Grand .... 35  
 Standard .... 35  
 Puritanos .... 35  
 Panatellas, Finas .... 35  
 Panatellas, Bock .... 35  
 Jockey Club .... 35

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, 1lb. ....  
 Royal High Grade .....

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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; Fielbach Co., Toledo.

COCOANUT

Baker's Brazil Shredded



10 5c pkgs., per case 2 60  
 36 10c pkgs., per case 2 60  
 16 10c and 38 5c pkgs., per case .... 2 60

The only 5c Cleanser



Guaranteed to equal the best 10c kinds

SAFES

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

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SOAP

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 00  
 Big Master, 100 blocks 4 00  
 German Mottled .... 3 15  
 German Mottled, 5 bx 3 15  
 German Mottled 10 bx 3 10  
 German Mottled 25 bx 3 05  
 Marseilles, 100 cakes .. 6 00  
 Marseilles, 100 cks 5c 4 00  
 Marseilles, 100 ck t'oil 4 00  
 Marseilles, 1/2 box toil 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, 100 5c .... 3 75  
 Gold Dust, 24 large .... 4 50  
 Gold Dust, 100-5c .... 4 00  
 Kirkoline, 24 4lb. .... 3 80  
 Pearlina .... 3 75  
 Soapine .... 4 00  
 Saubitt's 1776 .... 3 75  
 Roseine .... 3 59  
 Armour's .... 3 70  
 Wisdom .... 3 80

Soap Compounds

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

Scouring

Enoch Morgan's Sons  
 Sapollo, gross lots .... 9 50  
 Sapollo, half gro. lots 4 85  
 Sapollo, single boxes 2 40  
 Sapollo, hand .... 2 40  
 Scourine Manufacturing Co  
 Scourine, 50 cakes .... 1 80  
 Scourine, 100 cakes .... 3 50

## Switzer Glass Sales Jars



Pat. Feb. 9, 1904

For five years have helped 10,000 up-to-date retailers sell bulk pickles, oysters, pickled and fancy meats, peanut butter, etc.

Jars, clearest tough flint glass. Hinge cover attachment of non-rusting aluminum metal.

Cover, polished plate glass. Always in place, easily removed and stays tilted when raised.

1 gal. complete, each ..... \$1.32  
 1 1/2 gal. complete, each ..... 1.67  
 3 gal. complete, each ..... 2.10  
 4 gal. complete, each ..... 2.60

F. O. B. Chicago Send your jobber an order to-day for prompt shipment or we can supply you.

O. S. SWITZER & CO., PATENTEES SOLE MFRS. Chicago

FLEISCHMANN'S YEAST is to-day sold by thousands of grocers, who realize the advantage of pleasing their customers and at the same time making a good profit from the goods they sell. If you are not selling it now, Mr. Grocer, let us suggest that you fall into line. You won't regret it.



# 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—Cheap, Toledo and Dayton computing scales. Floor coffee mill, other fixtures. Box 601, Shelby, Mich. 598

An old-established, successful cash business wishes to expand into a cash department store, in a fast growing city of 20,000, which has no store of this description. It is surrounded by richest agricultural and mining country. Company wishes a few experienced mercantile men of ability and good habits, to take charge of and manage different departments, at good salary, and also invest from \$10,000 to \$15,000 in business. Bank reference given and required. A splendid and conservative opportunity to make money. Correspondence solicited from persons interested who can fill above requirements. M. F. Hancock, Agent, 722 W. Pierce St., Phoenix, Arizona. 590

Steam shingle mill Northern Michigan, to exchange, cost \$13,000. What have you to offer? Owner not able to run it. P. O. Box 704, Delavan, Wis. 589

Have you lost money in worthless stocks? Protect yourself before it is too late. Handbook of information and advice, one dollar. Joseph A. Plouff, Counsellor at Law, National Bank Bldg., Ware, Mass. 588

For Sale—Hardware store in Southern Florida; good town; established business; owner has other interests demanding his time. Stock invoices about \$10,000 and interested address R. T. Bower, 986 W. Warren Ave., Detroit. 587

Wanted—To exchange one of the best eighty acre farms in state, valued at \$7,000, for a stock general merchandise. Will pay cash difference for a larger stock. Ezra Bishop, Millington, Mich. 596

To lease for term of years, glove and leather goods, corset and underwear and lingerie departments, in store established thirty-one years. Good Michigan city 25,000. Address Snap, care Tradesman. 597

For Sale—Manufacturing plant built for cabinet furniture or other manufacturing purposes. Main building 100x50, cement, two stories. Annex 50x50, cement, one story. Engine and boiler first-class condition. Nice office building in connection, located on L. S. & M. S., 26 miles from Grand Rapids. No labor troubles, plenty of land with plant, in one of the prosperous towns in Western Michigan. Will bear inspection for manufacturing purposes. Address Box 55, Hopkins, Mich. 595

For Sale—First-class restaurant and cafe, with living rooms upstairs. A moneymaker. Best chance for a couple. Long lease, rent \$55. You receive 25 per cent for serving refreshments from down stairs, which are sent up by dumb waiter. This pays your rent. Owner will stay with buyer for a week to show the business. Cash only. Reason for selling, owner has other business. Address Herman the Chef, 11408 Michigan Ave., Roseland, Chicago, Ill. 594

Will exchange for general merchandise store, 320 acres unimproved wheat, corn and alfalfa land, Gove Co., Kansas. Thickly populated neighborhood, 1/2 mile to school, 8 miles to county seat. Water at 20 feet. Price \$8,000. Box 71, Lincoln, Kansas. 593

Bakery, lunch room and confectionery. On principal street. Good paying business. C. C. Evans, Agent, Chillicothe, Ohio. 592

Wanted—Clean stock of goods in exchange for 160 acres solid timber in Wisconsin, near railroad. Don't answer unless you are willing to give value for value. Address No. 591, care Tradesman. 591

For Sale—Dry goods stock in good condition, inventories for \$3,500. Located in good resort town of about six hundred population. In fine farming and fruit section. Best reasons for selling. Enquire Baumberger Dry Goods Co., Northport, Mich. 583

For Sale or Trade—720 acres land, a good lumber, coal and feed business, 60 head cattle, 12 head horses. Health resort in sight of Rocky Mountains. Good paying proposition. C. O. Dodder, Keota, Colo. 581

For Sale or Trade—Property consisting of two lots, new eight room house, with porches, furnace, cistern and other conveniences. Located in excellent town, equipped with electric lights. Has five good stores. Churches. Good business center. This property is a bargain. Address Lock Box 345, Jewell, Kan. 579

For Sale—Variety store in good town in Southern Michigan. Stock in fine condition, about \$1,400. Best location, brick, low rent, only store of kind. Good business. Bargain for someone. Address No. 576, care Tradesman. 576

Farm For Sale—An extra fine quarter section in Jefferson county, adjoining the celebrated Scott land near Winchester; 60 acres blue grass; everlasting water; 20 acres orchard, third year bearing. Two-story house and all necessary outhouses, \$110 per acre, part on time, if desired. Address Dr. T. C. Craig, Easton, Kansas. 577

Meet Parcel Post Competition. Study cash methods and plans. These solve competitive difficulties. Thirty-one years successful cash grocer. Prospectus free. St. R. Grebill, Lancaster, Pa. 580

Get ready for spring by getting nice little seven acre fruit and poultry farm in suburbs of Grand Haven; house electric lighted; three outbuildings, tools and chickens, \$1,700. A. Stone, Route 1, Grand Haven, Mich. 574

For Sale or Rent—Store building 54 x 24, in a German inland town. Address Katherine Braus, St. Leo, Minn. 573

Merchants closing out, an absolute guarantee of 100 cents or no pay. Sell now when money is plentiful. L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 584

For Sale—One large carpet rack, holding 12 large rolls carpet; one curtain rack, holding 30 curtains; one shoe rack holding 96 pair shoes. All in good condition. Address 567, care Tradesman. 567

I'll sell a Smith Premier typewriter, good condition, regular price \$97.50, only \$9 cash with order. Speak quick. Burton M. Osborne, Camden, New York. 568

For Sale—I have several very desirable timber investments, ranging in price from \$1,650 to \$5,000 each. B. B. Luten, 310 Lumbermen's Bldg., Portland, Oregon. 565

Wholesale ice cream and candy factory needed in town of 8,000 population. Widow wishes to retire from active life. 15 year established business for sale. Territory comprises 300 miles. \$12,000 business yearly. Write Pine Hill Land Co., L. B. 744, Cheboygan, Mich. 562

For Sale—Good clean stock general merchandise, about \$2,000. Will invoice and discount or trade for small home in Michigan. Address Geo. Coffenberry, Conrad, Indiana. 560

For Sale—\$5,000 stock general merchandise. Good location in one of best small towns in Michigan. Address B, care Tradesman. 547

Wanted—Stock of general merchandise, clothing or shoes. Address O. D. Price, Macomb, Ill. 541

## AUCTIONEERS.

Col. W. B. Carpenter, President Missouri Auction School, 14th and Grand Ave., Kansas City, Mo., can convert your stock into cash. Send him \$2 for Fact, Fun & Fiction for Auctioneers, 288 pages, morocco bound. 537

Physicians and druggists. Will sell my drug store and property in one of the best Central Michigan small towns and give physician a fine unopposed territory. Property first-class. Don't answer unless you mean business. Address 522, care Tradesman. 522

For Sale—Good live grocery business, strictly up-to-date stock. Best location in town. Good chance for a live man. Address Lowrie & Coles, Traverse City, Mich. 535

Agents—With or without experience, make big money during spare time. Something new. Big seller. Liebig Medicine Co., Richmond Hill, N. Y. 529

Plant And Business For Sale—Fine opportunity for anyone wishing to manufacture furniture, refrigerators, woodenware or automobile bodies and accessories. The A. J. Phillips Co., Fenton, Mich. 526

Stores bought, sold and exchanged. If you want to get in or out of business write me. I handle all kinds of business places and real estate. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 386

Business Wanted—I am looking for a good opening for cash; agents and speculators need not answer; give full particulars in first letter. Address M. Tradesman, Box 1261, Cherry Valley, Illinois. 478

Bakery—Will stand investigation. Particulars given. A. J. Johnston, 846 Grand Ave., Port Washington, Wis. 554

Large profits made with a "Long" crispette machine. One man reports profits of \$1,500 in one month; another \$1,465; another \$600 gross in one week; another \$250 in one day. Many report excellent profits. Splendid locations are open everywhere. Put a machine in a window, small store or small place in any city. It draws crowds—everybody buys. Costs little to start. Big profits soon made. No skill required to operate machine. Send for free book "How To Make Money in the Crispette Business." W. Z. Long, 61 High St., Springfield, Ohio. 524

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

8080 acre stock ranch for half its value for quick sale; address owner for further information. A. J. Johnson, Merchants National Bank Bldg., Springfield, Missouri. 513

Free—Investing for profit magazine. Send me your name and I will mail you this magazine absolutely free. Before you invest a dollar anywhere, get this magazine. It is worth \$10 a copy to any man who intends to invest \$5 or more per month. Tells you how \$1,000 can grow to \$22,000—how to judge different classes of investments, the real earning power of your money. This magazine six months free if you write to-day. H. L. Barber, Publisher, 433-28, W. Jackson Blvd., Chicago. 515

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Ferry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

For Sale—Drug stock and fixtures, inventory about \$1,500. Must be sold at once. For particulars write Peoples National Bank, Bronson, Mich. 481

Merchandise sale conductors. A. E. Greene Co., 135 Grand River Ave., Detroit. Advertising furnished free. Write for date, terms, etc. 549

For Sale—Owing to ill health, I offer for sale my general stock, inventorying between \$6,000 and \$7,000, living rooms above, storage below. Location exceptionally good. Business established 18 years. Store has always enjoyed an excellent trade. Address John Harriman, Snover, Mich. 512

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

## HELP WANTED.

Wanted—Salesman to call on retail grocery trade, Detroit, introducing new store fixture. Saylor Mfg. Co., 168 N. Michigan Ave., Chicago. 559

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

## SITUATIONS WANTED.

A young married man with five years' experience in general store, wishes employment. All references. Allen Pratt, 1191 Caulfield Ave., Grand Rapids, Mich. 582

Want ads. continued on next page

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

# HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.

**Doings in the Buckeye State.**

Written for the Tradesman.

The Dayton Fancy Feather Club has passed a resolution opposing any action by the city prohibiting the raising of poultry within its limits.

The Larowe Co. will establish a factory at East Toledo for the manufacture of beet pulp products.

J. P. Orr, of Pittsburg, First Assistant Traffic Manager of the Pennsylvania lines west, states that the great trunk lines are planning for the future in the fixed belief that Cleveland is destined to be the greatest ore port in the world.

The Quaker Oats Co. has plans for erecting an immense ten story mill at Akron.

The Youngstown Sheet and Tube Co. has been securing many workmen in New York and Eastern cities.

Foremen of Akron industries met at the Y. M. C. A. and outlined courses of study that would best meet the needs of working boys and girls of that city. Courses in the rubber industry, in commercial pursuits and the mechanical trades will be started.

Columbus is considering an ordinance requiring uniformity in sidewalks. All new walks must be of cement, five feet wide and at least three feet from the curb.

Toledo has a new savings bank and trust company, called the Commerce Trust Co. The institution is allied with the National Bank of Commerce.

The Columbus Credit Men's Association will recommend to the Legislature the enactment of a sales in bulk law.

A report from Port Clinton says that Catawba Island fruit growers are trying to secure lower rates for shipping peaches and other fruits by boat. The bulk of the fruit goes to Detroit.

Five million white fish and herring eggs have been placed in the State hatchery at Put-In-Bay and when hatched will be placed in Lake Erie.

J. Ed. Good, of the Hardware & Supply Co., Akron, has been elected President of the Chamber of Commerce of that city. Mr. Good directed the campaign which resulted in raising \$50,000 for the armory-auditorium to be built next year.

Fifteen additional patrolmen have been asked for by the Chief of Police of Canton, which will bring the force up to fifty-five men.

Plans for the new \$250,000 Hardin county court house at Kenton have been approved. It will be built of Bedford stone.

Bryan's Common Council has appropriated \$5,000 for cluster lights in the business section.

An ordinance has been introduced at Akron creating a sub-department of forestry, with the present park superintendent at its head. The ordinance regulates the planting or destruction of all trees and shrubbery.

Akron has voted a bond issue of \$117,000 to purchase a city hall site.

To make use of the school buildings at Zanesville centers this winter is the plan of the City Federation of Clubs.

Comfort stations on or near the square and a central ticket office up town, where tickets may be purchased for any road leading out of the city.

Plans are under way for a permanent exhibition building at Cincinnati for the manufacturers and merchants. are among the things being worked for by the Canton Business Men's Association.

The sixth annual banquet of the Youngstown Chamber of Commerce was a brilliant success, with Chas. M. Schawb, T. A. Daly and Dr. C. H. Pendleton as the leading speakers. Mr. Schawb, the steel king, said in part: "There is no one who knows more about the deviltries of business than myself, because I have participated in about every feature, notably accepting rebates and acting in restraint of trade. From my wide experience I can testify that the successful business of the future will be the business founded upon sentiment. The way to success for all is in giving and in taking information and acting in accordance therewith. Germany has encouraged co-operation in having a common price. Laws cannot force apart business combinations. They will have to come to do what the best interest of business demand. Corporations have many faults that must be corrected, but the start has been made and must go on. I am a firm believer in the regulation of great corporations. When I first came into the business world I thought it was necessary to put my competitors out of the running. Judge Gary founded a new principle—that has its basis on sentiment—and to-day there is no stronger subscriber to it than myself. The memories of business achievements that will give you pleasure in after years will be those which meant retention of friendships—where business was done without crushing, but rather in the spirit of helping your kind."

Zanesville has a new wholesale house, the Stevens Grocery and Coffee Co., capital \$25,000.

The State Board of Agriculture will ask the Legislature for an appropriation of \$150,000 to erect a coliseum at the State fair grounds, Columbus, to be used for live stock exhibits.

Almond Griffen.

**Doings in the Hoosier State.**

Written for the Tradesman.

A shelter house costing \$15,000, one of the finest buildings of the kind in the State, has been erected in Sunset park, Evansville.

The corner stone of the \$100,000 Masonic temple at Evansville was laid Thanksgiving day.

The Ft. Wayne Auto Motor Co. has been absorbed by a Canadian concern at Moose Jaw, and the business will be removed to that city.

The Ft. Wayne Anti-Tuberculosis League is negotiating for the purchase of land for a tent colony.

The C., H. & D. Railroad has withdrawn its application for more time and will hasten the installation of block signals. The interurban lines are arranging to install blocks on 280 miles of road, at cost of \$250,000.

The Pennsylvania Railroad has distributed 50,000 copies of a book of "Don'ts" to its employes, as one of the features of its safety campaign.

It is published in English, Italian and Polish.

Ft. Wayne will award its contract for garbage collection during the coming year Dec. 5.

Plans are being prepared for a Carnegie library at Kendallville. The building will cost \$12,500.

Benj. Bosse, President of the Evansville Business Association, is renewing his efforts to secure a coliseum for that city.

The C. B. & Q. steam road has placed motor cars on the run between Huntington and Portland. The cars will stop on flag at all road crossings.

Over \$1,000 has been contributed for playground purposes at Ft. Wayne and \$500 more is needed.

Indiana's jail system is denounced as worse than the horrors of the Congo by Amos Butler, Secretary of the State Board of Charities. He says that last year 36,380 men, women, boys and girls were admitted to Indiana jails, 15,000 of whom served sentences. They lived in idleness at the expense of the taxpayer. They learned vice, immorality and crime. They became educated in criminal ways and degenerated physically and morally. Mr. Butler makes a plea for a state penal farm.

More than 1,000 farmers will attend the short course at Purdue university Jan. 13 to 18.

A new railroad bridge costing \$2,000,000 has been opened for traffic across the Ohio river, between New Albany and Louisville.

Mishawaka is raising funds for a beautiful park entrance and fountain.

All turkey raffles were called off by the Mayor of South Bend this year.

The Ad-Sell League of South Bend added ninety-nine new members during the recent campaign and a big banquet will be held Dec. 23, the speakers being Dr. Wiley, of pure food fame, and Chas. M. Schwab, the steel magnate.

E. L. Shinkle, of Martinsville, Ill., has bought the stock and fixtures of the Averitt-Dorsey Drug Co., at Terre Haute. It was bought at receiver's sale for \$5,075.

The Commission on Industrial and Agricultural Education, which has been looking into the needs of the State for more than a year, has made its report. The Commission recommends enlarging the school work to include departments for industrial and agricultural education and domestic science and urges changes in the school system so as to give the best possible preparation for life work for all the people, whether they earn their living with their head or with their hands. A legislative bill providing for this vocational training has been prepared for introduction at the coming session. Almond Griffen.

If you ask your friends to tell you what they think of your store or its service, don't get sore if they tell you some unpleasant truths.

It is a good man who cures himself of a bad habit, but it is a better man who never contracts the habit in the first place.

## Twenty-Five Dollars For a Name

We want a new name for a popular priced coffee that shall be the best coffee sold in this market for the price, and would like to have a name that shall be as good as the quality of the product we shall put inside of the package.

Ask any retail grocer who sells our product for particulars regarding contest.



### WORDEN GROCER COMPANY

Wholesale Grocers and  
Coffee Roasters

GRAND RAPIDS—KALAMAZOO

The Prompt Shippers



## The One Universal Cereal Food

The one universal staple "breakfast food" that has survived the ups and downs of public fancy and is eaten in every city and hamlet in the United States and Canada is

## Shredded Wheat Biscuit

The plans for increasing the consumer demand in 1912 are more extensive and far-reaching than ever. Are you ready to help us supply this increased demand?



Shredded Wheat is now packed in neat, substantial wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c each, thereby adding to his profits.

The Shredded Wheat Company  
Niagara Falls, N. Y.

Feature it—in your window—in big piles. The holiday season is a good atmosphere for "White House," and "White House" is right in its element when the "Goose hangs high."

# WHITE HOUSE

DWINELL-WRIGHT CO.  
BOSTON—Principal Coffee Roasters—CHICAGO

# COFFEE

**Fragrant—Delicious**  
**Satisfactory**



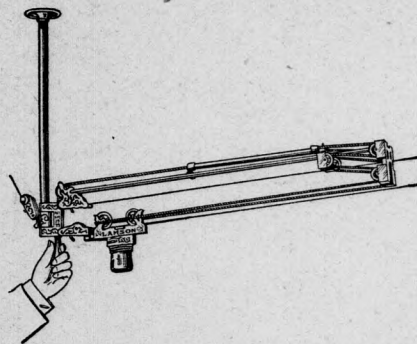
**BOSTON ROASTED** **BEST GROCERS**

In 1, 2, and 3-lb.  
sealed tin cans only.  
Never sold in bulk.

## SUITS WHEN OTHERS DISAPPOINT

JUDSON GROCER COMPANY  
GRAND RAPIDS  
WHOLESALE DISTRIBUTORS

# LAMSON



## Your Store Needs Centralized Service

### A Lamson Carrier *CENTRALIZES*

Does away with the out-of-date Local Cashier plan or the discourtesy of obliging customers to carry check and money to cashier's desk.

Eliminates the shortages which cash tills can't stop and *can't prove*.

Isolates the cashier from clerk and customer, supplies her with business-like saleschecks, makes bookkeeping and balancing easy and accurate without duplication of work.

Saves time and temper; fixes responsibility immediately, lowers operating cost and **PROTECTS YOUR INCOME—BY CENTRALIZING.**

ASK YOUR NEIGHBOR

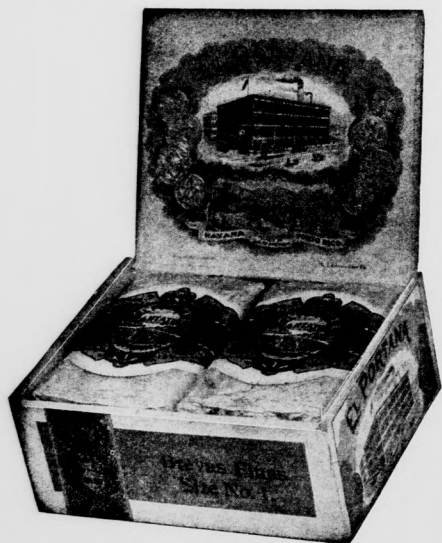
The Lamson Company

(Dept. No. 3) BOSTON, U. S. A.

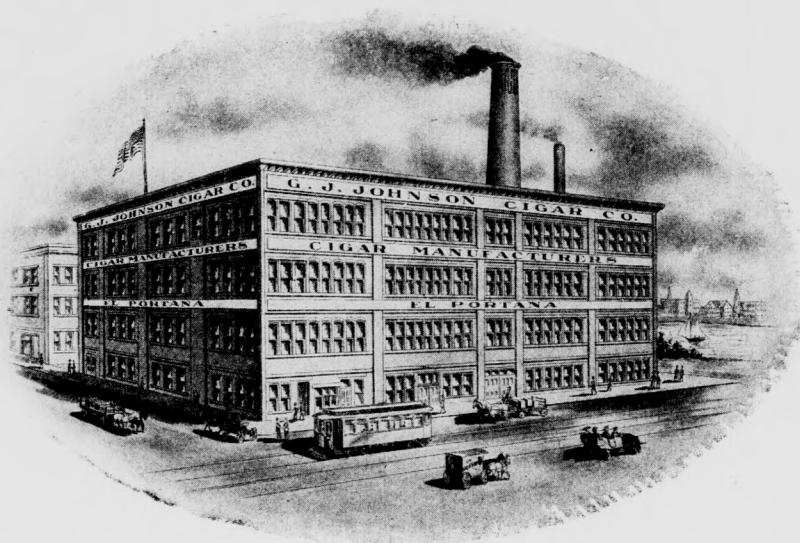
*Representatives in all Principal Cities.*

# SERVICE

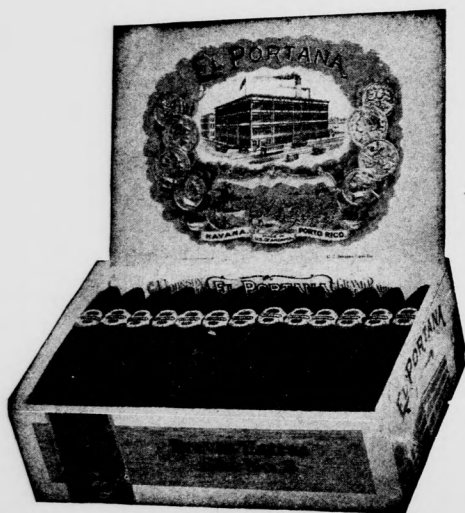
# EL PORTANA 5c CIGAR



"In a  
Class by  
Itself"



Manufactured  
Under  
Sanitary  
Conditions



Made in

Five Sizes

**G. J. Johnson  
Cigar Co.**

Makers

Grand Rapids, Mich.

