

IS THERE A SANTA CLAUS?

Yes, Thank God, There Surely Is!



AND just so long as there are loving hearts and pin-pricked fingers, just so long as mother love exists, just so long as there are warm hearted fathers, uncles, cousins and aunts in the universe, just so long as the world is peopled with grown-ups who love children, just so long as there are big young hearts which respond to the expressed or unexpressed desire of tender little hearts, just so long as chimneys are built, this mystic being, he who is the delight of every childish heart, will continue to harness his reindeer, load his sled with thoughtful tokens and pay his loved ones his annual visit.

Yes, again we say, thank God there is a Santa Claus and he will always be invited, urged, yea commanded to shoulder his pack at or about 12 o'clock on each successive Christmas eve, cautioned to slip noiselessly down the chimney, leaving here a doll and there a hobby-horse and then as he steals quietly away to prevent detection by wakeful little eyes, he will merrily jingle his bells, which seem to say, "He whose birth we this day commemorate loved all mankind but children most of all, and if by my coming I can add to their happiness I know that He will approve even though there be those whose hearts are calloused, whose eyes are blinded and who would by their derision of me rob childhood of one of its sweetest pleasures."

Santa Claus is the visible, the tangible expression of that spirit of love without which there would be but little to live for here and still less to hope for in that somewhat unexplored future. Rob no man of an honest hope, neither take from a child that which cannot harm but does materially add to the sum total of his happiness. Childhood is short, it should be happy, let Santa Claus live.

William L. Brownell.

WORDEN GROCER COMPANY
THE PROMPT SHIPPERS

Grand Rapids

Kalamazoo



**Putnam's
Menthol Cough Drops**

Packed 40 five cent packages in carton
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.**

Don't Forget

- to have an *extra* supply of that splendid
"WHITE HOUSE" COFFEE on tap for
X-mas business.
- that many of the regular items in your
stock (PARTICULARLY WHITE
HOUSE COFFEE) make "bully" X-mas
gifts.
- that people expect to be "merriest" on
X-mas day, *just about the time dinner is
being served*; and that you are the car-
ter of the food products and "fixins."
- that the Judson Grocer Company is
ready to supply WHITE HOUSE for
this new idea of yours—to offer IT as a
very timely Christmas *need*—for a pos-
sible X-mas GIFT.

DWINELL-WRIGHT CO.
BOSTON—CHICAGO

**Judson Grocer
Company**

Chemistry of Sugar

PURE SUGAR, whether
derived from BEET or
CANE, is as identical as is
PURE GOLD whether mined
in the Rocky Mountains or in
the Transvaal. Pure sugar is
the most economical food.
We sell only Pure Sugar.

THE SUGAR HOUSE

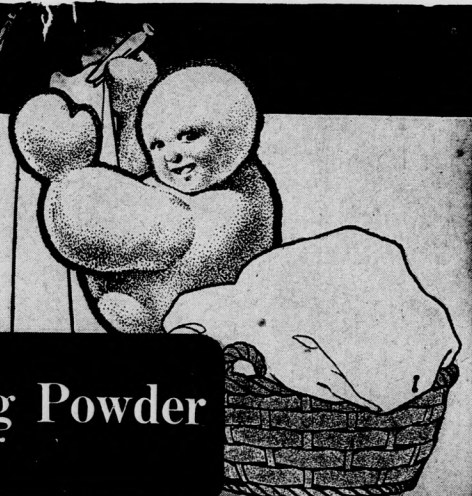
Judson Grocer Company
Grand Rapids, Michigan

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 18, 1912

Number 1526

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NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 16—Spot coffee has had about as dull a week as it has seen for a good while and there is not likely to be much of interest to talk about until after the sale of the valorized coffee. The statement by Mr. Wickersham that coffee has been advanced 100 per cent. to the consumer caused a lot of adverse comment and helped to make a bad business worse. A lot of postal cards were sent anonymously to roasters, urging them to refrain from buying, may have had an effect, although anonymous letters are generally ignored, because no one but a coward and a sneak ever sends anonymous letters. In store and afloat there are 2,425,016 bags, against 2,445,133 bags at the same time last year. At the close Rio No. 7 is worth, in an invoice way, 14@14½¢. Mild grades, in sympathy with Brazilian stock, have had a quiet week. Good Cuenca, 16@16½¢.

Nothing more than the usual daily run of business is reported in the sugar market. Granulated is held from 4.85@4.90¢. The crop of Cuban sugar, it is thought, will run close to 2,500,000 tons. The big supplies apparently about to be marketed must have the effect of lowering rates.

No great activity could be expected in the rice market at this time of the year and matters are simply moving in a rut. From the South it is reported that planters are getting full rates and this is—something, anyway. Prime to choice, 53½@5½¢.

Not an item of interest can be picked up in the spice trade. There is a small steady demand and in the aggregate it must cut a respectable figure. Quotations show no change.

Grocery grades of molasses are selling at a high figure and the demand shows improvement right along. Good to prime, 35@40¢. Syrups are in light supply and unchanged.

Canned tomatoes have moved out in a big way during the week and the market must be pretty closely cleaned up of the 80¢ article. It is thought

that a good deal of the stock sold at this figure will not come up to the scratch and will work out for what it will bring. A good many packers are now holding for 85¢ and it will not be surprising if they get this figure. Good corn is in steady demand, but orders are not individually for large amounts. Other goods are doing fairly well at former quotations.

There is an easier butter market. Supplies have been fairly large and at the moment the situation is, perhaps, in the favor of the buyer. Creamery specials, 36½¢; firsts, 33@35¢; seconds, 29@32¢; imitation creamery, 25@25½¢; factory, 24@24½¢.

Cheese is firm, but the market is rather quiet, so far as actual business is concerned. Top grades, white or colored, 17½@18¢.

Eggs are firm for really desirable stock. Refrigerator goods are easier. Best Western, white, 32@34@36¢; held stock, 22@25¢.

ONE DAY LATE.

On account of Christmas and New Years falling on Wednesday—the publication day of the Michigan Tradesman—it has been decided to issue the editions of Dec. 25 and Jan. 1 on Thursday, instead of the regular publication day. This is done in order to publish all the matter sent in regularly by contributors and correspondents, which it might not be possible to do if the paper was put on the press a day ahead of the usual publication day.

Officials of the Post Office Department at Washington have denied the report that post offices in small towns must all be within a quarter of a mile of railroad depots on account of the parcel post and because the railroads would not deliver mail to post offices beyond the quarter-mile limit. The report grew out of an interview a Treasurer Department official had with newspaper men relative to the parcel-post situation. Officials of the Post Office Department say that no offices will be moved so that they will come within a quarter of a mile of railroad depots, and in the future offices will be located as heretofore at the most convenient place for the public. If it is possible to locate new post offices within a quarter of a mile of railroad depots and still be convenient to the public such locations will be made, say department officials. The interests back of parcel post are strong, but they are hardly strong enough to make Uncle Sam move his post offices just for their own convenience.

Things sometimes come to the man who waits—after he no longer wants them.

SILENCE GIVES CONSENT.

One of the annoyances of the wholesaler is the customer who will not at least once a year balance his account. The customers may be perfectly good financially. The relations may be as friendly as could be desired. But there are customers with whom it is almost impossible to get an accounting. The customer orders goods as he needs them, pays on account as may be convenient or as he agrees, but the account goes on year after year with no adjustment and letters from the house asking if the book-keeping tallies remain unanswered. One local wholesaler says he has accounts which have not been adjusted in ten years and that all efforts to reach an understanding as to the exact status of affairs are unavailing. The danger in these continuous accounts is that when the time comes, as it certainly must, for a final settlement if there is any difference between the statement rendered and the amount allowed to be due it is almost impossible to discover the cause of the discrepancy. To find a charge improperly made or a creditor overlooked in dealings covering many years is almost hopeless. When disputes of this character result in litigation, courts, with justice, become impatient at book-keeping methods that are so lax as not to call for an occasional adjustment. But there has seemed to be no way to compel customers to answer letters requesting adjustments and the only remedy has been to employ experts to go through the books or endeavor to arrive at some compromise. The Supreme Court of Wisconsin, in a recent decision, however, sets forth the very sensible doctrine that in cases of this kind "silence gives consent," that when the customer refuses to reply, it should be taken for granted the statement rendered is correct. The decision is in the case of the Western Newspaper Union vs. Segerstrom Piano Manufacturing Co., and reads as follows: "The mere transmission of an account to the debtor is insufficient to show an account stated, it being essential that there should be some form of assent to the account; but such assent may be implied from the circumstances and the acts of the parties. Retention by the debtor of an account received by him, without objection, for an unreasonable time, is evidence of assent thereto and is also an admission of its correctness, from which the law will imply a promise to pay the sum stated therein to be due. This court has held that where the debtor party on an account receives a statement thereof and retains it without objection beyond a reasonable time under the circumstances, he is considered to have acquiesced in its correctness."

If the ruling of the Wisconsin Supreme Court were adopted generally by the courts, litigation over disputed accounts of long standing would not so often occur. Customers would then be compelled to make adjustments when so requested as failing to do so would place the responsibility for discrepancies in account upon them.

Manufacturing Matters.

Wayland—L. A. Carver, receiver of the Walter Cabinet Co., will sell the factory building and contents at public auction Jan. 7.

Omer—The Omer Mill & Elevator Co. has been organized with an authorized capital stock of \$36,000, which has been subscribed and \$9,000 paid in in cash.

Elsie—J. H. Harmon has purchased the interest of his partner, H. T. Blank, in the flour and feed mill of Harmon & Blank and will continue the business under his own name.

Detroit—The Puritan Candy Co. has been organized with an authorized capital stock of \$9,000 common and \$1,000 preferred, of which \$6,000 has been subscribed, \$237.80 paid in in cash and \$1,454.72 in property.

Corunna—As a result of the action of the Common Council in reducing the assessed valuation of the property of the Corunna Milling Co. from \$1,800 to \$1,000, Joseph Rundell has leased the plant for another term of years and will continue the business.

Kalamazoo—The Kalamazoo Corset Co. has named the Chicago Title and Trust Co., as trustees in the \$250,000 trust mortgages, given in payment of a like bond. The funds will be raised by the sale of bonds, and will be used to increase the working capital of the company, pay off indebtedness, make improvements and extensions in this big firm. The bonds will mature serially beginning October 1, 1913, \$20,000 annually for twelve years and then the full payment.

A Saginaw correspondent writes: B. A. Emerson, of Zanesville, Ohio, a traveling man, nearly went crazy in a Saginaw hotel when he picked up a newspaper and read glaring headlines which gave him the first intimation of the wreck on the Pennsylvania road Tuesday night in which his wife and two children were killed. Emerson travels in the Saginaw territory and had bought some Christmas gifts from his customers for his wife, boy and girl.

Nothing pleases some people more than the opportunity to spread bad news about their neighbors.

We often wonder what lawyers would do for a living if there actually was a fool killer.

HARLOW'S WOODEN MAN.

How Marquette Got One on John A. Hoffman.

Marquette, Dec. 16.—We residents of Marquette are proud of our beautiful city of homes, of scenery, of beauty of situation, of assured future, of fine public buildings and of historic interest and we threaten that some day before long we will write of Marquette at considerable length. We refer to the historic interest that clusters around Marquette and we here-with present (for a purpose) a picture of a part of Marquette's history known to all who live in this region as "Harlow's Wooden Man" and thereby hangs a tale. Here goes:

Fred S. Case, cashier of the Marquette County Savings Bank, is at once one of our most prominent and most popular citizens who shook the dust of the Lower Peninsula—very wisely—years ago from off his feet and came to the then New Country, the Northland, there to grow up and prosper with the country. He has fulfilled his contract with himself and has grown up and prospered with us and has "made good." It is characteristic of Fred to be true to his friends, and especially to his old friends, of by-gone days. He often speaks of his old friends at Brighton, whom years ago he left behind and especially of one John A. Hoffman, who also in the vicissitudes of life left dear old Brighton and has also prospered in business. Mr. Hoffman is steward at the Kalamazoo Insane Asylum, and is one of the most beloved members of the Michigan Grand Council of the United Commercial Travelers and who in his official capacity visited Marquette in September with the other Grand Council officers. When Fred Case read in the papers the announcement of the proposed visit of his old friend, his joy knew no bounds and he immediately sought Chas. A. Wheeler, who to all intents and purposes is U. P. Council 186, personified, but Wheeler gave Mr. Case a fatally wrong steer and got him in bad. It's like this: Wheeler has a harmless form of insanity that he could do John Hoffman no greater act of kindness or show his love for him in any more lasting or tangible way than to play a practical joke on him and saw an opportunity to utilize Fred Case's friendship in carrying out his wicked designs. Accordingly, after a lengthy private conference behind closed doors at the Marquette Club, Fred wrote to his old friend an old-time letter of many pages which was reminiscent somewhat in character and in which he looked forward to the pleasure of seeing him at Marquette and reminded him that their old friend of bygone days in Brighton, old Harlow Woodman, had been a resident of Marquette for many years, but now in his declining years was in quite broken health and very deaf, but very rich. John Hoffman replied with a long and friendly letter and also expressed his delight at the prospective meeting of friends of the long ago, but said in his letter that, while the name of their old friend, Harlow Woodman, was quite familiar to him,

he didn't just place him, but was certain that when he saw him he would remember him.

John, being the guest of the U. C. T. boys that day, found himself unable to accept Fred's invitation to spend the day with him, so Fred dined with John and the U. C. T. bunch at the hotel and immediately after dinner John, with profuse apologies to the U. C. T. boys, excused himself and said he was desirous of spending an hour with Fred in visiting an old mutual friend. The U. C. T. boys reluctantly released John and off the two friends hied themselves to the Harlow residence, one of the most beautiful and interesting homes in the city, and were met by Harlow Clark, who said his uncle didn't expect them until later in the afternoon and was as "his custom always is in the afternoon," out in the grove. Mr. Clark



Harlow's Wooden Man.

joining them, they proceeded to look him up. It was only a few minutes when they found the historic "Harlow's Wooden Man." The U. C. T. bunch, about forty strong, who were onto the hoax from the beginning, were on hand when the joke was turned on John, who swallowed hook, line, bait, sinker, and all.

It is said that Fred and John haven't spoken since.

Would Ed. Weide kindly oblige the readers of the Tradesman with the true facts concerning the incident in Louis Mark's store, at Amasa, when the two German ladies kicked an innocent dog out doors and one of them said to the other, "Raus mit das hund?"

It is really gratifying to note the growing sentiment among commercial travelers throughout the State toward a betterment of the unfavorable conditions existing among the poorer class of hotels at which we are sometimes forced to stop and we think that about as effective a means to remedy these troubles as we could

devise would be to courageously publish the facts as they come to our notice. One of our boys recently stopped at a hotel at Trout Lake. He found no towel in his room and a piece of soap the appearance of which was an insult. The woodwork in the room was noticeably dirty and had all the appearances of never having been washed since the house was built. Moreover he made the subsequent discovery that he left there with a beautiful supply of "live stock."

It is with a great deal of sadness that we chronicle the death of little Jack Lewis, the only son of Landlord J. H. Lewis, of the Hotel Marquette. Jack was an exceedingly bright boy of 12 years, born and raised in the hotel in which he died, and as he was known from infancy to the older boys on the road, he will be sadly missed by them, as Jack was very much loved among the traveling men. He died of inflammatory rheumatism. His parents and his sisters have our heartfelt sympathy in their affliction.

Ura Donald Laird

The Tradesman believes that its Upper Peninsula correspondent is correct in thinking that the most effective means to remedy the poor hotel problem is to courageously publish the facts regarding them. It is a fact that the country is full of hotels that are hotels only in name. A few years ago it was not at all uncommon to secure reasonably good accommodations at the rate of \$1.50 per day, while better accommodations were furnished for \$2 a day. Now the \$1.50 a day hotels have raised their price to \$2 a day and the \$2 a day have increased their rates to \$2.50 or \$3 per day. The increase is all right if the service is improved to correspond to the advance in price but, in most cases, the increase in its price only and the service still remains poor. There is no sense in traveling men having to pay two prices for poor service and the Tradesman sincerely hopes they will make it so lively for the poor hotels that they will be compelled to improve their accommodations or be subjected to shafts of ridicule that will effectually put them out of business. The Tradesman stands ready to do its part. It will publish all truthful statements sent us by any reputable traveling man regarding the shortcomings of any hotel in existence. At the same time, it will be very glad to publish commendatory words concerning those hotels that are giving value received. It is a part of the Tradesman's policy to pass on the praise as well as the censure. Praise, properly bestowed where it is honestly earned, serves only to spur the recipient on to more energetic action.

Status of the Local Stock Market.

The general market showed weakness in spots, the tone being dull and uninteresting. Common stocks as a class showed fractional declines but there appeared to be a fair amount of buying support as prices softened. Preferred stocks generally held very well and the demand for this more conservative security was good. It is expected that there will be a constantly improving

market for the better classes of preferred stocks, particularly those of public service corporations.

Citizens Telephone Co. changed hands quite freely, several fair sized blocks being offered for sale and taken up in small lots.

Bids for Globe Knitting Works securities still failed to bring out any offerings of stock.

With the near approach of dividend disbursements on all of the local bank stocks, there was increased effort made to pick up some of the issues, but even with slight advances in the bids, holders were unwilling to place selling orders. With the beginning of 1913, the Grand Rapids Savings Bank will go on the 2½ per cent. quarterly basis and it is anticipated that the Fourth National will pay dividends at the rate of 1 per cent. per month. The Commercial Savings Bank may increase its rate to 10 per cent.

American Light & Traction common experienced a considerable drop. This was due to enforced liquidation, and with any improvement in the money market, this security should hold its own and eventually work back to former prices.

Subscriptions for American Public Utilities Co.'s new underwriting closed on the 15th and the issue is reported to have been fully subscribed. This is quite a compliment to the operators of this property and demonstrates not only the attractiveness of this particular situation, but also of public corporation securities in general. \$2,200,000 of preferred with 35 per cent. of common was placed at par in the face of very heavy declines in securities listed on the New York Stock Exchange, and a curtailed demand for investment securities in the unlisted group. This was all placed as an investment and not for speculation as buyers were not in any position to borrow money to make excessive purchases with a view to market profits, and bear out the statement which has been repeatedly made that public service corporation securities were constantly increasing in investors' favor as conservative investments.

United Light & Railways Co. securities all held at practically the same prices, and there was an increasing demand for the common. This was due to rumors of new deals involving the United Light & Railways Co. with a resulting favorable effect on all of their securities. C. H. Corrigan.

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

Buffalo, Dec. 17.—Creamery butter, fresh, 32@36c; creamery storage, 30@32c; dairy, 25@30c; poor to good, all kinds, 20@24c.

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

Eggs—Choice, fresh, candled, 30c; cold storage, candled 20c.

Poultry (lye)—Turkeys, 20c; cox, 10@11c; fowls, 12@14c; springs 12@15c; ducks, 16@17c; geese, 15c. Poultry dressed, turkeys, 22@23; ducks, 20c; geese, 15@16c; 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.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Dec. 11—In the matter of the North American Boiler Co., bankrupt, of Muskegon, the trustee, John H. Moore, filed his final report and account showing total receipts of \$400, disbursements of \$15 for administration expenses and a balance on hand for distribution of \$385. An order was made by the referee calling a final meeting of creditors to be held at his office on Jan. 13, to consider such report, petitions for attorney fees and for the declaration of a final dividend to general creditors.

In the matter of Van Motor Car Co., bankrupt, of Grand Haven, the final report and account of John Snitseler, trustee, was filed showing a balance on hand for distribution of \$3,096.74, and an order was made by the referee calling a final meeting of creditors to be held at his office on Dec. 27 to consider such account, and for the purpose of declaring and ordering paid a final dividend to general creditors.

Dec. 12—A voluntary petition was filed by Albert Root, a salesman of Grand Rapids, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on Jan. 4 for the purpose of electing a trustee, if desired, proving claims, examining the bankrupt, etc. The bankrupt's schedules show no assets, excepting household

goods, etc., claimed to be exempt. The stock of goods, picture frames, etc., formerly owned by the bankrupt, was disposed of by Michael Colleton as trustee under mortgage dated February 24, and the proceeds paid to creditors.

The following are the principal creditors:

Valley City Paint & Glass Co., Grand Rapids	\$ 13.06
W. S. Emory, Grand Rapids	75.00
DeVoe Reynolds Co. Chicago	130.46
Adam J. Priss Co., Chicago	28.56
Tavor Rohl Co., Chicago	92.86
W. J. Richards, Grand Rapids	22.57
Golden Manufacturing Co., Chicago	15.74
Geo. Keller & Son, Chicago	54.88
J. R. Webber Moulding Co., St. Louis	32.91
Empire Moulding Co., Chicago	77.39
Benjamin & Griffin, New York	40.39
F. Zimmerman Co., Cleveland	115.28
The F. Webber Co., Philadelphia	60.68
Cuyahoga Picture Frame Co., Cleveland	14.00
Renel Moulding Mfg. Co., Cincinnati	61.38
N. H. Lockhart, Rochester	32.55
Preston Frame Mfg. Co., Chicago	26.75
H. Lieber Co., Indianapolis	59.82
Miller Bros. Art & Mfg. Co., Chicago	19.63
Wolff-Lewis Co., Grand Rapids	800.00
Geo. Miller, Grand Rapids	5.00
Century Fuel Co., Grand Rapids	30.00
The Greulich Co., Grand Rapids	20.00
L. Benjamin & Son, Grand Rapids	20.60
A. G. VanAlsborg, Grand Rapids	16.00
J. F. Quingley Co., Grand Rapids	66.00

Total liabilities \$4,284.84

Dec. 16—In the matter of American Electric Fuse Co., bankrupt, of Muskegon, the final meeting of creditors was held. The final report and account of the trustee, Paul S. Moon, of Muskegon, showing a balance on hand for distribution of \$97,740.49, was considered and approved and allowed. Objections were made by certain creditors to the allowance of the commissions and compensation of the trustee, and of the attorneys for the trustee, and the meeting was held

open and the declaration of a final dividend withheld until the determination of such matters.

Dec. 17—In the matter of the Belcarmo Nut Butter Co., bankrupt, of Grand Rapids, the first meeting of creditors was held. By vote of creditors, Benn M. Corwin, of Grand Rapids, was elected trustee and his bond fixed at \$500. The first meeting was then adjourned to January 7.

The Grand Rapids Savings Bank will pay a semi-annual dividend of 5 per cent. on January 1, making the returns at the rate of 10 per cent. for the last half year. The dividend next year will be 2½ per cent. quarterly. The Fourth National will pay 2½ per cent. quarterly on January 1, and it is likely in January it will go to a 12 per cent basis, paying 1 per cent. monthly, as the People's Saving has been doing the past year. The South Grand Rapids Savings Bank the past year has paid 3 per cent. quarterly, and the coming year its disbursements will be 1 per cent monthly. The Commercial Savings has been paying at the rate of 8 per cent. in quarterly dividends of 2 per cent. and it is likely its rate will go to 10 per cent. the coming year. Wm. H. Anderson, who is a potent influence in these four banks, is a firm believer in good dividends and the banks with which he has been connected have been foremost in their disbursements. It is said to be his ambition to have all the banks with which he is connected on a 1 per cent. monthly basis.

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	83	88
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	400	405
Am. Light & Trac. Co., Pfd.	107½	109½
Am. Public Utilities, Com.	65	68
Am. Public Utilities, Pfd.	80	81½
Can. Puget Sound Lbr.	3	3
Cities Service Co., Com.	110	115
Cities Service Co., Pfd.	87	89
Citizens' Telephone	97	98
Comw'th Pr. Ry. & Lt. Com.	65	67
Comw'th Pr. Ry. & Lt. Pfd.	88	90
Dennis Salt & Lbr. Co.	90	90
Elec. Bond Deposit Pfd.	76	79
Fourth National Bank	200	203
Furniture City Brewing Co.		60
Globe Knitting Works, Com.	115	117
Globe Knitting Works, Pfd.		100
G. R. Brewing Co.		175
G. R. Nat'l City Bank	180	
G. R. Savings Bank	212	212½
Holland-St. Louis Sugar, Com.		9
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	35	38
Macey Company, Pfd.	97	100
Michigan Sugar Co., Com.		75
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	91	93
Old National Bank	208½	
Pacific Gas & Elec. Co., Com.	63½	64½
Pacific Gas & Elec. Co., Pfd.	90	92
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	22½	23½
Tennessee Ry. Lt. & Pr., Pfd.	76	77½
United Light & Railway, Com.	78	80
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
Denver Gas & Elec. Co.	1949	95½
Flint Gas Co.	1924	96
G. R. Edison Co.	1916	98½
G. R. Gas Light Co.	1915	100½
G. R. Railway Co.	1916	100
Kalamazoo Gas Co.	1920	95
Saginaw City Gas Co.	1916	99

*Ex-dividend.
December 17, 1912.

If you would have your own way you must be willing to travel alone at times.

The world owes every man a chance to earn an honest living.

Do not point the finger of scorn just to show off your rings.

If you are not selling and making a good profit on "Dandelion" Butter Color, it must be because the trade is buying it at some other store. That is your fault.

"Stock up" and tell your customers you have it, and you can get your share of the profits.

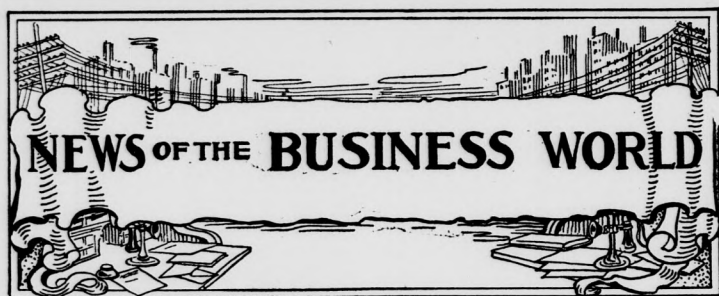


Dandelion Brand **Butter Color**

THE BRAND WITH THE GOLDEN SHADE

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,--STATE AND NATIONAL.

WELLS & RICHARDSON CO., - BURLINGTON, VERMONT
Manufacturers of Dandelion Brand Butter Color



Movements of Merchants.

Otsego—Glen Adsit has opened a meat market here.

Northport—Benj. Burkhead opened a new drug store here Dec. 10.

Butternut—Ray DeHart recently of Amsden, has engaged in general trade here.

Ithaca—H. T. Blank, formerly of Elsie, has engaged in the jewelry business here.

Cheboygan—Joseph LaLonde has purchased the Cousigneau grocery stock and taken possession.

Allegan—George Schaaff is succeeded in the fish and oyster business by A. C. Tiefenthal & Son.

Saginaw—The Henry W. Carr Co., dealer in grain and hay, has increased its capital stock from \$25,000 to \$50,000.

Yale—John Paxton has sold his grocery stock to Lyle Leslie, formerly of Detroit, who will continue the business.

Yale—Carl Sterling and Thomas J. Axarlis, both of Detroit have formed a copartnership and opened a fruit and tobacco store here.

Quincy—Fred E. Tyler and Harry A. Renner have formed a copartnership and engaged in the produce and feed business at 12 South Monroe street.

Cheboygan—James Patterson has sold his confectionery stock to Lites Bros., recently of Marinette, Wis., who will continue the business at the same location.

Zeeland—G. Van Lopik has sold his interest in the Isaac Van Dyke Co. implement stock to Fred Klumper and the business will be continued under the same style.

Twining — The Twining Elevator Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$3,500 paid in cash.

Freeport—Miss Hazel Roush and Miss Mae Baird have formed a copartnership under the style of Roush & Baird and opened a confectionery store and bakery here.

Benton Harbor—Charles McConley, who conducts a grocery store and meat market at 112 West Main street, has sold his stock to Lyon & Van Meter, who have taken possession.

Gobleville—Bernius & Hicks have sold their grocery stock to Hudson Bros., who will continue the business at the same location as a branch to their Pine Grove Mills general store.

Muskegon Heights—E. L. Fritz will shortly engage in the drug business here. He has been employed for several years in the Walter K. Schmidt Co. drug store at Grand Rapids.

Grand Ledge—Mrs. A. L. Rathburn has sold a half interest in her millinery stock to Mrs. Kate Somerville and the business will be continued under the style of Rathburn & Somerville.

Charlotte—William Curry has sold his bakery and restaurant to C. A. Miller, recently of Lansing, who has taken possession and will add a line of cigars, confectionery and canned goods to his stock.

Ishpeming—Fred Braastad, who conducts a department store in Negaunee and Ishpeming, is closing out all except the grocery stock and will devote his entire attention to that branch of the business.

Rose City—The Rose City Elevator Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and \$3,500 paid in cash.

Grand Ledge—George E. Stokes has purchased the interest of his partner, Walter Rawson, in the furniture and undertaking stock of Stokes & Rawson and will continue the business under his own name.

Kalamazoo—William O. Harlow, who has conducted a sporting goods store here for the past ten years, is closing out his stock and will devote his entire attention to selling the Ford automobile, for which he is agent.

Detroit—Doetsch & Sons, plumbers, have merged their business into a stock company under the same style with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and \$500 paid in cash.

Kalamazoo—The first meeting of the creditors of Samuel Fishel, proprietor of the Star Clothing Co., Burdick and Water streets, who was forced into involuntary bankruptcy, some time ago, will be held on Dec. 31.

Negaunee—J. M. Perkins has removed his drug stock to the new store building he has erected on Iron street. The new building is modern throughout and said to be one of the most attractive in the Upper Peninsula.

Auburn—Edward M. Hollister has sold a half interest in his hardware and implement stock to his brother, Emory Hollister, recently of Chesaning and the business will be continued under the style of Hollister Bros.

Ludington—Conrad-Parsons & Co., dealer in art goods, wall paper and paints, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed and paid in cash.

Sault Ste. Marie—James R. Ryan & Co., undertakers, have merged their business into a stock company under the style of Ryan & Newhouse with an authorized capital stock of \$5,000, which has been subscribed, \$450 paid in cash and \$3,550 in property.

Dexter—P. Sloan & Co., who have conducted a general store here for the past fourteen years, have sold their stock to Lipson & Smit, recently engaged in trade in Detroit, who have taken possession and will continue the business at the same location.

Traverse City—Joseph Smith, of Acme, and J. O. Hoppes have formed a copartnership under the style of Smith & Hoppes and purchased the produce stock of the R. J. McDonald Co. They will continue the business and also act as distributing agents for various firms.

Thompsonville—E. M. Dixon, acting in behalf of the stockholders of the Thompsonville Bank, bid in the plant of the National Wood Dish Co., which was sold on mortgage foreclosure last week. An effort will be made to interest local capital to join in the re-opening of the plant.

Middleville—E. J. McNaughton, who has conducted a hardware and implement store here for the past twelve years, has sold his stock to J. E. Hutchinson, of Fennville, who will continue the business at the same location under the management of his son, Claude Hutchinson.

Battle Creek—A new store has been opened here under the name of the City Cash Grocery. As the name implies, the business will be a strictly cash one, and deliveries will be made only at a charge of seven cents for each delivery. The Durand & Kasper Co., of Chicago, furnished the stock.

Republic—The Republic State Bank has been organized with a capital stock of \$25,000, all of which has been subscribed and 70 per cent. paid in. The bank will open for business about January 1. W. A. Siebenthal has been elected President, Louis Levine, Vice-President and F. W. Lawrence, Cashier.

Grand Ledge—The proprietors and employees of the Miles Stark Clothing Co., enjoyed a muskrat and oyster feast Saturday evening at the store, Rev. J. E. Foote furnishing the rodent. An enjoyable time was had, especially by one employe who didn't know the ingredients of the piece de resistance until all was over.

Owosso—Irving Auiler has purchased the D. B. Reynolds grocery stock and will remove it to Burton, where he will engage in general trade.

Hastings—W. L. Hogue, grocer, has purchased the Orval Boyes stock of groceries and fruit and will continue the business at the same location as a branch store.

Detroit—Aaga Anderson, formerly proprietor of the Reliable Tea Co., of Grand Rapids, has opened a store at 1600 Gratiot avenue, under the name of the Anderson Pure Food Co. The business will be conducted on a strictly cash basis and no deliveries will be made. Durand & Kasper Co., of Chicago, furnished the stock.

Iron Mountain—The first hearing of the creditors of A. L. Porter, of Escanaba, who conducted a bargain store at this place, and who recently filed a petition in bankruptcy, was held here before Referee R. T. Looney. According to the statement filed, the liabilities are scheduled at \$1,577.21 and the assets at \$2,510, consisting of \$1,010 for stock and business and \$1,500 insurance. James R. Spencer was appointed by Referee Looney as trustee of the estate.

Ypsilanti—Fred H. Nissly, Milton H. Webb and Atherton J. Marrs have joined under the firm name of Nissly, Webb & Marrs and purchased the dry goods stock of F. K. Rexford & Sons. Each of the three are well known Ypsilanti business men. Mr. Nissly has been here since September, 1909, when he opened a grocery store. Later he purchased the crockery and bazaar stock from George F. Smith. Mr. Webb has been identified with the dry goods business in Ypsilanti twenty-seven years. Mr. Marrs is also an experienced dry goods man. He has been in Ypsilanti sixteen years and is at present employed in the F. M. Beall & Co. store.

Charlotte—The suit against the Standard Oil Company, started by the Ainger Store Co. and S. K. May, as a result of the burning of the Ainger store, January 16, 1912, was settled last week out of court. The case was to have been tried in Federal Court in Grand Rapids last Monday. The case was first started in Circuit Court and later removed to Federal Court. It was charged that Charles Patterson of this city, at that time driver for the Standard Oil Company, set fire to the store building by attempting to thaw out some frozen pipes leading to the storage tank with burning rags. The store and stock were totally destroyed, as well as the house occupied by Sales K. May. The settlement was made at Detroit by the attorneys for the Standard Oil Company and Attorney F. A. Dean, of this city, representing the plaintiffs.

Manufacturing Matters.

Detroit—The Eby Auto Parts Co. has increased its capitalization from \$25,000 to \$45,000.

Lansing—The Lansing Tool & Supply Co. has changed its name to The Factory Supplies Company.

Saginaw—The Herzog Art Furniture Co. has increased its capitalization from \$200,000 to \$500,000.

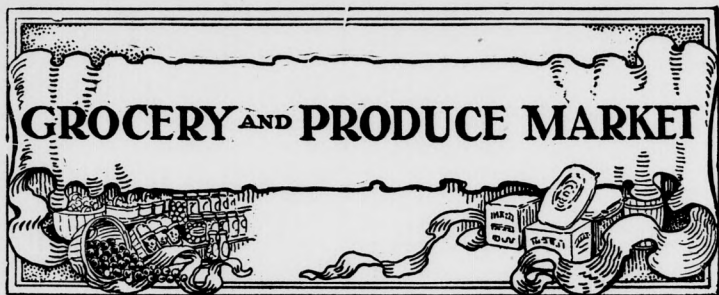
Ludington—The capital stock of the Gile Boat & Engine Co. has been increased from \$50,000 to \$100,000.

Lyons—The Lyons Machine & Manufacturing Co. has increased its capital stock from \$10,000 to \$30,000.

Detroit—The Murphy-Potter Co., manufacturer of brass goods, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Wavenlock Co., manufacturer of hair preparations, has increased its capitalization from \$20,000 to \$100,000.

Reed City—E. M. Gingrich has sold the Reed City Creamery to Roy Smith, of Willis, and Charles Ruthruff, of Tecumseh, who will continue the business under the style of the Reed City Butter Co.



The Produce Market.

Apples—Baldwins command \$2.75 per bbl. Spys bring \$3 and Snows, \$2.50.

Bananas—\$4 per 100 lbs.

Beets—60c per bu.

Butter—The market on creamery is steady at 36c in tubs, 37c in cartons and 35c in storage cartons. With the price of butter at its present height, many consumers are turning to oleo and other substitutes, which may have some effect on the butter market. Local dealers pay 25c 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 are steady at \$10 per bbl.

Eggs—Fresh are coming in more freely, but local dealers are paying 26c this week in the belief that lower prices will rule within two weeks. Storage eggs are in moderate demand at 20c. Stocks of eggs in storage are above a year ago and this and the fact that on January 1 another storage charge goes on, have made holders anxious to unload.

Grape Fruit—\$3 per crate for 36s and \$3.50 for all the other sizes.

Grapes—California Emperor, \$3 per keg. Malaga, \$5@6 per keg of 50 to 60 lbs.

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

Lemons—\$6 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, \$2.75@3; Florida, \$2.75 for small and \$3 for good size.

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

Poultry—Local dealers pay 10c for springs and fowls; 6c for old roosters; 9c for geese; 11c for ducks; 15c for turkeys. These prices are live-weight. Dressed are 2c higher.

Squash—\$1.50 per bbl. for Hubbard.

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

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

Beware of Joseph Walters.

Hastings, Dec. 16—An agreeable gentleman giving his name as Joseph Walters was recently in this city selling radiators for the Economy

Specialty Co., of Grand Rapids. He stopped at Hotel Barry where he lived well and he also cultivated the acquaintance of Kep Silsbee, a friend of William Jersema, of the company for which he was working. Walters made friends easily, and after he had been in town a while, he talked about buying a watch from Mr. Silsbee. He found a time-piece that he liked very well, and asked Mr. Silsbee to lay it aside for him. One evening he requested Mr. Silsbee to cash for him a check for \$35 signed with Mr. Jersema's name. As Mr. Silsbee did not have enough ready money with which to cash the check, Walters said he would take the watch, worth \$12, which he had planned to take a week later, and the balance in cash, providing Mr. Silsbee was willing. Mr. Silsbee had no reason for doubting the man's honesty, and so he cashed the check. Later he found that the man had failed to appear at his place of employment in Grand Rapids and that no trace of him had been found. It was also learned that Landlord Kowalski, of Hotel Barry, had accepted in payment of a board bill amounting to \$30 a check for \$45, which was also proved worthless. Mr. Silsbee was also compelled to pay \$1.85 protest fees on the worthless check. Mr. Walters was about 35 years of age, prematurely gray, of pleasing address, and a good salesman.

Death of Dr. Hazeltine.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., died at the family residence in this city last evening. The funeral will be held at the late residence of the deceased at 2 o'clock Friday afternoon.

The Tradesman will undertake to present an extended biography and appreciation of the life of the deceased in next week's edition.

The Lawrence Rulison Tailoring Co. has engaged in business with an authorized capital stock of \$2,000, of which \$1,500 has been subscribed and \$500 paid in in cash. The stockholders and the amount of shares held by each are: John R. Lawrence, 50 shares; Clarence L. Rulison, 50 shares and Fred Krakoske, 50 shares, all of this city.

Guy V. Cole, proprietor of the Cash Department Store, Colon, writes: "The Michigan Tradesman is the best paper out. I could not run business without it. Every merchant who is alive and up-to-date should take it."

The Grocery Market.

Sugar—The market is somewhat demoralized, owing to the anxiety of the refiners of beet sugar in the West to sell goods in this territory. For the first time in the history of the sugar trade, the beet people have reduced their prices to 40 points below the price at which cane sugar is sold. This, of course, has resulted in very little business in cane sugar. The future of the sugar market grows weaker and weaker, although the spot market, because of temporary scarcity of raws, is strong. Cuba has begun to harvest an apparently large crop earlier than usual, and it is only a question of a few weeks when the price both of raws and refined sugar will decline. In fact a decline of at least 10 points is predicted by January 1.

Tea—The market is firm in all lines, with an expected advance after the holidays. The shortage in Japan is confirmed. China Greens will continue high for desirable goods, with an actual shortage estimated at five million pounds. Formosas show a reduced crop of three and one-half million pounds and all desirable grades have been bought up by importers. Ceylons and Indias remain firm, with an active market. Tea represents about 6 per cent. of the total value of India's exportations, amounting during the past year to about 261,000,000 pounds, nearly three-fourths of which went to the United Kingdom, the United States taking only a little over 3,000,000 pounds but showing an increase over the previous year if 803,000 pounds.

Coffee—The demand is light and will probably remain so until after the turn of the year. Prices of Rio and Santos are weak. This weakness is not warranted by reports coming from Brazil, but it may be caused by the action taken by the United States Government in regard to the valorization scheme. Mild grades steady and in light demand. Java and Mocha quiet at ruling prices.

Canned Fruits—The low price on gallon apples has caused many packers to turn their attention to other goods and for that reason not more than 50 per cent of a normal pack was put up in New York State. This being the case there may be a change in conditions after the first of the year. Most varieties of California fruits have been moving well during the past month, as prices were very reasonable. There is a shortage shown in both blueberries and gooseberries at the present time.

Dried Fruits—Prunes have been very active during the past two weeks and a shortage has developed in large sizes and for that reason they are selling at high prices in comparison with the smaller sizes. The market on apricots is still firm and prices are 2c per pound higher than at the opening of the season. Wholesalers look for quotations to go still higher. There has been an active demand for fancy package goods of most varieties of dried fruits during the week for the Christmas trade. Raisins, dates and figs usually sell better during the month of December than at any other time of year and for that reason re-

tailers have been taking supplies freely.

Canned Vegetables—The demand for tomatoes is not so strong as it was. The pack has turned out to be much larger than was reported early in the season and the market is showing some weakness. The fact that all markets were well cleaned up before the new pack of tomatoes arrived will help in maintaining present prices. The market on canned peas is about the same as during the past month. The wholesalers are having a great deal of trouble in getting peas of a good quality, as the pack in Wisconsin was not nearly up to standard, which was also the case last year.

Corn prices are still low and a great deal of poor quality corn is being sold at about whatever price is being offered for it.

Cheese—The market is steady. Stocks are light. Under grades are in relatively the same position as better grades.

Rice—The market continues firm, but prices are unchanged from quotations of a week ago. A recent report is to the effect that the yield of Honduras is poor and it is expected that the trade will turn their attention to Japan sorts.

Fish—All kinds of salt and smoked fish have been unusually active during the past month. With the arrival of cold weather it is expected to show a still greater increase. Canned salmon and sardines are moving well and as prices are low it is expected that many will use them in the place of fresh meat which is very high.

Provisions—Stocks of smoked meats are ample, and the consumptive demand is very light, as usual at this season. Pure lard is steady at a decline of ¼c, due to the increase in hog killing and the better supply. Compound lard is firm and unchanged, though some packers are endeavoring to advance their price. Barrel pork is firm and very scarce. Dried beef and canned meats in moderate demand at ruling quotations.

Mrs. Sarah Pyne Foster, wife of D. N. Foster, the well-known Fort Wayne merchant and business man, died last Friday at the family residence. Mrs. Foster came to Grand Rapids in 1872, as principal of the training school established in that year in connection with the public schools of the city. In addition to the position of principal of the training school, she was made principal of the Fountain street public school, which places she held until her marriage to D. N. Foster in January, 1878. Mr. Foster was then publisher of the Saturday Evening Post, a popular and widely circulated weekly journal. Besides the husband, she leaves two daughters, a brother and several nieces and nephews. She was a woman of great executive ability, a student of social questions and intensely interested in all that concerned the well being of the community in which she lived.

The new diseases you hear about are merely the old ones masquerading under unpronounceable names.



Recovering Losses Sustained in Bucket Shops.

The most interesting incidents in financial circles the past week centered chiefly in the local courts. As an echo of the J. Edward Johnson defalcation of \$65,000 from the Michigan Trust Company, Julius Knowlton and others associated with him in the enterprise, were arrested under the statute which makes bucket shops illegal and the conducting of them an offense punishable by fine or imprisonment or both. Knowlton conducted the bucket shop in the Powers building, where Johnson claimed to have lost his money, as a branch of Cook & Co., of Detroit, from whom he received his "quotations." Knowlton pleaded guilty, with the understanding that the penalty would be in the form of a fine and sentence will be imposed later. The telegraph operators and others in the office and who in reality were little more than employees have not yet been disposed of. Hardly had Knowlton pleaded guilty when he was arrested on a capias issued at the instance of the Michigan Trust Company as the beginning of suit to recover from him the money that Johnson is said to have stolen. This case, if it ever comes to trial, will be full of interest and may develop some unusual points of law. Knowlton knew that Johnson, as Teller at the Michigan Trust Company, was in receipt of a very moderate salary and that he had no means of his own. In less than a year he received from Johnson something like \$65,000 as "margins" for bucket shop deals under circumstances which must have made him know the money was stolen. It may be difficult to prove that Knowlton knew anything beyond that he received the money and how the lawyers will fasten the responsibility upon him legally will be one of the interesting phases in the litigation.

Exactly how Johnson obtained the money from the Michigan Trust Company and covered his tracks for something like a year—in the meantime the shortage steadily growing larger—is revealed in an affidavit attached to the writ of capias in the suit against Knowlton. The Michigan Trust Company's system of accounting was devised by Anton G. Hodenpyl and George F. Hardy and has been regarded as so much of a model that many of the trust companies all over the country have adopted it. Johnson did not "beat" the system, but merely found a way to get around it. The Michigan Trust Company does its clearing through the Old National Bank, and, as Teller, attending to the clearings was one

of Johnson's duties. Naturally he became well acquainted at the Old National and his manners were such as to win confidence. When he needed money for margins at the bucket shop he would hurry down to the Old National with a story that the Trust Company wanted some currency, that the officer who usually signed the checks was away or busy and that a debit slip in the drawer would be covered in the clearings the next day. The money would be turned over to him and in fixing up the clearings the next day Johnson would hold back enough credit slips to cover the currency received and thus keep his books in balance. This went on for several months, the amount steadily growing larger and he keeping one or two days ahead of the game. The Old National Bank Teller who had been accommodating Johnson finally reported the matter to his superiors and Johnson was notified that the practice was irregular and could not go on. This brought matters to a focus. Johnson was then square up against the accounting system and unable to juggle the books to show them in balance his detection soon came.

The Old National Teller who let Johnson have the money when he asked for it without presenting a check from the office or some other evidence of authority was, of course, at fault, as it was through him that the stealing was made possible. But who can blame him? Johnson was known to be a trusted employe of the Trust Company and everybody had confidence in him. When he asked for the money it was as an accommodation, not for himself but for the company, and it was granted almost as a matter of course. Greater irregularities are committed every day in the banks and in the business houses, but we never hear of them, for honesty is the rule instead of the exception.

About the time of Knowlton's arrest here, the Detroit bucket shops were raided by the police with the evident purpose of cleaning them out for good. Detroit had about a dozen such institutions and they all seemed to be prosperous, from which it may be inferred that the suckers are still running. For the benefit of the uninitiated, it may be said that the bucket shop, no matter how plausible its pretensions may be as to buying and selling stocks, grains and provisions, is nothing more than a gambling den, with the difference that the ordinary gambling den gives the player some chance to win, while the bucket shop does not. The chief

equipment is a telegraph instrument, a blackboard and a private office where the money is paid. Business is usually done on a two point margin. The player "buys" for illustration 100 shares of U. S. Steel, either preferred or common, at no matter

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Wm. A. Watts, Secretary and General Manager

The Old National Bank
GRAND RAPIDS, MICH.

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

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what the market price may be, paying \$200 for the same. If the quotations coming in over the private wire shows an advance in the market, the player wins, but if it sags he loses, and if the sag is for more than two points the margin is wiped out and more money must be put up to keep the deal going. The player can "sell" instead of "buy," and then if the market goes up he loses and if it goes down he wins. The bucket shop keeper knows how much money there is up and whether on the bull or the bear side and, controlling the source of information, can put the prices up or down as may suit him. The player of the bucket shop has no chance whatever. It is a robber's game and the only limit on the winnings for the shop is the capacity of the victims to pay. From all accounts Johnson was particularly easy. He accepted as the truth everything that was told him and did not even try to verify the bucket shop quotations, upon which his losses were based, by the legitimate quotations from the Stock Exchange. He simply stole the money and handed it over.

The action brought by the Michigan Trust Company to recover losses incurred by bucket shop operations naturally suggests the thought as to what extent Mayor Ellis could be held responsible for the many thousands of dollars he filched from the pockets of his victims during the time he conducted a bucket shop in the bar-room of the Morton House. It will be remembered that Deacon Ellis got his start by conducting a gambling establishment on South Division avenue, just south of Hall street, which was then the southern limits of the city. He afterwards conducted a gambling house in the Moran block on Ionia avenue and in a Monroe avenue block and, at the time he was put out of business as a gambler by the police force, he was understood to have accumulated \$200,000. For the next two or three years he conducted a bucket shop and is alleged to have doubled his fortune during that time. In some cases where the victim squealed, he reimbursed him for his loss, but in hundreds of cases he retained his ill-gotten gains and now poses as a wealthy man from the proceeds of his career as a gambler and bucket shop operator.

The American Public Utility Company's new flotation of \$2,200,000 preferred stock, with \$770,000 common stock bonus, for the purchase of additional properties at LaCrosse, Wis., and Indianapolis, closed Monday and is said to have been a very flattering

success, when the condition of the times is considered. Money has been tight, the stock market has been down and banks have been inclined to conservatism to advancing funds for other than strictly business or manufacturing purposes. The underwriting in this case seems to have gone off successfully.

It is currently reported that the United Light and Railways Company will have an interesting announcement to make early in January in the way of acquisition of new properties.

The annual election of directors of the Michigan Trust Company was held last week and the old directors were re-elected. There is one vacancy on the board, that caused by the death of Samuel B. Jenks, and this vacancy will be allowed to remain for the present unfilled. The directors will organize in January by the re-election of the old officers, with Lewis H. Withey as President.

The bank annuals will all be held the second Tuesday in January, as the law provides. No important changes are looked for on any of the boards, but several of them have vacancies to fill.

Rumors of a new trust company are still afloat, but the trouble seems to be to find the right man to head the organization. If the right man could be found it is believed the necessary funds for financing it could be raised in a day. It seems to be conceded that there is plenty of room here for another company and that with another company in the field enough new business could be developed to make it profitable without infringing upon the preserves of the Michigan Trust Company in any way. There is said to be a possibility that the Grand Rapids Savings Bank may widen its scope to take on trust company features, but, as yet, this has no tangible foundation.

It is queer ideas some business men have as to the value of their account to the bank. A local business man a few days ago applied for a considerable loan at the bank where he had been doing business. He wanted the money not for his business but to go into a more or less speculative deal. The loan was refused on the ground that the bank was already loaned up and did not have the funds available. The business man was disposed to be angry and threatened to take his account to some other bank. Upon looking up his account, it was found that his balance was \$34.18.

United Light and Railways Company

Chicago, Illinois

Portland, Maine

Grand Rapids, Michigan

The Board of Directors of the United Light and Railways Company has declared a dividend of $1\frac{1}{2}\%$ on the First Preferred Stock and $\frac{1}{4}\%$ of 1% on the Second Preferred Stock of the Company outstanding and of record December 21st, 1912, payable January 2nd, 1913.

Transfer Books on First and Second Preferred Stock Certificates will be closed December 21st, 1912, and re-open January 2nd, 1913.

BENJAMIN C. ROBINSON,

Dividend No. 9.

Secretary.

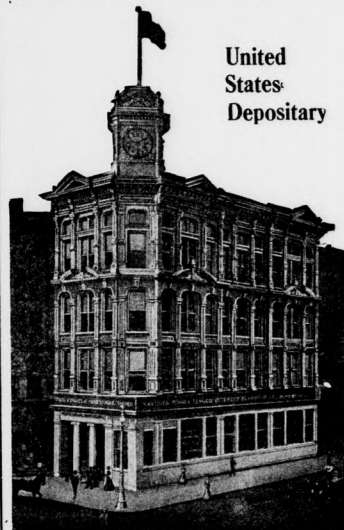
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Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
DepositsCompounded
Semi-AnnuallyCapital
Stock

\$300,000

United
States
DepositaryCommercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One YearSurplus
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(as a class) for conservative, profitable investments, to net $5\frac{1}{2}\%$ to $7\frac{1}{2}\%$.

Circulars of the various companies mailed upon request.

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Grand Rapids, Mich.

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E. A. SFOWE, Editor.

December 18, 1912.

Get the confidence of the public and you will have no difficulty in getting their patronage. Inspire your whole force with the right spirit of service; encourage every sign of the true spirit. So display and advertise wares that customers shall buy with understanding. Treat them as guests when they come and when they go, whether or not they buy. Give them all that can be given fairly, on the principle that to him that giveth shall be given. Remember always that the recollection of quality remains long after the price is forgotten. Then your business will prosper by a natural process.—H. Gordon Selfridge.

SALVATION ARMY GRAFT.

A society has been formed in the East for the prevention of useless giving. Whether it is merely a funny column organization or something really tangible does not appear, but the impression is strong and wide spread that such a society would have great opportunities for usefulness. This matter of gift giving at Christmas time, however, is something that can easily be regulated by the exercise of a little common sense. All that is necessary is for somebody to suggest that indiscriminate and miscellaneous giving is silly, and then set the example of reform and the evil, if such it be, will correct itself.

A much more pertinent and timely organization than one to deal with the giving habit would be a society for the prevention of the holiday graft. The graft game has grown to large proportions and has already passed beyond the stage of a mere nuisance—it has become a real evil. The game takes various forms. There is the public distribution of turkeys or chicken at the public expense to insure a feast for every poor family. Then there is the organized or private effort to furnish dinners for all the worthy poor or to such down and outs as may apply, and the movement to insure every poor child receiving a Christmas present. These would be worthy enterprises, if properly conducted, but in many instances there is a duplication of would-be philanthropy. In few instances is there proper investigation and the result is that the whole thing is becoming a graft, doing more harm than good because it is encouraging pauperism and dishonesty.

Another form of graft is the toll which messenger boys, waiters, news boys, hack drivers and nearly all others who are supposed to serve the public levy at this season. They all have their hands out and in many instances they actually demand as their right what should be bestowed, if at all, as a favor. This form of graft can be regulated by the public shutting its pocketbook, but it is hard to be stern during the Christmas season and the graft goes on and is steadily growing greater with what it feeds upon.

One of the holiday grafts that should receive official attention is that which the salvation army is working. At every street corner the army sets up tripods with kettles hanging and the public is invited to "keep the pot boiling" with contributions of coins from dimes to dollars. The supposition is—and the army seeks to convey this impression—that the money collected in the pots is used to carry on the local charity of the army, for furnishing food for the poor and succor for the distressed. As a matter of fact, the army makes no accounting of its collections and, instead of being used here, it is sent off to the salvation headquarters—from here to Detroit, from Detroit to New York, from New York to London—and what use is finally made of it nobody here knows. The pot boiling is a graft. It is making use of the spirit of Christmas goodwill to secure money under false pretenses. In other cities this public begging on the street corners is forbidden, and it ought to be forbidden here. This city needs all the money that can be raised for its own worthy purposes without contributing to the revenues of the salvation army in New York or London.

TIME TO GET BUSY.

The parcels post law will go into effect on New Year's day and a very pertinent enquiry to the merchants of Michigan may be what are they going to do about it? The parcels post has been strenuously opposed by retail merchants all over the country as designed to promote the mail order business at the expense of the business men in the smaller towns. Through farmer the other influences, however, the law has been enacted, and what confronts the merchants now is no longer a theory, but an actual condition. Are they going to lie down and let the mail order houses get their business away from them, now that the law is on the books, or are they going to adopt some method by which they may turn the law to their own advantage. Being quitters will, no doubt, be the lazy man's method, but the live up-to-date hustler will give the mail order houses some little fun for their money and it is likely he will get some fun out of it, too. The law as it stands gives the local merchant a substantial advantage over his distant big town competitor in the matter of rates. Within a radius of fifty miles of his own town he has a cent a pound edge on his competitor in his mail charges, and while a cent a pound may not seem much, it gives him that much advantage in the price

he can sell his goods at in comparison with his distant competitor. The up-to-date local merchant, however, will not be giving so much thought to what the mail order houses may be doing as to how he can widen his own field of action through the very parcels post law which he so strenuously opposed. The parcels post will solve for him the problem of making small deliveries to his rural customers. Instead of having to come to town for every little thing she wants, the farmer's wife can telephone in her order or drop a postal card and the goods can be sent by mail the next morning and at a fraction of the cost of what a private delivery system would represent, and without loss of time either to merchant or customer. The parcels post, while it may open the doors to some extent for the mail order houses, offers the country merchants great opportunities for developing his rural trade, and if he is wise he will waste no time in useless lamentations, but will get into the game for all he is worth for his share of the business.

SANE AND SENSIBLE.

Judge John S. McDonald, as chairman of the City Vice Commission, furnished the inspiration for a wholesale clean-up of the red light district last week and, as a result, there has been a general closing up of these resorts and a scattering of their inmates. Opinions may differ as to the ultimate effectiveness of such crusades, but good results will certainly follow the public awakening to the existence of vice and to the need of repressive action. Vice left undisturbed grows bold and flauntant and public opinion, calloused by custom, does not realize the evil which exists nor appreciate its spread. The crusade will serve to call public attention to the fact that vice in its worst form exists in the city and this, in itself, will be a safeguard against its spread. The raid will also give notice to the vicious that neither the laws nor public opinion will tolerate them and their doings, and this, too, will have its influence for good. In directing the campaign, Judge McDonald exhibited that high courage which has characterized every action he has taken since he became an officer of the public, and the moral sentiment of the community will heartily commend him for his action. It is possible the social evil cannot be entirely eradicated, but Grand Rapids should not tolerate its open manifestation or the existence of a recognized red light district. It is fortunate for the city that this campaign should be undertaken by a clear-headed judge, instead of hot-headed and short-sighted preachers. When ministers of the gospel espouse such a cause they invariably make a mess of it, on account of the impracticable manner in which they undertake to do things. The education of the clergy is along different lines and whenever they get out of their beat, they are about as dangerous as a bull in a china shop.

Money sometimes talks when you want to keep it quiet.

IN WORTHY HANDS.

The Pere Marquette railroad lost a first-class man when William Cotter, President and General Manager, tendered his resignation last week. Mr. Cotter's wife, to whom he was devoted, had been in failing health and the physicians advised that her only hope was a change of climate. He promptly resigned his position that he might be with her. The plans that were made for a trip to the South were cancelled by her death a few days following his action. Mr. Cotter is a thorough railroad man, rising from the ranks on his merits and record, and in the complicated and difficult situation the presidency of the embarrassed Pere Marquette placed him, he has carried himself with such ability and tact that his connection with it has been one of the road's best assets. It was his misfortune that he should have been at the head of the road during the dark days which have followed the financial folly of those who exploited the company as a Wall street proposition, but his splendid capacity did much to render the road's period of penance less bitter. He was a good friend of Grand Rapids and of Western Michigan, and this part of the State will be particularly sorry that his relations with the system have ceased. The receivers of the road have shown excellent judgment in naming F. H. Alfred as Mr. Cotter's successor. Mr. Alfred has been Mr. Cotter's assistant for some time past, has had a wide experience as a railroad man and there is every reason to believe he will fill the position of executive with credit to himself and to the advantage of the company.

The wholesalers and jobbers will hold a dinner meeting at the Pantlind to-night. It will be their first general meeting of the season and it is expected the results of merchant's week festival last June and the annual trade extension excursion in October will be canvassed and plans for next season discussed. The important matter for discussion, however, will be that of transportation. The freight service out of Grand Rapids, especially to towns beyond junction points, is exceedingly unsatisfactory, and has been for a long time. It is so unsatisfactory that in many instances it is utterly impossible for Grand Rapids merchants to do business, because deliveries cannot be secured. Since the trade extension excursion, which revealed the defects in the service in the southwestern corner of the State, a quiet investigation has been under way, and some facts brought to light are almost startling as showing how Grand Rapids is handicapped in trying to do business when shipments involve transfer from one line to another or to a branch line. The handicap amounts in some districts to discrimination against Grand Rapids and in favor of the shippers at other trade centers. The wholesalers to-night will go over the situation and it is likely will take such action as will lead to insuring for this city a fair deal.

THE CHRISTMAS SPIRIT.

It is well for all of us that there are occasions, rich in associations and entwined with ideals to draw us from the humdrum of daily routine, and give us uplift to a higher life. Such an occasion is Christmas. If there is one season more than another that brings to the surface all that is brightest and best in humanity it is the Christmas season. Even those who do not accept the Messiahship of the Nazarene as a part of their creed owe to the Christian faith a debt of gratitude for establishing an annual temporary reign of peace and good will to men which is an oasis in the burning desert of sordid cares and selfish impulses which exist in too great prominence during the other eleven months of the year. Habit and training have taught the most of us to conceal the love and charity we should have toward each other while we work out our earthly existence and pursue our various callings, but at Christmas time there is at least some little thawing out of even the frostiest character. Shame on the man who refuses to yield to the holier spirit which struggles with him when the spirit of Christmas is abroad in the land. Shame on him, but also pity on him, for he shuts himself ignorantly out of the light, and sacrifices his own happiness to his churlishness. There is joy for everybody at this glad season if they will accept it. It is not weakness but the glory of manhood's strength to join in the peaceful charity and the kindness of heart which gather humanity together then as one vast brotherhood. Setting aside enmity, and going out of the way to say a kind word or do a kind deed which will cheer and encourage some one else will bring the truest kind of satisfaction to the doer. We cannot afford to be without Christmas. Its influence clings and we are the better for its effect long after the day itself has passed. It is up to ourselves whether or not we are to be helped on our way through life by these annual spiritual feasts of good things or whether we are going to decline the benefits offered. The publishers of this paper have a feeling of genuine good will toward all its readers and would have them all aglow with the happiness pervading the nations where this holiday is observed. We, therefore, wish you all the merriest Christmas you have ever known, to be followed by the most prosperous year of your existence.

Perhaps some one will come along and tell you about a poor family, back there in the hollow behind the town somewhere, which is without the necessities of life, on account of sickness or lack of work. Some charitable people are going to give that family a happy Christmas, and will you contribute something? Of course you will, and be thankful for the opportunity. It will make your Christmas all the happier to have brought the cheer to someone else. Contribute! Well, I guess. And so you pass the good-will along to yourself by giving to the needy. A roundabout way to reach yourself, you say, but then the

longest way around is sometimes the shortest way home, and it is more fun to get at yourself that way when you are in the spirit of the thing than when you go right at yourself with a direct benefit. Even if nobody comes along to suggest your contribution to some one who sits in the darkness of poverty it will do you no harm; to hunt up such a family for yourself and play the part of St. Nicholas. No wonder Kris Kingle is such a jolly chap, for he has found the secret of happiness in bringing joy to others.

It may be you have some one in your employ you think of so highly you have about decided to increase his wages. All right—do it at Christmas time. It will come then with double force, and make that person's Christmas all the brighter. And, plague take it, everything gets back to number one. No matter what good you do, you must appear to be working in your own interest, for you get the benefit. As sure as you give that clerk a raise at Christmas time he or she will appreciate it so much that you will get that much better service. You may talk as you please, but one thing remains as a fact—there is something about Christmas that enhances the value of every kindly or thoughtful action, and makes it a hundredfold more important and impressive than the same thing done at another time. Christmas-gift giving to employees? That is a personal matter and must be left to each individual to work out for himself. Perhaps he really cannot afford it. He may have so many employees it would mean considerable in the way of expense to go around among them. It is not expected of any person to give beyond his means. Where it can be done without strain, it is a nice thing to do. Lots of people would give to everybody in the store if they could afford it, and be more than happy in the giving. You ought to give something to somebody. Who so close to you, after your own family, as your employees? Think it over for yourself, and see what you can work out. It is more than likely you will decide to do it if you can possibly see your way out. However, do not let your heart run you into extravagance. You can at least give each a hearty, cheery Christmas greeting, and this it is your duty to do.

From now on there will be Christmas cheer in the air until the Day itself has come and gone. Pass it along. Don't let this peace and good-will stumble over you, or run behind you, frightened by the glumness of your countenance. Of course you have your worries and cares and disappointments—so have we all; but the more you give way to them the more they will bother you. Cheer up, get in the push and remember that you will get just as much out of Christmas as you put in, with a great big interest added to your investment. You will have stock-taking and bargain sales and all such things to worry you after a while. Get ready for them by giving yourself a little relaxation in the joy what awaits you here in the Christmas holidays. You will be hap-

pier, you will be better, you will be stronger. That is why we set you the example by avoiding the discussion of more serious matters here at this time. It will be good for all of us to talk and think as much as possible about this pleasanter, happier, holier, kind of living.

Many are the exhibitions of the spirit of Christmas in business life, if you only look out for them, and do not pass over them without giving them the notice they deserve. First of all right in the store. It is a season when clerks and salesmen put in long hours and do hard work. Well, did you ever hear them complain when they worked for a man who appreciated the extra effort and did not forget they were human beings as well as employees? It is possible for them to be both, you know. If they find their attention to business is pleasing you, they will jump around all the faster, stay at the store a little longer, and be a little more earnest in their interest in customers than they would be if they were unappreciated. For they will get into the spirit of the occasion if they have a chance. They may be tired, and they may have a Christmas tree of their own to trim, or little stockings of their own family to fill, away on in the small hours of the morning,

after the store is closed; but they will make the best of it all, realizing the store must be kept open unusually late, and will be good-natured through it all if you are good-natured, too, and the Christmas atmosphere of peace and good-will is not contaminated with the soot and grime of churlishness. And the customers are fine genial people, too, if they are met with a cheery spirit of Christmas pleasantness. They come to do their shopping days before the twenty-fifth. That is the beauty of Christmas—it begins long before the day itself. These customers are in the humor of it. There's a new dress to be bought for Sarah, and a sled for John, and a doll for Jennie, and skates for Willie and a toy for Baby. All these are interesting things for they are going to make somebody happy. You are a sort of a Santa Claus, helping to supply these things out of your pack, which is your store. A mercenary sort of an old Santa Claus, we must admit, for you are not giving them away gratis. All the more reason for you to be cheerful and happy about it, for the gifts mean money in your pocket, or your bank, or wherever you keep it.

A glutton is a man who eats as much as a small boy wants.

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 render service to your customers.

**NATIONAL BISCUIT
COMPANY**



Status of the Leading Dry Goods Staples.

Cotton goods have now reached so high a level of price that exporters do not look to a large trade in the immediate future. The purchases for China and India shipment were made before the present rise was in sight and in many instances various constructions of cloths are now half a cent a yard above the values current in September. What is true of export markets is true of other markets in a lesser degree.

The yarn markets have reached a price level that has not been touched on many numbers since 1906, and at the high level contracts are being made for deliveries to run over the year. It would seem that the advances recently announced would check business but it was shown that buyers still want the goods that are being advanced and will take them at the advance whenever they can find agents willing to give them the deliveries asked for.

Brown sheetings have been advanced. The bleached goods markets are very firm and a notable feature of the immediate situation is that the finer cloths are now beginning to move upward. Advance in Wamsutta cloths and in other fine carded yarn fabrics are the direct result of a larger volume of business as well as a corollary of the increasing costs of cotton and labor.

It is not easy to see how printed percale and staple prints are going to hold at the present level. It has been seen in bleached cottons that gray cloths have advanced to a point where they bring nearly as much as the finished goods, or certainly within $\frac{1}{2}$ c a yard of it on many well-known constructions. The same thing is seen in percale, wide shirtings for the cutting trade, staple prints and other goods so that a rise is quite possible, even though the present level is admittedly high relatively when the values current in some other years are studied.

One of the most exasperating things in connection with the market situation is that some of the large commission houses are fearful that they have oversold their mills and will not be able to make the deliveries contracted for. This is not due to any fault of theirs, but is a direct result of the restricted production caused by a shortage of labor and by a variety of conditions that have forced a curtailment of the output at a moment when prices to the mills are satisfactory.

There are several buyers of cotton domestics and several buyers for the converting trades who are short of goods and do not hesitate to say so

to their friends. They have been relying upon getting goods at some price when they wanted them and up to within a month they might fairly have relied on securing most of the cloths that are staple in the trade. The movement in finished goods has become so general and has been so prolonged in a few places that spot stocks have been exhausted and the selling agents did not come into the month of November with their ordinary stocks in the warehouses.

In a great many instances it is useless to make bids for goods, as some agents can take no more business and guarantee deliveries at any price. Sales are too close to the limits of production to permit agents to take chances of deliveries.

Crepe and Brocade.

Outside of an exceptional demand for crepe weaves, particularly crepe de chine, the broad silk trade at the present time is going through a period of inactivity expected at this season of the year. A fair immediate business is moving in the different lines of silks that have been favorites this season, and some houses report additional orders for next spring, but the whole market is quiet, compared with earlier in the season.

The crepe business looks large, and undoubtedly is much above that of a year ago. It looks large because of the comparatively small proportion of the manufacturers equipped to make weaves of this kind. Those so favored have booked a large volume of business that will keep them busy well into the spring. They have in consequence been able to secure good prices. Advances of 10c a yard were reported as not being uncommon.

Similarly those fortunate enough to be able to make brocades, are meeting with a steady call for their product at excellent prices. There is a disposition in some quarters of the trade to doubt the lasting powers of charmuse through another season, but manufacturers who were first in the market with excellent qualities of this article express absolute confidence in it for next season, that is in the good qualities. They have beyond doubt had an excellent demand this year, and at prices that to-day show radical advances over the first of the season.

Cotton and Silk.

The loss in popularity of cotton and silks that followed the vicious adulterations and imitations of two years ago is now being recovered in many places, largely because buyers and consumers are learning to distinguish between the good and the bad in these cloths.

The vogue of jacquards or brocades in silks has brought forward an active demand for jacquards in cottons and silks, and some of the new all-over patterns in large figures are being recorded for delivery as late as June. Many of them are actually being ordered for preparation for the early spring trade of 1913, while others are being designed and prepared for sale in the spring season of 1914.

There is a broad demand for many grades of cantons and tussahs that have languished in the past two years, and it is doubtful if the mills will be able to do much on new deliveries before March, owing to the rush that has come along recently. The re-orders that are coming are not generally large, but they are so numerous and are so frequently repeated that mills are able to bulk the business in a satisfactory way for productive purposes.

There has been a better call recently for printed dress silks, while the fine character, wash silks in neat stripes and dainty figures have been selling better for spring shipment than they have sold in many a long month. Silk noil ratines are very popular in several markets, and mills that are making them can take no new business for delivery earlier than April.

Fine and Fancy Cottons.

There has been a very fair demand for fine and fancy cottons since the middle of the month and spot stocks in first hands are pretty generally cleaned up. The exceptions are confined to a very few mills that still have some plain goods and a variety of semi-fancies that are held for better prices and were made for occupation purposes. The re-ordering of fancies has taken care of the product of most of the fancy goods mills up to March 1. Here again there are exceptions in the mills that would not accept late business unless at advances buyers would not consider.

In many instances orders have been placed that will carry to June. This applies generally to fancy fabrics, yet some lines of shirtings and poplins have been re-ordered in a strong way. There has been a general re-ordering on jacquard lines of cotton and silks, samples of which have been on the market for some time. It is believed in the trade that all available jacquard looms are under order for the next four months. Many more would be engaged if it were possible to secure weavers who would undertake the all-over jacquard work the market is calling for.

Crepes and Dress Cottons.

Many varieties of fine cotton crepes are being offered and sold in the markets, and the re-orders that are coming forward on them give promise of being the basis of volume orders along certain style lines for a new season. The printed plisses of good character have never dropped out of leading stocks, nor have the fine crinkles in woven stripes lessened in popularity to any marked degree. On the contrary, the printed crepes and woven crinkles have been as popular as ever in so far as the best known lines are concerned and the re-orders

recently received indicate a broader popularity than ever next spring.

The very fine crepes have always been regarded as too good and too costly to be popular. Since some of the leading mills have developed voiles crepes, however, the solution seems to have been reached concerning the problem of popularizing a fabric that is sure to give great satisfaction in wear and will always be weighty enough to give character to summer dresses and evening gowns. The cloths offer splendid opportunities for the fine job printers, and they also assure the dyers of chances that have not been secure in the past.

The cutting up trades have taken to the fine crepe voiles and are beginning to work them in places where the plain voiles do not serve. The waist houses in particular have been purchasing them in white and expect a large run on them when the spring opens. Some of the fancy voile crepes are prettier than anything seen in the sample rooms in many months.

More Trade in Cream Goods.

Cream dress fabrics and cream coatings about which little has been heard of late on the primary market are beginning to attract the attention of the cutters up and jobbers once more. Orders for some good sized quantities of 36-inch cream cotton warp storm serges, costing from 29c to 30 $\frac{1}{2}$ c a yard were placed by secondary distributors for spring delivery. On the other hand, wide goods suitable for the cutters were not ordered in a broad way. Garment manufacturers confined their operations to sample pieces of suitings and cloakings. Plain goods, as well as stripes of various sorts were well regarded for suitings. While plain goods were also bought for cloakings, the most satisfactory business was done on cloths woven in imitation of knit goods. These materials weigh from seventeen to eighteen ounces, a full one or two to the yard heavier than the cream cloakings that were sold for the spring 1913 season.

A consumption of cream goods equal to that of last spring is anticipated for spring 1913 by primary distributors of the best quality fabrics. So far not much has been done beyond procuring a wide distribution of sample pieces. Similar results were obtained a year ago, but the re-order business on wide cream goods was not as generous as mill agents had reason to suppose it would be from the extent of the initial bookings.

In the Dark o' the Year.

In the dark o' the year.
The little chipping birds hide low.
For their pretty nests are full of snow;
Yet there is good cheer
In the dark o' the year.

In the dark o' the year.
Rose out of the East a wonderful Star.
And wise men followed it from afar.
And a dawn drew near.
In the dark o' the year.

In the dark o' the year.
Rose, after the Star, the Christ, our Sun.
With love and pity for every one:
So Christmas is here.
In the dark o' the year.

Kate Upson Clark.

This is the time to watch the farmer. Harvest means money. Help him to spend it at home.

Edson, Moore & Company

Wholesale Dry Goods

Detroit, Michigan

PREPARATIONS for your January sales are uppermost in your minds. Between Christmas and New Years, when our salesmen are here, we will have open and ready for you all lines of goods particularly fitted for these special sales.

All the Standard Lines of Bleached Sheetings and Cambrics
Lockwood, Dallas and Pequot Wide Sheetings
Lockwood, Dallas, Atlantic and Pequot Sheets and Cases
Special Numbers in Low Priced Sheets and Cases
Linens, Crashes, Bed Spreads, White Goods, Muslin Underwear
Complete Equipment for "A Great White Sale"

Simpson, American and Pilgrim Prints
Amoskeag and Anchor Staple Gingham

Special Prices on all Napped and Winter Goods for your "Clearance Sales"

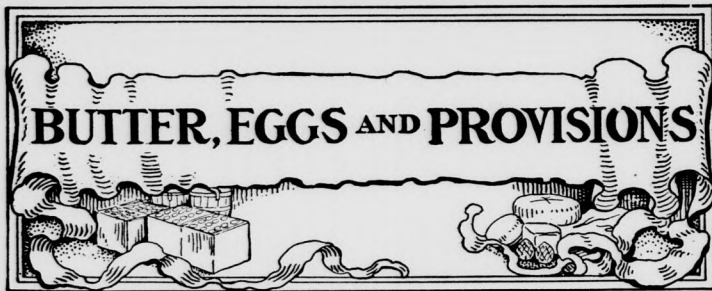
Between Christmas and New Years our entire selling force will be in the house preparing for the new season's business. This would be a good time to come to Detroit and pay us a visit.

During 1913 we will continue our policy of service to our customers, and efficiency in handling their business.

Every department in our establishment will be strengthened, and every effort will be made to have ready for you here at all times those great staple standard lines which you must have.

Early in January our complete spring lines will be open and ready for your inspection.

Edson, Moore & Company
Wholesale Dry Goods, Detroit
"The Great Progressive Market"



Lobster Being Supplanted By Japanese Crab.

The high price of the lobster is explained by the fact that the demand for the "king of the crustaceans" is increasing while the supply is diminishing; and under present laws and commercial practices there is little probability of a lower market rate for this popular food. Indeed there is reason for a prediction that within a few years the lobster cannot be had except at a prohibitive price. So eminent an authority on lobster culture as Dr. George W. Field, chairman of the Massachusetts Fish and Game Commission, believes that the lobster is doomed to extinction unless there are radical changes in the laws and a disposition on the part of the public to co-operate in the work of rectifying the mistakes of the past thirty-eight years. Dr. Field is one of the most prominent of the biologists of New England; years of experience in the culture of shellfish give weight to his opinion as to the future of the lobster industry.

As an understudy of the lobster, along comes the Japanese crab.

Brown skinned natives take from the Saghalaen Sea the crabs which form the resource of the popular new food article. These crustaceans are gigantic in size, some of them measuring as much as eight feet from claw to claw. They are of the hard-shelled species and capable of putting up a nasty fight as long as a spark of life remains in them.

After being caught the crabs are taken to canneries in Japan, where they are prepared and put up in half-pound, pound and two-pound cans for the trade. They are shipped to all parts of the world. The product is allowed to enter this country free of duty.

Japanese crab meat, however, is not in general use. Many consumers have never heard of the product. This, of course, is partly due to the lamentable lack of advertising which has until recent times checked the legitimate expansion of the canned goods trade. In the Western portion of the United States more Japanese crab meat is used than anywhere else in this country. More than 80,000 cases, with four dozen cans in a case, were imported during the course of the year. When it is considered that it has been only three or four years since the new product made its appearance the increased consumption is nothing less than phenomenal. This all came about because people tried the new article on the recommendation of grocers and friends, found it excellent and came again.

The meat has a number of superior qualities, which include whiteness and a rich flavor. It is more stringy than that of lobster, but otherwise the two are very similar.

Cheapness is an attribute which has had much to do with the spreading popularity of the canned product from the flowery shores. Last year lobster sold to the wholesale trade at \$5 per dozen cans. Japanese crab meat sold for \$3 per dozen cans.

The field for Japanese crab meat is broad, for it will sell wherever lobster sells. England as well as this country is being invaded, and the meat will soon be in every market all over the world.

So Many Pounds of Sugar For a Dollar.

A man went into the grocery to buy some sugar. It was canning time, and he decided he would save something by getting a 100-pound sack.

"How much is sugar per hundred?" he asked.

"Beet is \$5.70, cane \$5.80," replied the clerk.

"But you are advertising sugar at eighteen pounds for \$1," said the customer.

"Well, we'll sell it to you at that price," said the clerk.

"All right, send out five of those dollar packages," replied the customer.

When the customer was gone, the clerk figured out on a piece of cracker-box pasteboard that in buying the sugar in lots of eighteen pounds for \$1, the customer was paying 5½ cents a pound, while in buying sugar in a 100-pound lot he would have to pay 5.7 cents a pound for beet, or 5.8 cents a pound for cane. And besides, the grocer, in selling the small lots, would be at the expense of weighing, sacking and delivering five packages, instead of simply picking up one 100-pound sack of sugar as it came from the jobber and putting it into the wagon.

"How's this," said the clerk to the boss, "we are selling sugar at a less price in dollar lots than we sell it by the hundred."

"Well, we have to do it," said the grocer with a sigh. "Jones is advertising eighteen pounds of sugar for a dollar, and we have to meet him. But I want you to understand that this offer is limited to \$1 worth to a customer. Don't sell any more wholesale lots at this eighteen-pound rate. We lose money on every pound we send out."

A grocer writes stating that many grocers are selling sugar in dollar lots at a loss, and don't know that they are losing money.

"Print a table," he says, "showing just what it means for a grocer to

advertise so many pounds for a dollar. Show what the sugar is bringing the grocer per 100 pounds. Too many merchants do not stop to figure this out. They just go ahead blindly, using sugar as a 'leader' and cutting the

What Have You to Offer?

We Want Butter, Eggs and Poultry

A. M. PADELT
64 Eastern Market Detroit, Mich.

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 more plenty and selling slow at declining prices.

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.

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

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

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

PEACOCK BRAND



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

Quality Our Motto

Order of our nearest salesman or mail your 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

price to pieces, when they ought to be getting a margin. Every grocer ought to take his shears, cut this table out, paste it on a cardboard and hang it in the grocery department, where all the clerks can read it. It is important to realize what it means to offer sugar at 18, 19 or 20 pounds for a dollar."

The suggestion is a good one, and the table is presented herewith:

10 pounds for \$1 means	\$10.00 per 100
11 pounds for \$1 means	9.09 per 100
12 pounds for \$1 means	8.33 per 100
13 pounds for \$1 means	7.69 per 100
14 pounds for \$1 means	7.14 per 100
15 pounds for \$1 means	6.66 per 100
16 pounds for \$1 means	6.25 per 100
17 pounds for \$1 means	5.90 per 100
18 pounds for \$1 means	5.55 per 100
19 pounds for \$1 means	5.26 per 100
20 pounds for \$1 means	5.00 per 100

Done in Such a Natural Way!

A grocer who occupies an ordinary corner in an ordinary residence district in a big city—just an everyday little grocer in a little store—sells two grades of eggs. Ordinary eggs are, say, thirty-three cents; the fancy eggs are thirty-eight cents, writes Paul Findlay in one of his clever trade paper articles.

A man came in and asked for a dozen of the best eggs—indicating the sample on the counter, the thirty-eight cent eggs. The grocer is a bright, snappy, cheerful looking fellow. He works with that surety of motion which saves steps and makes time without hurry. He got the package done up promptly while the man was getting out his money. As the customer was working his dollar bill out of his bill-fold the grocer put the bag of eggs on the scale. Then the customer looked up enquiringly to meet the grocer's smiling eye, and the grocer said: "I just thought I'd see what these weigh."

The man smiled back, saying, "That is the way they sell eggs in Colorado." "I am just going to see what the others weigh, for fun," said the grocer, suiting his action to the word.

The customer was interested. The result was that a difference of four and one-half ounces was found—the best eggs weighed one pound nine ounces, the common eggs one pound four and one-half ounces.

The customer went off feeling certain he had obtained full value for the extra five cents, I know, because I know he told his wife about it; and they decided that this particular grocer knew his business and was a good man to deal with.

Christmas Carolings for Merchants to Use.

It is a poor present that is given because it is cheap.

Spend your Christmas and your Christmas money at home.

Better give a gift you know is good than one you think is cheap.

The best Christmas present anybody could give this town—a boost.

Better give a few presents that are good than many that are not.

With some people the catalogue writer has taken the place of Santa Claus.

If the children like fairy stories,

why not give them a mail-order catalogue?

Let there be no doubt about the quality of either your gift or your wishes.

Don't expect a mail-order phonograph to play "Home, Sweet Home" very well.

The chap who gives a girl a mail-order present won't give her much of a home.

The children believe in a Santa Claus who does business in person and not by mail.

Let the present Christmas and the Christmas present both make home happier.

The best present you could give your wife would be the first \$10 toward a home.

Buying a Christmas gift you have not seen is like giving it to somebody you do not know.

The mistletoe makes a man realize that the best things in life are to be had right here at home.

If there ever was a home holiday it is Christmas and it should be celebrated at home with home stuff.

The home store is the handiest place to do your Christmas shopping—and your all-the-year-'round shopping.

May good fortune postpone the day when the children must look into a catalogue instead of a shop window!

Don't laugh at the children for believing in Santa Claus and then put in an evening studying a mail-order catalogue.

Some houses are trimmed only at Christmas, while the owners who buy from catalogues get "trimmed" all the year.

Girls, what do you think of the fellow who gets a wife through a matrimonial ad? Or a Christmas present out of a catalogue?

The man who sends a mail-order gift is thinking more about the price he gives than the joy he gives. Know all men by these presents.

Don't spend much time on a fellow who buys his Christmas presents from a mail-order house. A chap who doesn't buy from the home stores isn't likely to marry a home girl.

A Christmas Hymn.

No tramp of marching armies.
No banners flaming far;
A lamp within a stable,
And in the sky a star.

Their hymns of peace and gladness
To earth the angels brought;
Their "Gloria in Excelsis"
To earth the angels taught

When in the lowly manger
The holy mother maid
In tender adoration
Her Babe of Heaven laid.

Born lowly in the darkness,
And none so poor as he;
The little children of the poor
His very own shall be.

No rush of hostile armies.
But just the huddling sheep.
The angels singing of the Christ
And all the world asleep.

No flame of conquering banners.
No legions sent afar;
A lamp within a stable,
And in the sky a star.

Margaret E. Sangster.

A Question of Quality.

There are just two things that govern the price of any article—quality and supply. There is no article for ordinary use that your home merchant can not buy in the open market. No mail order house has a corner on good goods—if it had, it would increase the

price. There is no quality that the merchant can not give as well as any other, if you are willing to pay for it. And there is no living man who can materially cut the price of any article without cutting the quality.

Too many people mistake gaff for genius.

IMPORTANT

Retail Grocers



Registered
U.S. Pat. off

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.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780

POP CORN

Wanted in car lots or less.
Let me know what you have.

H. W. Eakins Springfield, Ohio

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



POTATOES IN CAR LOTS A SPECIALTY

All Kinds of

Feeds in Carlots

Mixed Cars a Specialty

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

G. J. Johnson Cigar Co.

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

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.

— 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.

Fancy, Heavy, Juicy, Sweet Florida Oranges.
Best California Navels. Fancy Florida Grapefruit.
Quality the best; prices the lowest.

M. O. BAKER & CO.

Toledo, Ohio

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.



Michigan Retail Hardware Association.
President—Charles H. Miller, Flint.
Vice-President—F. A. Rechlin, Bay City.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Cranberries as Hardware Premiums.

A hardware dealer who wanted to call special attention to his store and, particularly, to a new line of stoves and ranges for which he had just secured the agency, did so in an indirect way, which turned out to be a great success. He picked out a lot of stew pans—granite ware seconds—which he was able to buy in quantities at about seventy-five cents per dozen, and laid in a supply of cranberries costing him between seven and nine dollars per barrel, running seventy-five quarts of berries to the barrel. The regular retail price of the two-quart granite ware stew pan in that town was twenty-five cents, but he advertised that he would sell them at twenty-two cents apiece and give as a premium with each a quart of cranberries. He advertised the sale heavily and sold one hundred and fifty stew pans, which used up two barrels of berries. His profit on each sale was only three cents.

The sale was talked of all over the country, and brought a great many women into the store who had never been there before. He was able to give his new lines of stoves and ranges an excellent start.

The day preceding the sale his principal show window was full of stew pans, while one corner was taken up with a barrel of cranberries lying on its side with the lid knocked off and the berries pouring out in a luscious torrent. In the center of the window he placed a large range with cooking utensils arranged on top. An imitation turkey, made of paper composition, lay exposed in the oven of the range, the door being open. On the front of the store windows he pasted copies of his newspaper advertisements of the sale.

Doings in the Hoosier State. Written for the Tradesman.

The corner stone of the Faultless Caster Co.'s plant, at Evansville, was laid December 12 under the auspices of the Evansville Business Association. Many citizens attended the ceremony.

The Independent Telephone Co., of Evansville, has asked the Supreme Court for a writ of mandamus compelling city officials to grant a franchise to the company similar to that given the Cumberland Telephone & Telegraph Co. Governor Marshall strongly favors a law creating a Public Utilities Commission in connection with the Railroad Commission, a working men's compensation law, a law providing for a State workhouse for jail prisoners and a law

prohibiting the sale of "blue sky promotion" stock and giving the State some authority over the issuance of bonds.

Wm. H. Bowen, of Brownstown, who died recently, left a will which provides that his 200 acre farm, upon the death of Mrs. Bowen, shall be given to the State, provided it is used as an agricultural experiment station.

Manufacturers and shippers of Evansville and vicinity, will meet December 20, to organize a branch of the Indiana Manufacturers and Shippers' Association. Proposed legislation regarding employers' liability and working men's compensation will be discussed.

A grand jury spent nearly a week probing into the alleged coal combine among dealers at South Bend. No indictments were made.

The LaGrange County Agricultural and Horticultural Society met at LaGrange and elected Rollin Van Kirk as President.

The Sibley hardware store, at South Bend, will be closed, the owners giving their time to the manufacture of stoves.

South Bend is building a new high school at a cost of \$500,000, which will include swimming pool, shower baths and a large gymnasium.

State Forester Deam, in his annual report, says there is steady progress in forestry work, although the advance is not in keeping with that in agriculture, manufacturing and education. He says the farmers are neglecting the four-million-acre forest crop contained in their woodlots. "The neglect to plant shade trees in our cities," the report says, "and their barbarous treatment should no longer be tolerated. Credit should be given the women's clubs of the State for taking up the subject. In our last report the recommendation was made that the State, as fast as funds would permit, acquire by purchase such lands as are not fit for agriculture and devote them to forestry. This recommendation is repeated with increased emphasis. Instruction in forestry in each of the public schools of the State is urged."

The City Council of South Bend is asking the Northern Indiana Railway Company for better service. The company is denounced for its system of transfers, irregular schedules and for operating small cars, called "cheese boxes" by the aldermen.

Plans of a merger of all civic organizations into a Chamber of Commerce are being discussed at Terre Haute.

A large concern in the East offers to locate in Terre Haute, provided the city will guarantee to furnish 100 or more women workers.

The State Board of Forestry is offering cash prizes to school children of the State for best essays on trees.

The two new Carnegie libraries at Evansville will be dedicated New Year's day.

The Evansville Lumberman's Club has elected Secretary Keller of the Business Association as its traffic manager. The club endorses the commission form of government for Indiana cities.

Almond Griffen.

The thing that saves the mail order customer's job is the fact that only a few of us are mail order customers.

Never look a gift horse in the mouth. Get busy and trade him for a load of coal.

The man who never has occasion to employ a lawyer ought to save a lot of money.



Why Not Have The Best Light?

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.

THIS AD

Is Creating Business for YOU
Prepare for a Big Demand

310 Huron St., Toledo, O.

Foster, Stevens & Co. Wholesale Hardware

10 and 12 Monroe St. :: 31-33-35-37 Louis St.
Grand Rapids, Mich.

SUNBEAM TANK HEATERS

Feed Cutters, Fur Coats, Sleigh Bells

YOU

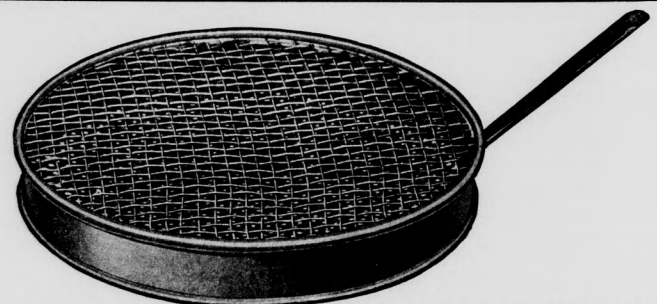
Mr. Implement and Hardware man, will find the above live sellers right now. We have other winter winners, backed by the Sunbeam advertising and guarantee—why not get acquainted?

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

Brown & Sehler Co.

Home of Sunbeam Goods

Grand Rapids, Mich.



The APEX BREAD TOASTER

THE BEST TOASTER MADE

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

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

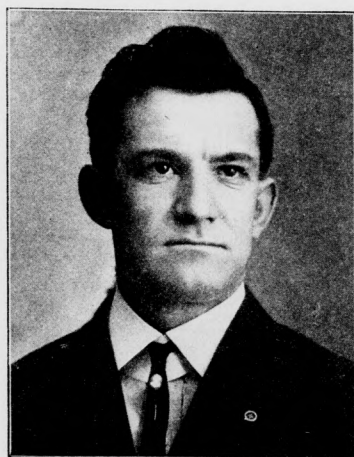
SUCCESSFUL SALESMEN.

M. A. Miller, Representing the Associated Manufacturers' Co.

Milo A. Miller was born on a farm in Elkhart county, Indiana, January 11, 1874. His grandfather was born in Germany. His father was a native of America. His mother was of English descent. His father was the pastor of a German Baptist church. Mr. Miller lived on the farm until 18 years of age, when he took a two year preparatory course at the college at Morris, Ill. He subsequently took a one year course at the business college at North Manchester, Indiana. He then secured a position as city editor of the Bourbon, Indiana, News, which was conducted by S. E. Harris, who stands high among the newspaper men of Indiana. He relinquished this position two years later to represent E. M. Osborne & Co., of Auburn, N. Y. His territory comprised the eight counties in the Northwestern part of Indiana. Three years later he accepted a position as branch manager for the Singer Machine Co., with headquarters at La Porte, Indiana. After filling this position for one year he opened an art store at Ludington. He relinquished this business at the end of a year to take a position with the Middletown Machine Co., of Middletown, Ohio, covering all the available cities west of the Mississippi River. January 1 of this year he engaged to cover the Lower Peninsula of Michigan for the Associated Manufacturers' Co., of Waterloo, Iowa.

He opened a branch house here and carries a full assortment of machines and repairs manufactured by his house. He keeps four men on the road during the summer and three men during the winter, having already placed desirable agencies with 300 dealers.

Mr. Miller was married February 3, 1899, to Miss Jane Pletcher, of Bourbon, Indiana. They have one child,



M. A. Miller.

a boy of 5 years. They reside at 516 Sinclair avenue. He attends Grace Episcopal church, is a member of the Masonic fraternity of Valparaiso, Ind., and Mason City, Iowa, Council, No. 107, U. C. T.

He attributes his success very

largely to the tact he acquired while engaged in the newspaper business.

Mr. Miller is a man of steady nerve and persistent effort. He is self-assertive in manner and has every confidence in his own judgment.

When Daddy Lights the Tree.

We have our share of ups and downs
Our cares like other folk;
The pocketbook is sometimes full.
We're sometimes high dead broke;
But once a year, at Christmas time,
Our hearts are bright to see.
The baby's hand just touch heaven
When Daddy lights the tree.

For weeks and weeks the little ones
Have plotted on this hour.
And mother, she has planned for it
Since summer's sun and shower.
With here a nickel, there a dime,
Put by where none should see.
A loving hoard against the night
When Daddy lights the tree.

The tiny tapers glow like stars;
They mind us of the flame
That rifted once the steel-blue sky
The morn the Christ-child came.
The blessed angels sang to earth
Above that fair country.
We think they sing above our hearth
When Daddy lights the tree.

The weest child in mother's arms
Laughs out and claps her hands;
The rest of us on tiptoe wait;
The grown-up brother stands
Where he can reach the topmost branch.
Our Santa Claus to be,
In that sweet hour of breathless joy
When Daddy lights the tree.

Our grandpa says 'twas just as fine
In days when he was young;
For every Christmas ages through
The happy bells have rung.
And grandpa's head is growing grey.
And yet a boy is he.
As merry as the rest of us
When Daddy lights the tree.

'Tis love that makes the world go round;
'Tis love that lightens toil;
'Tis love that lays up treasures which
Nor moth nor rust can spoil;
And love is in our humble home.
In largesse full and free.
We all are very close to heaven
When Daddy lights the tree.

Margaret E. Sangster.

What He's Going To Get.

"Mother asked me what you wanted for Christmas, and I told her to give you something for the house."

"Oh, you did. And what did you select—a cut glass card receiver or a pickle dish?"

A good many of us spend a good deal of time reading about the fall of Adrianople and never notice that this town is slipping.

Is this town, like Topsy, just growing, or are we bringing it up in the way it should go?

The man who trades somewhere else because he has "a long head" will have a short funeral.

If you spend your money where you get it you will be able to get it where you spend it.

Water, air and cleanliness are the chief articles in my pharmacopœia.—Napoleon.

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.
18 Pearl Street Grand Rapids, Mich.

We Are Headed Higher



Our New Store on Ellsworth Avenue

Michigan Hardware Co., Grand Rapids, Mich.

FIJI AND SAMOA.

Glimpses of the Islands and Their Population.

Pago-Pago, Samoa, Oct. 25—Leaving Sydney on a small island boat, on the seventh day, 1433 miles from Sydney, we arrived at the Fiji group of islands, the first stop being at Lautoka, where the Colonial Sugar Company of Australia has a large sugar mill, grinding out 700 tons of raw sugar every day during six months of the year. It takes seven tons of cane to make one ton of sugar. The company has eighty miles of narrow gauge road running out through its plantations. The cars hold two and one-half tons each and it takes 1,600 carloads every day to keep the mill going. The raw sugar is shipped to Australia for refining.

The next day we stopped at another Fiji island, the port being Suva, and the next day stopped at another of the islands, Luvuka. Most of the traders, storekeepers and merchants of these islands are English speaking people. Quite a number of the natives talk good English and English is taught in the schools. The native villages are three or four miles apart and consist of from ten to twenty huts built in a semi-circle, with a grass plot as playground in the center.

I requested one of the men, a young native who could talk English, to ask some of the old men who were apparently 75 or 80 years old, if they remembered in their boyhood days of having seen the natives eat human beings. They said they did, but that there had been no cannibalism in these groups for twenty-eight years. The missionaries, backed up by the government, stopped it and a white man would be just as safe there to-day as in Grand Rapids.

After a two day trip, we arrived at the island of Niafou to see a volcano which had broken out during the last fifteen days. While we could see evidences of lava down the mountain sides, it was not in eruption when we were there, it having quieted down. This is the so-called "Tin Mail Island." A steamer, when it arrives every twenty-eight days, blows a whistle and a native comes swimming out to the boat for half a mile to a mile, depending on the weather. The mail in a tin cracker can that has been sealed water-tight is thrown overboard and the swimmer takes it ashore and the boat goes on.

The Samoa island group is a two-day trip or about four hundred miles from the Fiji group and Apia, the port at which we stopped, is more my idea of an island town than any we visited. The towns of the other islands are built up with so many English buildings, it impairs their picturesqueness. This island is owned by the Germans, who control most of the shipping and stores. The town, with its native huts hidden by the cocoanut trees, extends for three or four miles up and down the water front and is Fifth avenue to them, the entire population parading up and down in the cool of the evening.

This group, as well as the other islands, is protected by coral reefs.

These reefs, at low tide, are from one to three feet above ocean level and from one to three miles out from shore, encircling or almost encircling the island with an entrance here and there in the reef. These reefs are a Godsend to the natives, because in the inner lagoons they can sail and fish with safety when the waves outside would swamp a boat. They also protect the cocoa nut trees from destruction. Were it not for these reefs, in time of storm, the cocoa nut trees along the shore would be destroyed.

Kava is distinctively a drink of the Fiji and Samoan islands. When visitors arrive at one of their native villages, they are invited in to one of the huts, mats are put down and the entire village enters, from the babes in arms to the great-grandfathers. The owner of the home then has his wife and some of the other friends make the kava, which they do by bringing in a flat stone, which they use for that purpose. This is about

dinner, to which I was invited. It was served on an up-stairs balcony of the hotel in banana leaf dishes. The first course was uncooked sea-food, looking something like angle worms, but good eating, tasting like shrimps. Then we had baked bread-fruit, which is about the size of a cocoa nut and is yellow like a sweet potato, but not as sweet. Then we had cocoa nut which had been baked in an oven until it was soft, which we used in place of butter on the sliced bread-fruit. In place of Irish potatoes, we had tara, which is like a small rutabaga, but tastes much like our Irish potatoes, then chicken which had been roasted over the coals and kava to drink. It was a very good meal, but the natives, when they have the money, go to town and buy baker's bread, so even in their eating they are becoming Englishized.

The huts of the Samoans have very fine interiors, the wood work on the roof showing splendid workmanship. They are oblong, with palm leaf roofs



the size of a large soup plate. On this they place the kava root, which has been cut into pieces about the size of a chestnut. Then they take another round stone, about the size of one's fist, and hammer the root until it is pulverized. In olden days at these native feasts, the king appointed the men with the strongest teeth to chew this root, but for sanitary reasons, the missionaries stopped this practice. After the root is pulverized, it is put into a kava bowl, about the size of a butter bowl, and enough water added to make a drink for the number of people present. After the water is added, it is strained through a fiber strainer, made from the bark of a tree, until the sediment is removed, in much the same way we remove pits in straining cherries for jelly. Formerly at these gatherings, the first cup of kava was presented to the most notable guest present. The cup they use is half a cocoa nut shell and in some of the houses where it has been used for a long time for drinking kava, it is polished until it looks almost as if it were inlaid with pearls.

Some of the native friends of the guests at the hotel furnished a native

and the sides are posts. The rain is kept out by mats, much the same as we sometimes have to keep the sun from our porches in the summertime. When the weather is clear, as it is most of the time, the huts are open on all sides. The floors are invariably small stone, with mats over them.

The Samoans are a magnificent people. The average Samoan is a well-mannered gentleman, although he wears a lava-lava, or kilt, leaving his bronzed shoulders bare to glisten in the sunshine. I was surprised to see so many of them white haired and, on enquiry, found that on Saturdays they plastered their black heads with lime, that they might appear on Sunday with a head of yellow hair. The women wear the lava-lava like the men and, in addition, a loose tunic or waist. The colors are vivid—lemon, green or scarlet. They dress their hair with crimson Hibiscus. Many of the better class have discarded the native dress for that of their English sisters.

The people are so good natured and happy and the climate is so delightful that Robert Louis Stevenson spent the last years of his life here.

The famous Vailima, his home, is about three-quarters of an hour drive from Apia, along a beautiful road shaded by cocoa nut, bread fruit, mango and other tropical trees.

The story of the great novelist's adoption of Samoa as his home and his happy life among the Samoans until the end, in 1894, is too well known to need repeating. Vailima is now the residence of the German governor and has been enlarged and altered, but still remains substantially what it was in Stevenson's day.

One thousand feet above the town rises the lofty hill where Stevenson's grave was dug by his own request. He had always wished to lie at last on its airy summit, looking down on the blue harbor and palm lined shores he loved so well. On his tomb, of which I send you photograph, is carved the epitaph he wrote for himself:

Under the wide and starry sky,
Dig ye the grave and let me lie.
Glad did I live and gladly die,
And I laid me down with a will.
These be the words that ye grave for me:
Here he lies where he longed to be:
Home is the sailor, home from sea.

The climb to the grave is long, hot and stiff, and most tourists shirk it altogether. One wonders how a coffin was ever carried up and the wonder increases on remembering that at the time of Stevenson's death no practical path existed, but the love of his Samoan friends overcame all difficulties. On the day that the coffin was closed, the chiefs set 500 men to work and in a few hours a wide pathway was cleared through the dense tropical brush to the top of the hill, and the chiefs themselves—who, as a rule, shun manual labor—then came forward and carried the coffin on their shoulders to the top. Such was Stevenson's funeral and to this day the road is known among the Samoans as the "Road of the Loving Heart."

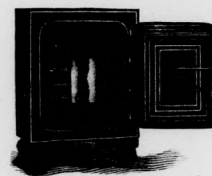
From Apia, Samoa, we took a small boat over to Tutuila, another of the Samoan group, owned by the United States. Its harbor, Pago-Pago, will be of great advantage to us in the event of war, as it can be used as a coaling station. It is a fine harbor.

From here I start on the last lap of my 22,000 mile journey—seven days to Honolulu and six days from Honolulu to San Francisco.

C. C. Follmer.

Enthusiasm is one thing and hustle is another.

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

ART IN ADVERTISING.

Illustrations an Indispensable Factor in Forceful Copy.

Written for the Tradesman.

The eye seems to have been made for pictures, everybody loves them so.

That people have always loved pictures is frankly admitted by archaeologists and students of antique languages, literatures and customs.

As a matter of fact, pictures are older than language, older than literature, older than the art of abstract reasoning.

Back in the twilight of history when the eyes of men were filled with wonder at the new, strange things that everywhere met their view in the material world, the artistic impulse asserted itself. Pictures were crude, to be sure, for the refined technique of a later period came only gradually and not without an effort to get itself accredited, but they nevertheless expressed ideas, embodied sentiments, and communicated impressions.

Some of the oldest narratives recorded were told in pictures. Take, for example, the Egyptian account of the day's chase. Early in the morning, as you observe from the position of the sun on the horizon, the proud hunter starts forth with his pointed spear, followed by his dogs. Presently the wild beast is discovered and the fierce chase is on. Forced at length to turn on his pursuers, the wild beast stands at bay. Then the bold hunter advances and pierces him with his pointed spear. The next view pictures the hunter carrying the quarry on his shoulders, followed by his faithful dogs. And the last scene pictures the hunter telling the astonished villagers a thrilling story of the day's hunt.

Thus men carved in stone, painted on skins, and drew on pieces of parchment. And the child—in whose mental development the intellectual progress of the race is epitomized—intuitively takes to pictures. Furniture, wall-paper and fly-leaves of books in homes blessed by the presence of little people frequently bear eloquent testimony to vigorous though misdirected impulses towards "art."

As symbols of thought there is a directness and potency in pictures that do not attach to words. Words are symbols of a more abstract and difficult character.

That is why we enjoy illustrations in a piece of writing. They clear up the vagueness of the more abstract symbols. If the writing be historical in character, the illustrations help us to visualize the scenes described on the printed pages. If the writing is descriptive or argumentative the illustrations help us to a keener enjoyment of the place or a better conception of the argument adduced. In many forms of technical and scientific compositions illustrations are absolutely essential to an intelligent grasp of the author's position.

In general, illustrations lend to the printed page a charm, and impart to it an interest, otherwise impossible to secure. Few forms of writing are able to get on without any illustrations whatever. The illustration is a thing of tremendous importance and

of real value. Always, of course, on the assumption that pictures are really artistic and true to their prime function as illustrations.

In few classes of writing are the illustrative features so important as they are in advertisements. Whether one is laying out a general publicity campaign or advertising a local store, he cannot make much headway without some contributions from the artist. Illustrations are used with good effect in pretty much all sorts of mediums—car cards, bill boards, magazines, newspapers, pamphlets, folders, booklets, catalogues, and multitudinous less pretentious forms of advertising commonly called inserts.

Because most of the people who frequent our stores and buy our wares are not trained to highly abstract and difficult processes of thought; because quite a large percentage of them are children and youth not as yet given to coldly analytical methods; and finally because most of them are extremely busy about their own affairs, and must needs be attracted, held, interested and convinced almost against their will—we must resort to illustrations in order to get the sort of copy that delivers a punch and creates a demand for the particular commodity that we want to sell.

If by common consent all present-day advertisers were to remove the illustrative features from their advertisements there would be a tremendous slump in business. People would be disappointed and shocked. There would be an awful hue and cry. And "copy men" all over the country would be driven to the verge of desperation in a mad and futile effort to produce effective copy minus the illustrative adjunct.

With many big national advertisers of to-day the illustration is the main thing. Remove the smiling negro chef from "Cream of Wheat," and you wouldn't have much left. Take out the little girl sitting on the cake of soap in the "Fairy" ad, and who'd buy "Fairy Soap?" Remove Mennen's likeness from a tin of talcum powder, and the call for Mennen's would cease.

The advertiser that gets our attention and interests us in his proposition is the man who gives us a nifty illustration.

Try the experiment of watching people at the news stands or in the street cars looking over the magazines and papers, and you'll be surprised to see how many of them turn through the pages looking at the pictures before setting down to read the printed matter.

Magazines and books galore are sold on the merit of their illustrations.

A book dealer of large experience recently told me that the new books with beautiful illustrated covers or "jackets" sold far better than the new books put out with unattractive covers or with no covers at all. He said he sold hundreds of books a year just on the merit of their "jackets."

Now the conclusion of all this is that the effective advertiser is the man who uses illustrations in his announcements.

Illustrations are eye-catchers and attention-getters.

They should sum up the argument, illustrate the printed text, or supplement the assertions made by the writer.

But they must be good, for a poor illustration has the effect of queering the whole story.

Give your artist a succinct idea of what you want—and then give him time to work it out.

Let your motto be, not how cheap, but how good. You will find it economy in the end to buy good illustrations.

What is a good illustration? This is a difficult question to answer, for there are so many different kinds of copy to be illustrated. But, in general this may be said:

The illustration should be truthful. If the piece of furniture is plain oak, do not illustrate it as quarter-sawn. Your illustration ought to harmonize with your verbal description. If you describe one thing in the printed text, illustrate the same thing in the picture. A 5½ inch illustration of a 4 inch cigar is bad advertising because it tells something that isn't true.

In the next place, the illustration should be simple. I mean by this it should not attempt too much. Select a few things that you want to bring out in your illustrations, and then bear down heavily on these. An illustration that attempts too much detail is analogous to a display advertisement that's three-fourths black-faced type. So much is emphasized you end up by stressing nothing in particular. Stick to fundamental simplicity in your illustrations.

And finally the illustration should be artistic. That is to say it should conform to the accepted canons of

real art. I may not be able to tell you why I do not like some of those lantern-jawed young men that pose for the manufacturers of ready-to-wear garments for swell dressers; but it's a fact I do not. If I were an artist familiar with the technique of art, I might be able to produce a learned criticism on this subject. But as it is all I can say is that I don't fancy some of these young fellows, and I have a sort of indefinable prejudice against the house that hangs their beautifully tailored garments upon these lank and cadaverous youth. They look like degenerates to me.

The intrinsic beauty and technical accuracy of the illustrations that appear in some present-day advertising—particularly in the magazine announcements of general advertisers—is a theme that one might expand into a volume. Concerning advertising illustrations that appear on bill boards and in the newspapers one cannot speak quite so enthusiastically; and yet it is evident that even there is a grading up process going on.

The truth is well advised advertisers everywhere are realizing the value of illustrations as an indispensable factor in forceful copy. And this increasing regard for illustrations is rapidly bringing about the most fruitful era of publicity the world has ever witnessed.

Frank Fenwick.



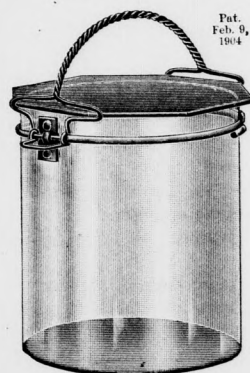
Klingman's Sample Furniture Co.

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

Switzer Glass
Sales Jars

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.

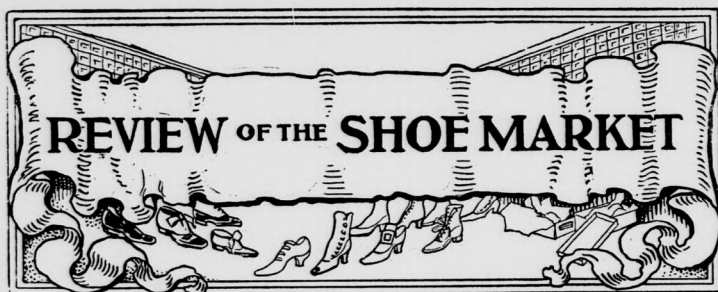
Hinge cover attachment of non-rusting aluminum metal.

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

1 gal. complete, each.....	\$1.32	} F. O. B. Chicago
1½ gal. complete, each.....	1.67	
3 gal. complete, each.....	2.10	
4 gal. complete, each.....	2.60	

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

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



Shoe Dealers Welcome the Winter Season.

Written for the Tradesman.

Prolific indeed are the benefits of the seasons.

Summer with her perpendicular rays and the heat waves dancing in the sunlight suggests to our patrons the advisability of buying appropriate footwear, and we are rejoiced at the calls for tans, vicis, white goods, and oxfords in light, porous leathers that impart to the feet a gratifying sense of coolness.

But when summer has merged into fall and fall is yielding to winter, then the cold, wintry southing of the wind is music to our ears and the sight of snow-flakes hurtling through the air is a vision that fascinates our eyes.

As far as I am personally concerned, I want to go on record as endorsing the sentiments of all ancient and honored scribes who have eulogized the glories of winter.

Winter doth, indeed, have her compensations.

When there's a nipping tang in the air a good many varieties of our festive disease-germs are far less active and malevolent. In winter the air is purer, for the earth covered under a heavy mantle of snow cannot diffuse through the air such enormous contributions of dust particles as in summer.

In winter the appetite is keener, sleep is sweeter, and our zest in life is greater. The blood sings merrily through one's veins in cold weather, and the vigorous, healthy man brings to his daily task a wealth of energy and vim that do not obtain when the spirit is languid because of protracted periods of hot, sweltering weather.

To the man who enjoys home, books and the fellowship of friends, winter offers opportunities that summer cannot boast. How cheerily the open fire burns when the wind is booming without and frost-crystals are sparkling in the air! And what splendid comforts and solid joys one can find even in the humblest abode of a wild, wintry night when the storm demons are screaming through the air and lashing the boughs of the trees!

And winter weather means we are going to have calls for winter shoes. We may spend many diligent hours trying to turn out copy wherewith to beguile the customer into a timely purchase of his winter footwear, but one cold, driving rain or a single snow storm can stimulate more buying than the champion copy-writer can stir out with all his ingenuity.

And now it would seem as if Nature had started in to help shoe dealers throughout the country who are rather heavily loaded up on winter stock. In

my section of the country we are having a genuine, old-fashioned winter day. Successive flurries of snow have covered the earth with a chaste, cold mantle, and the denuded boughs of the trees are swaying in the wind.

People of our section whose fall or summer shoes are thin and worn and altogether inadequate for the rigors of such weather, are now actively buying their winter footgear, and business is good! Do you wonder that shoe dealers are happy? Of course they are not so unfeeling as to rejoice at the extremities of poor people who cannot afford to buy suitable footwear; but this class of unfortunates is happily in the minority. Most of our people can easily afford to provide themselves with seasonable shoes; and the only reason they have not done so sooner is simply because they have the habit of deferring their purchases until they are virtually driven to them by the asperities of the season.

This habit of procrastinating the buying of winter footwear until the very last is altogether too prevalent. People will have to have their winter shoes sooner or later; but it would be much better both for themselves and for the shoe dealers if they would make up their minds sooner. They would have a larger assortment to select from, could receive more time in the fitting, and could enjoy the comforts of adequate foot-protection at the beginning as well as the latter end of the season. Cid McKay.

Terse Opinions, Tersely Stated.

An open window is better than an open grave.

A stitch in the underwear may save a stitch in the side.

Measles in school are like fire in the tall grass.

The best spring blood-medicine—work.

Polluted wellwater can not be purified by painting the pump.

God bless the man who first invented fly-screens.

If your milkman brings you warm milk, make it hot for him.

A fly in the milk may mean a member of the family in the grave.

Good water is more to be prized than rubies, and clean hands than much fine gold.

Forget not the cat when the house is closed for the summer.

A light overcoat is better than a heavy cold.

Many a cough ends in a coffin. Is it the odor of sanctity you note in the unventilated church?

A careless spitter with a little cough is more deadly than a big man with a revolver.

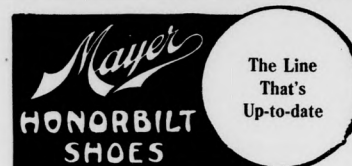
Teach the children to swim. The only good fly is a dead fly; the

best fly is the fly that never was born.

A dirty well is more dangerous than a dirty kitchen. Ed. Howe.

The man who is compelled to toe the mark may develop into a chronic kicker.

There's no excuse for failure unless you yearn for the unattainable.



Use Tradesman Coupons



H. B. Hard Pan

Unlined Blucher

No. 896..\$2.35

Brown Hard Pan Uppers
Full Size Bellows Tongue
Three Full Soles
Perfect Fitting. Roomy Last
Cap Toe. Standard Screw

Stock No. 896

844—Brown Hard Pan, 6 inch	\$2 35
907—Black Hard Pan, 10 inch	3 00
918—Black Hard Pan, 12 inch	3 40
919—Black Hard Pan, 16 inch	4 00
840—Black Elk, ½ Double Sole, 6 inch	2 25
891—Brown Elk, ½ Double Sole, 6 inch	2 35

THEY WEAR LIKE IRON

Herold-Bertsch Shoe Co.
Manufacturers "Bertsch" and "H. B. Hard Pan" Shoes
Grand Rapids, Mich.

The Holiday Trade



Are You Ready For It?

We have a full stock of Holiday Slippers and warm shoes, and can ship on receipt of orders.

If you have not received our catalogue, write us.

Hirth-Krause Company

Shoe Manufacturers
and Jobbers

Grand Rapids, Mich.

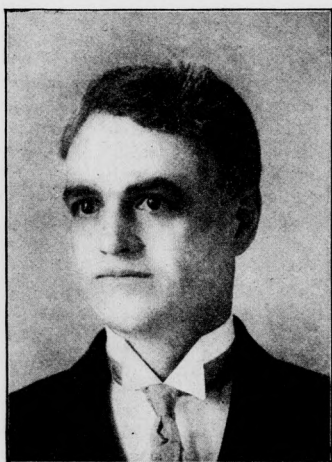
FACE TO FACE.

Some Issues Which Must Be Solved at Flint.

West Branch, Nov. 16—Arrangements are now being made for the annual convention of the Retail Grocers and General Merchants' Association of Michigan, to be held in the city of Flint on February 25, 26 and 27, 1913, and it is safe to say that this meeting is to be the most important in the history of the organization.

Each year some progress has been made towards the accomplishments of those objects for which the Association was formed but it must be frankly admitted that our possibilities are far greater than past accomplishments.

The element of foreign competition is a factor which must be reckoned



with, in the future to an even greater extent than in the past and material portion of the discussion at our forthcoming convention will, undoubtedly, be devoted to matters pertaining to the future of the individual retailer. There are innumerable ways in which, acting in unison, the grocers and general merchants of each town can better fit themselves to serve the communities in which they are located and to hold the trade in their districts against unjust competition.

The zone system of parcels post will shortly be in operation and it behooves us, as up-to-date business men, to plan ways and means by which we can utilize this legislation to our advantage, insofar as possible.

There is one object which is deserving of and should receive special consideration and that is the matter of financing the organization. The system in force in the past has not produced an adequate revenue and the officers have been handicapped for the above reason in putting into execution some of the plans which they have felt were necessary in order to increase the efficiency of the organization.

This issue must be faced squarely by the delegates and, undoubtedly, will be, for the representative men from each section of the State will be in attendance and they may be depended upon to work out a system by which ample resources will be available to perpetuate the work of this important organization.

During the next two months it is to be hoped that the affairs of the State Association will be given wide publicity and will be discussed at the meetings of the various local branches, so that the delegates will come prepared, not only to suggest plans for the perpetuation of the work but also to take steps to put these plans into operation.

Each year it becomes more apparent that a merchant who is satisfied to conduct business without co-operating with his fellow retailers is operating under a distinct handicap and that until such time as the grocers and general merchants as a class take an active personal interest in the affairs of their local and State Association, they can not expect to satisfactorily solve some of the perplexing problems with which they are now confronted.

Let us give careful thought to these issues and make our plans, no matter in what part of the State we may be located, to see that our town is well represented by the best men in our line when the convention is held in Flint on the above dates.

With an urgent appeal for co-operation from all Michigan grocers and general merchants, I beg to remain,
A. C. Neilson, President.

This Town the Best Place to Live.

James Bryce, who has tendered his resignation as ambassador from Great Britain in the United States, and one of the leading political economists of the world, in a recent address in Philadelphia declared himself an enemy of the large city.

"Great cities are an evil in themselves and civilization should, by legislation, and by setting up different ideals, encourage in their places many cities of not more than one hundred thousand population," declared the British ambassador.

The famous diplomat of England has been a close student of the evil conditions that the large cities breed and allow to continue. In his "American Commonwealth," Ambassador Bryce has shown that he is fully as well acquainted with the conditions back of our national growth as our American political writers, and when he says that large cities are an evil in themselves his words carry weight. Such assertions as these from such a high authority ought to make the rural or town resident all the more proud of the home community, knowing that it needs only a little more boosting, a little more trading at home and investing at home, to make it the best place in which to live.

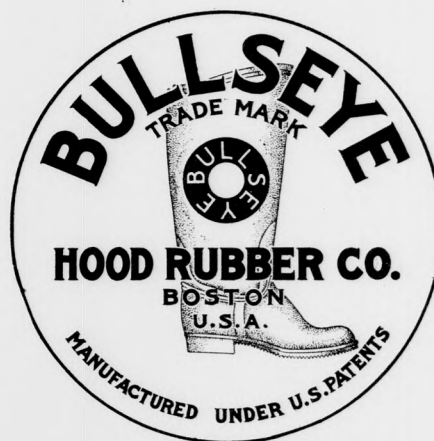
Not Quite the Same.

When I was but a shaver—
Some centuries ago,
The world was filled with holly, and fir,
And mistletoe.
My boyish blood would tingle
At the mention of the name—
There's something wrong with Christmas—
It isn't quite the same!

Ah, Time, I fear you've taken
A something in your flight,
That leaves the years less glad some,
The winter's snows less white;
The world grows bleak and colder,
There's less of fire and flame,
There's something wrong with Christmas—
It isn't quite the same!

Before you can make some men pay up it is necessary to run them down.

The Greatest Rubber Boot Trade Builder of Them All



With the White Rubber Sole.

The Agricultural Style is
\$3.25 net 30 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



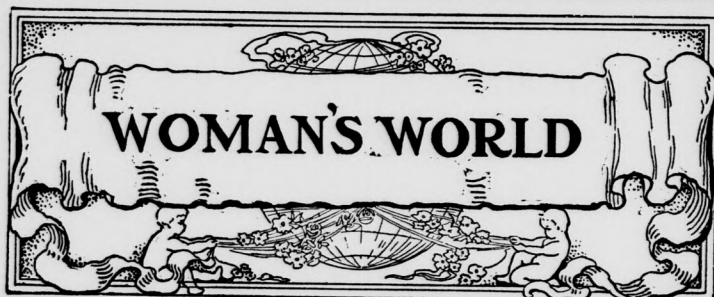
We Extend to You

And to all our friends in and out of
the shoe fraternity Christmas greetings and
our best wishes for your welfare and success.

Rindge, Kalmbach,

Logie & Co., Ltd.

Grand Rapids, Mich.



What Will Be Your Children's Memories?

We all like to think of Christmas as the children's holiday—the time when their pleasure is made paramount and that of grown-ups is subordinated; and, too, as a time when grown-ups for a brief season become children again and share in the mirth and gladness of the little ones.

With those of us who are now middle-aged what precious memories cluster about the word Christmas! Memories touched with the sacred lights and shadows of the old home life, throbbing with the heart love of earnest, self-denying fathers and mothers—we would not part with the precious recollections for any money. They go to make up the real riches of life.

Christmas in those days was not the big, elaborate, burdensome (I hate to use this word, but no milder one will answer) affair that in these later days it has become. True, father and mother planned and economized in order to fill the Christmas stockings and deck the little tree; and as we children became old enough we carefully hoarded our pennies and nickels to buy the simple gifts we so proudly brought forth from their hiding places when the night before the great day arrived; but mother was not completely fagged out with Christmas fancywork and Christmas shopping, nor father worried to death over Christmas bills. Doubtless they were healthily tired with unusual exertion, but they were not exhausted beyond the point of wholesome, hearty Christmas cheer.

None of us wish to be counted among those who prate continually of the good old times, magnifying the excellencies and minimizing the failings of the days that are gone; but down in our hearts do we not have to acknowledge that in some respects our fathers and grandfathers had the better of us? Do we not feel that for all of our increased outlay of labor and expense the boys and girls of the present time are not having really as good a Christmas as we had? We don't like to say so, we don't like to think so, but to be honest with ourselves do we not know that this is true?

A physician has made the statement that in the first few weeks after the holidays he has an unusually large number of calls from women patients suffering from illnesses that result from overwrought nerves. He attributes this to nothing else but the stress and strain of the Christmas season, especially to the long hours spent over embroidery and other kinds of fancywork—the whole system keyed to the highest pitch to get some

gift of elaborate design completed in season.

Mrs. Dalcome, who is famous among her acquaintances for her skill with the needle, has for some weeks past been working until twelve or one o'clock at night on her presents. In

presents; but they will not forget their father's long glum spell, nor can the cause of it be concealed from their sharp eyes.

Mrs. Dalcome has a seemingly reasonable excuse for her very unreasonable overwork at this season. She is "owing" a present to so many of her friends, and she can not afford to buy things she would consider fine enough to give in return for the handsome, costly gifts she has received. So she makes with her own hands.

Mrs. Rawlinson also has a plausible reason for making at this season a demand for money that seems to her husband excessive. "I want our children should have things like other people's. The girls whom Dorothy associates with are all getting furs as expensive as those I have selected for her.

The Christmas Box From Home.

When the sidewalk's lined with cedar and the holly berries gleam.
And the merry Christmas shoppers seem to form an endless stream.
And the small boy's in his glory with his nose pressed to the pane
Of the dazzling toy window where old Santa Claus doth reign.
Then it's Christmas—yes, it's Christmas—and you feel it in the air.
And you feel it in the faces down along the shopping square;
And the mistletoe and cedar lead you far and far away.
And remind you of a caller that is due on Christmas day—
A caller that will reach you no matter where you roam.
That's your good old annual visitor—the Christmas box from home!

There's a noise in the hallway and a creaking of the stair.
And up comes an expressman who looks like he'd love to swear.
His brow is almost dripping and his cheeks are fiery red.
"By jinks, it must be books, sir! It has the weight of lead!"
And you look the address over and you find it's here at last.
With half a dozen labels and a rope to hold it fast;
And it brings the breath of country to the busy, throbbing town.
With its crowning wreath of holly and its walnuts rich and brown.
And its little jars of honey all dripping in the comb—
A storehouse full of good things is the Christmas box from home!

Oh, travel-stained and homely is the country Christmas box.
As it's pushed from post to corner by the rude expressman's knocks:
But there's something sort of homelike in the little things it holds—
The golden-yellow heart cakes baked in good old-fashioned molds.
The jars of quince and apple—and you set them on the shelf.
And a little note comes fluttering. "Ma put these up herself.
Jenny sends the citron; and wear these mittens, do.
For granny sat up late at night to knit them just for you!"
By jinks! it sort of gets you, that box of little things.
And a Merry, Merry Christmas, is the message that it brings.
And no matter where you've wandered, from New York clear to Nome.
There is nothing so inviting as the Christmas box from home!

consequence she is extremely irritable. It is not inevitable that little Mary Dalcome shall associate a cross and disagreeable mamma with her memories of Christmas?

There has recently been serious lack of harmony in the Rawlinson family. Mrs. Rawlinson set out to provide the children, Dorothy and Kenneth and Irene, with gifts far more expensive than Mr. Rawlinson feels they can afford. The particular bone of contention has been the furs for Dorothy, who is a young lady just now entering society. Even in her selections for the younger children, Mrs. Rawlinson has gone beyond her husband's judgment of the fitness of things. She has come out ahead, and probably in a way the children will enjoy their

Why shouldn't she have just as good as the rest?" Mrs. Rawlinson asks, her voice thrilling with defiant maternal pride.

There it is. Why shouldn't our children have just as good as other people's children have? How many of our Christmas and our general increased-cost-of-living troubles have their root in this perfectly natural attitude of the parental mind.

Granted (what we are very reluctant to admit) that there is something the matter with Christmas just now, what can be done to set things right? No one wants the observance of Christmas to fall into decay. We could not bear the thought of losing it. The year would be too somber and gray without its spot of festive

brightness. Neither do we want to see it becoming each year more and more commercialized, more and more an occasion for the display of wealth on the part of the vulgar rich and more and more an oppressive levy on the resources of the poor and of those in moderate circumstances. How can anything be done to change the trend things seem to be taking, to give Christmas a new slant, so to speak?

It is easier to suggest a thousand reforms than to make one, easier to show the necessity for a wholesale cutting out of luxuries than to reduce our own expenses by so much as one dollar a month. Even hinting at Christmas reform is a delicate matter, but one or two very obviously needed changes may be suggested. One of them is this: If women of wealth and influence—women whose Christmas difficulties are all summed up in the fatigue of shopping, women who have the making of social customs that their less opulent sisters feel obliged to follow—if these women would render unfashionable the exchange of elaborate or expensive Christmas gifts among friends and acquaintances outside of one's immediate family, if they would make it the thing to send only some simple token of greeting and remembrance to all but one's very nearest and dearest—it would bring welcome relief to many, very many overstrained purses and overworked fingers.

And then—I wonder whether anyone will listen to so old-fashioned a preachment as this is going to be—if parents generally could arrive at the state of wisdom and good sense which would lead them to see that in spending constantly for their children more than they can afford they are training the young people to be spend-thrifts; that indulgence in luxuries that are in themselves perfectly harmless is a habit most difficult to shake off; that intelligent economy is a basic part of all sane and healthful living; then they would have the courage to use a frugality all the year round that would keep the expenditures easily within the family income. In such a state of affairs the children would be pleased and satisfied with gifts less expensive than anything that appeals to their present pampered tastes; the incessant strain and worry of trying to make one dollar do the work of two being relieved, there would be opportunity for the finer and tenderer things of Christmas; for the things which give sacred memories and precious associations; and for the cultivation of the gentle spirit of Him in whose memory we celebrate the day.

Quillo.



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.

Buying His Wife's Christmas Present.

The male shopper walked up and down the aisles of the big store looking about him with an expression of despair. He knew what he wanted to buy all right. It wasn't that. But he kept wandering about looking at the saleswomen behind the counters with all the perplexity of a dog trying to recall where it has buried a soup bone.

He stood off to one side staring intently at a busy young creature with dark bay hair behind the ribbon counter, and at last walked up within talking distance.

"Don't you suppose you can leave here for a few minutes, can you?" he began in a low tone.

"W-h-a-t!"

"I say—never mind. I can wait a minute. I'll be back."

And he rushed away to hide his confusion from the other shoppers. He did not return, but went over to another aisle and began sizing up people there, both in front and behind the counters.

Was the man bughouse? No. Just be patient and you'll hear all about it.

He kept looking and looking, and at last his gaze took in a tall young woman—reasonably young—with a bunch of small packages tucked under her arm. He walked up to her, hesitated, and then blurted: "Beg your pardon, madam, but may I speak to you for a moment?"

She gave him a look and started to hurry away, but he was obliged, having gone that far, to make good and convince her of the innocence of his motives.

"Don't be alarmed," he said, catching up with her. "I'm not trying to flirt or get fresh. Honestly, now, I'm not in the habit of speaking to women I don't know. Look me over and you'll see that I'm well-meaning enough. But the fact is you-ah, you-ah, you're just the same size as my wife—apparently! And—"

The woman gasped. "I don't see—" she began.

"Oh, but I want to ask a favor of you," went on the male shopper, more at ease now. "I've looked all over the saleswomen and the only one that would do was busy behind the ribbon counter, but you're just precisely what I need—oh, I beg your pardon, I mean you're just exactly my wife's size and can tell me what to ask for. You see, I came here to buy her a shirtwaist that she's been dropping little hints about, and now that I am here it's just struck me that I haven't the remotest idea about her size. I'm the densest person you ever saw about such things—don't even know my own waist measurement. I'm positive, though, that whatever your size is would do for her. You may be an inch taller than my wife, but that's about the only difference."

"It is a little unconventional, isn't it?" the woman smiled not unpleasantly. "Still I don't see why I shouldn't tell you that my size is—that my shirtwaists are usually size 36."

They had been walking down the aisle and were now right by the shirtwaist counter.

"I had a blue one picked out there," remarked the man, "that seemed to be about what I wanted to get, but I didn't know what size it was. See! That'n lying over there on top of that pink outfit."

"Does your wife like that shade of blue?" the woman asked significantly, after biting her lip for a moment.

"Why—er—well, of course she hasn't seen it," replied the male shopper. "Do you suppose she'd like some other color better?"

"You see," pointed out the kind woman in considerate, half sympathetic tones, "that particular shade of blue doesn't go with many other colors. Now, if I were receiving a shirtwaist for Christmas I should want a white waist. Of course your wife may have expressed a preference for some other color. No? Well, now you understand it's none of my affair—and this is certainly rather informal me helping you to select something for your wife, whom I don't even know, to say nothing of not even knowing your name—but I should think any woman would be delighted with something like this one, for instance." And she reached over to pick up one with a lot of lace and mosquito netting on the front of it.

The male person enquired the price. It was \$4 more than the blue one he had selected, but he said he would take it, and no questions asked.

"Send it out to number so-and-so such-and-such street, and—oh, that won't do. It might be delivered when she was at home and that would queer the whole thing. Better send it to my office. Thomas J. Wingett is the name, in the Pretentious Building. I'd carry it but I've got a lot of stops to make."

"Wingett," repeated the woman after hearing his name; "there's a Mrs. Wingett in our card club. You don't happen to be Alice Wingett's husband, do you?"

"I sure am," grinned the man. "She's the girl that's going to get that shirtwaist off the pine tree next Monday."

"Well, of all things," gasped the kindly disposed woman. "I don't know Alice Wingett so very well, but I've met her at the club, and it does seem funny that I should be helping her husband to pick out a Christmas present for her. My name is Cummins. I don't suppose you know my husband. He travels most of the time."

"Seems to me I've heard Alice speak of a Mrs. Cummins," says Wingett. "Er—by the way, mebbly you'd better not say anything to Alice when you see her about—about how informally we were introduced. She might think it funny. Like as not she'd think I'd been walking up and down the aisle staring at folks."

"I have a notion to tell her what you just said," gurgled Mrs. Cummins. "I guess I won't though. Seems to me the joke would be partly on me. Well, I hope Alice likes the shirtwaist."

"If she doesn't she hasn't good taste," grinned Wingett. "I certainly am obliged to you. If you can't make up your mind what to get your hus-

band let me know, and mebbly I can help you out."

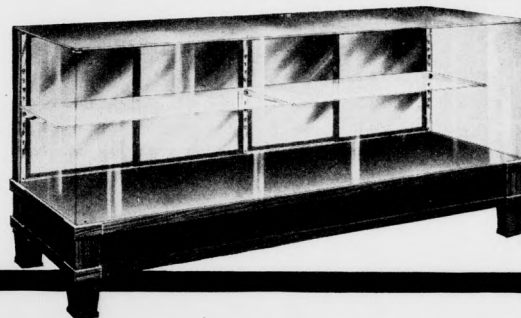
And he bowed gracefully as his new acquaintance gathered up her packages and tripped on her way.

Though doubters doubt and scoffers scoff,
And peace on earth seems still far off,
Though learned doctors think they know
The gospel stories are not so:
Though greedy man is greedy still
And competition chokes good will,
While rich men sigh and poor men fret,
Dear me! We can't spare Christmas yet!
Time may do better—maybe not:
Meanwhile, let's keep the day we've got!

Staying at home is a virtue few people try to cultivate.

GRAND RAPIDS BROOM CO.
Manufacturer of
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Both Phones
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Showing Goods Without the Usual Price Ticket.

Even in the clothing stores where a cash trade is done it pays sometimes to show goods without the usual price ticket. The omission stimulates natural inquisitiveness—that perpetual power which can be used so often to great advantage by the tradesman. A prospective customer fears less to ask about the price than about the size or quality of an exposed article, because it is a more commonplace enquiry and because he feels less risk of being expected to buy as a result of his harmless question. Yet, the simple, innocent questions which customers ask so casually, without being openly invited to ask them, often prove to be loopholes through which valuable orders are drawn. One day a passer disdained to even glance at a window full of overcoats, all plainly priced and commended by ticket. But being in the shop to buy a collar, and seeing an unticketed coat slung carelessly across the counter he, almost thoughtlessly, asked its price. The subsequent conversation caused him to invest in a coat which he otherwise would not have bought.

If the coat had been plainly marked the customer would not have asked the price of it. And if the salesman had introduced the subject himself and tried to sell the coat without any preliminary encouragement from his patron, he would have failed to do so. Because the customer was one of those not uncommon men who detest to be asked to buy. Men who hate pushfulness like poison, but are willing enough to discover their own wants. Such men are open to mild persuasion. But only when they themselves have given occasion for it. Frontal attacks on them are wasted. They are one class of those different men who require different methods. One of the broad types which are comparatively easy to recognize and to remember whilst serving. The kind that likes to lead rather than be led. Of course, they must really be led, nevertheless. But in such a way that they will not think so, but will imagine that they are doing the leading business themselves.

The principle can be extended to the window. Supposing you show a dozen men's suits, all ticketed except one. Other things being equal, the unpriced one will arouse the most curiosity and comment. All the rest being priced will excite speculation as to the price of the suit which is not marked. The omission may tempt a man to come in with his question about the unmarked suit, even when he may be secretly hankering after one of the others which are plainly priced. It gives him an easy excuse to open negotiations. The more

of such excuses you can put in people's way the better for business. Through such aids to introduction you get your chance to turn the window-gazer's curiosity to your own profit.

If you merely quote the price and let the enquirer go on his way without further comment or attempt to sell, he will thank you and promise to call again, and you will have lost an opportunity. But if you display a little polite uncertainty as to which suit is meant, yet lose no time in taking it out of the window, you greatly increase your chances of making a sale. The next step is, of course, to get your man to try on the coat whilst you are chatting easily and, not pushfully, about the newness of the cut, the superiority of the cloth, the usefulness of the color and the soundness of the workmanship. This will bring the desirable result still nearer. For, if you do not sell the particular suit enquired about, you will have learned the customer's wants and you will have earned the right and the chance to satisfy him with another suit from the window or from the stock. And, if unsuccessful in the ready-to-wear section, you have still the bespoke patterns to fall back upon from which the customer can have his pick of cloth and order clothes as regards cut and style to his own personal taste.

In making the experiment of leaving off the price card care is taken, of course, not to put the worst made, ugliest patterned suit unticketed in the foreground of the display. Nor do you leave your least saleable coat slung with studied negligence across the counter. On the contrary, you take particular pains to see that there is something very attractive and desirable about the exposed article itself. Some point or points which will be almost certain to excite interest and comment. It is the nature of man to ask questions about what pleases his eye, but yet does not immediately and completely satisfy his curiosity. You can think out best for yourself what precise garments will best answer this purpose in your own particular business. The idea is to get your man to express his views, on the vantage ground of your shop floor, where you can learn his wants and meet his objections. Then you have a chance to show and sell the thing that suits him before his interest has had time to cool. This does not necessitate pressure to buy, which is always a dangerous proceeding in attempting a sale. You can lighten your selling talk with cheerful anticipation rather than load it with dangerously obvious anxiety. Your chat will then be far more powerful than mere pressure, provided it is vitalized

and barbed with the right suggestions. —Clothier and Furnisher.

Ready Responses to the Appeal of M. K. of G.

Port Huron, Dec. 16—I note what you say in your letter of Dec. 11 and I assure you it gave me pleasure and encouragement to read it. I am getting many such letters from the boys and it gives me a feeling of pride to know that I am a member of an organization composed of such men. I am enclosing several letters which speak for themselves. If, in your judgment, they should be published in the Tradesman, do so. They may have a stimulating effect upon some of the members.

W. J. Devereaux, Sec'y.

The letters above referred to are as follows:

Chicago, Dec. 12—It is a pleasure for me to meet this "special," as in so doing I feel I am promoting the object of our association. It is a fine thing to feel that one can reach out through an association like ours and assist the family of an associate, if not a friend. M. B. Rice.

Athens, Dec. 13—I am enclosing my check for \$5, as per request. I wish to state that I have had a stroke of paralysis and am working on a none too large salary, but trust I am in better shape financially, than some of the widows and children of the deceased brothers. M. J. Wood.

Athens, Dec. 13—Enclosed herewith find my check for \$5 in answer to your special appeal of Dec. 10. Am very sorry to see so many deaths in the order and I hope the members will come across promptly and wipe this indebtedness off the slate immediately. I wish the order the success it deserves. C. L. Wood.

Kalamazoo, Dec. 12—I am in receipt of your circular letter issued by the President, Secretary and Finance Committee of the Michigan Knights of the Grip, embodying a very worthy appeal, and I take pleasure in enclosing my check for \$5. I do not ever remember of paying \$5 more cheerfully than this to keep the grand order of the Michigan Knights of the Grip gliding smoothly on doing its noble work. It is fitting at this time of the year that we stop to consider how much pleasure it affords us to lend a helping hand to those dear ones left by our departed brothers. Post K,

of Kalamazoo, is doing everything possible to make the convention of Dec. 27 and 28 a success and we want to see everything cleaned up in the way of death claims for the new year.

John A. Hoffman.

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 here Tomorrow
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TWO
FACTORIES.
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For Ladies, Misses and Children

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Plush Robes.....	\$1.75 to \$25.00
Fur Robes	7.25 to 100.00
Auto Robes	3.00 to 16.00
Tonneau Robes	6.00 to 9.00
Steamer Rugs, 60 x 80 inches..	4.50 to 10.00
Riding Saddles.....	4.00 to 35.00
Riding Crops.....	1.25 to 5.00
Bridles	1.50 to 18.00
Coach Whips	1.00 to 6.00
Driving Whips.....	.10 to 15.00
Carriage Heaters.....	1.25 to 4.00
Fur Coats.....	16.00 to 40.00
Fur Gauntlet Gloves.....	2.25 to 10.00
Fur Gauntlet Mittens.....	2.00 to 4.00
Foot Muffs.....	4.00 to 6.00
Puttees	2.00 to 3.50
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Sleigh and Swede Bells.....	.50 to 5.50

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IF YOU WANT Christmas Goods Quick

Telephone at our expense

Citizens 4377

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Wholesale Dry Goods

Grand Rapids, Michigan

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Lansing has been selected as the site for the distributing branch of the John Deere Plow Co., through the activity of the Chamber of Commerce of that city.

Part of the American Electric Fuse industry at Muskegon has been revived in the incorporation of the American Enameled Wire Co. Machinery is being installed by the new industry.

The Rapid Railway Co. will double track its line between Detroit and Mt. Clemens and eventually will lay double tracks through to Port Huron.

Building operations continue active at Battle Creek.

The Kalamazoo Sanitary Package Co. has bought a site for a new factory at Walbridge and Parsons streets and will build a two-story plant, 50x150 feet.

The Kalamazoo Commercial Club is urging the passage of the State law licensing itinerant vendors.

Alma has installed a new electric lighting system in the business district and telephone poles are soon to be removed.

An electric road between Petoskey and Cheboygan is being considered.

The Improvement Association of Owosso favors the boulevard system of street lights for that city.

The union passenger station at Alma is being remodeled and improved at cost of \$5,000.

Among the things that Mayor-elect Marx of Detroit stands for are municipal ownership of the street railway system and three cent fares, civil service for all city departments, municipal hospital, municipal lodging house, larger parks and more playgrounds.

An electric road from Fennville to Saugatuck and Douglas is being talked of and members of the Lake Shore Club are confident that cars will begin running by June 1 next.

Contracts aggregating \$256,000 have been let for the new power house of the University of Michigan at Ann Arbor.

Blotters have been printed by the Benton Harbor-St. Joe Railway Company, with pictures of accidents and words of advice to children, which are being circulated in the twin cities, in a campaign intended to reduce the number of accidents.

Marquette has adopted an ordinance relative to inspection of meat and regulating the slaughter of cattle.

Benton Harbor is considering plans for a garbage reduction plant.

The City Council of Battle Creek has voted to purchase 2,500 tons of coal, to be sold at cost by the city to local consumers. While the Supreme Court has ruled that a city may not engage in the coal business, it is argued in this case that the coal is to be bought in the interests of public health, which is jeopardized by the scanty supply and high prices.

Ludington has petitioned the Pere Marquette for a new passenger station in the downtown district.

Battle Creek is looking into the cost of a garbage reduction plant.

Farmers who trade at Pontiac have

asked the Commercial Association for hitching posts.

Jackson has secured a Chicago woman of wide experience as secretary of its Organized Charities.

An agricultural school lasting five days will be conducted at Hastings by professors of the Agricultural College, beginning January 13.

Manchester has lost its canning factory, the plant having been sold to Adrian parties and will be shipped there.

The re-organized Board of Commerce of Ann Arbor will try to secure the convention of the Michigan State Teachers' Association next fall.

Work on Detroit's new \$3,000,000 art center will begin early next spring. The buildings will front on either side of Woodward avenue, between Kirby and Farnsworth, and will cover an area more than twice the size of Grand Circus park.

The Lakeside Board of Trade, Muskegon, has plans for a 10 mile boulevard from the heart of the city through Lakeside to Lake Michigan and a bonding proposition of \$100,000 will probably be voted on in the spring.

Kalamazoo has taken steps toward converting the block bounded by East avenue, Mill, Cleveland and O'Neill streets, into a city park.

Bay City will expend \$20,000 in improvements at the electric lighting plant and will engage an expert to give his advice regarding the wise expenditure of this money.

A campaign of two days brought the membership of the Saginaw Y. M. C. A. up to 928.

Quincy has bought a new dynamo for the city lighting plant and will now be supplied with both day and night current.

The Battle Creek Board of Health has declared that the city's present method of disposal of garbage is a menace to public health.

The Agricultural College will conduct a school for farmers at St. John's, December 16-21.

The annual banquet of the Marshall Board of Commerce will be held January 9.

Sparta has turned on the electric lights again, after being in darkness nearly a year, or since the burning of the plant last winter.

Hastings has been hoping and praying for a new Michigan Central passenger station for years, but the chances for immediate relief are mighty slim now. The great corporation has painted the old building a pea-green color, thereby preserving the old relic some years longer.

There will be a corn and potato exhibit in connection with the poultry show at South Haven this week.

The Otsego Commercial Club will give a banquet January 20, in honor of the foot ball and base ball teams of the city.

The Detroit Board of Commerce will work this year for better transportation facilities, entry of the Pennsylvania road into Detroit, reciprocal demurrage and better freight service, development of small industries, location of new industries and development of export trade.

Almond Griffen.

Mail Order Inconquities.

Did you ever see an animal in a circus that looked quite as clean, quite as big and quite as ferocious as it did on the posters? Do you expect that any article in a catalogue is going to look as perfect as the illustration? If the quality is not as high as you thought it would be, is the price as low as you expected?

If you get something from a mail order house, better take it home up a back street. You might meet some neighbor who has done something to make this town a better one for you to live in.

There are some wise people who will not buy a horse until they have looked at its teeth and felt of its legs; and then they buy a harness for it from a picture that they see in a catalogue.

Bad will be the day for every man when he becomes absolutely contented with the life that he is living, with the thoughts that he is thinking, with the deeds that he is doing, when there

is not forever beating at the doors of his soul some great desire to do something larger, which he knows that he was meant and made to do because he is still, in spite of all, the child of God.—Phillips Brooks.

The less advice a man has to give the more listeners he will have.

Only a misguided person would attempt to pull a wooden leg.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

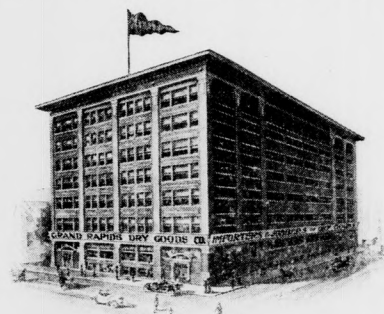
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TRACE Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.

WE will carry a complete line of Ladies' Vests and Union Suits in "Cumfy Cut" Underwear, for spring 1913, and kindly solicit your business for same.

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Public Seating

Exclusively



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

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

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

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PHILADELPHIA



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. Hurd, Davison; H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

Reporting Progress On the Hotel Sanitation Measure.

Coldwater, Dec. 16—I have noticed with more than passing interest the beautiful bouquets thrown at me by D. F. McClure, Assistant Secretary of the State Board of Health, also the kindly comments on matters of general interest on the part of Brother Ura Donald Laird and only regret that I am not in a position to appease their craving appetite in the matter of legislation by submitting a detailed copy of the proposed bill on hotel sanitation. It would be unjust and, perhaps, disrespectful of me to submit this bill through the columns of your journal without first submitting same to my colleagues on the Committee and Grand Counselor John Quincy Adams, as well as the many members of both houses of the Legislature who are taking so kind an interest in our welfare. I think I can safely say, however, that this bill will have the O. K. of all those directly interested in it, as well as the Attorney General, in sufficient time to submit it to your readers in your issue of the Christmas number of your journal.

That this bill will, undoubtedly, be a disappointment to a great many is no question in my mind, as it is a foregone conclusion, as expressed by the Powers Behind the Throne, that a bill drafted to suit the taste of everybody or even to attempt to satisfy those so kindly offering suggestions would mean a measure that would simply be impossible to gain a respectful hearing in the Legislature. To be brief, in this regard my attention was recently called by a member of the Legislature to the fact that in the building of the great highways throughout this country, the contractor first establishes his grade before attempting to complete a highway; so it is with this Committee. There are many things we should like to have

included in this bill which, if included, would place it in a position where it would never be reported out of the committee. As it is we believe we have a measure that will appeal to every just and fair minded member of the Legislature, to which he can give his support without having any apologies to make to his constituents.

The suggestions contained in the article of Brother Laird in the issue of Dec. 11 are only one or two of the strong features which appeal to the average traveling man as requiring some attention from whatever source the authority may come, but it would be a hard matter for the members of this Committee or the commission under which our bill will be operated to establish a fixed rate for lodging and meals, to say nothing of the bath, and the only remedy in sight at this time is to give these hotels a wide birth and in place of feeding at a 75 cent or \$1 a meal hotel, put your feet under some respectable lunch counter and take your bath at home. It is only a question of time when the grafting hotel man will see his mistake. It would also be impossible for this Committee to suggest to the commission that there be appointed to the office of Hotel Inspector some man qualified to pass judgment on the conduct of cooking and housekeeping beyond the point of sanitation.

We have our pure food laws; we have our sanitary laws; we have the laws over which the Labor Commissioner has jurisdiction; also the laws governed through the good offices of the Insurance Commissioner. All these will be taken care of by virtue of our bill being operated under the commission composed of these various departments.

John A. Hach, Jr.

Juicy Jottings From Jackson Council.

Jackson, Dec. 16—Saturday evening was an important one for Jackson Council, No. 57. Five candidates were initiated. Grand Counselor John Quincy Adams and Deputy Grand Counselor John A. Hoffman paid us visits and the Ladies Auxiliary served a banquet. This meeting was the last one to be held in the present rooms, for after January 1, we will be located with the Odd Fellows in their beautiful new temple on Jackson street. There was a large attendance to witness the initiation and the officers brought much credit to themselves in the impressive way they filled their various stations. At the banquet Brother Frank L. Day presided in his usually easy and capable manner as toastmaster. Senior Counselor Nelson Eddy was first called upon and in a few well-chosen remarks expressed our appreciation in having

Brothers Adams and Hoffman with us from the Grand Council. Brother Eddy is doing much hard and effective work for our Council and is showing himself tactful in uniting our members for a record year. Grand Counselor Adams told our Council many nice things and also made it very apparent in his remarks that he is the man on the job in the way he is handling the affairs of our Grand jurisdiction, for he is a master of details and not afraid to work. The same could be said of Deputy Grand Counselor Hoffman. Brother Hoffman has always been admired by Jackson Council and perhaps no one in Michigan has been more faithful for many years in working for the attainment of higher standards for the traveling man than he has. Mrs. Beals, President of the Ladies Auxiliary, had a sparkling and pleasing response when called upon by Toastmaster Day and Mrs. Ralph Howell added much to our entertainment in giving a vocabulary from Webster's and other dictionaries. Brother George Pierce, a member of Grand Rapids Council (but soon coming to us), showed himself to be a speechmaker and an ardent believer in U. C. T. ism. We are looking forward to many more big meetings and happy social gatherings during the winter months.

Brother S. E. Lewis, conductor of No. 57, was unable to be present, being confined to his home on account of sickness. We hope he will soon be out again in his usually good health.

Brother James McKee, a resident of this city but a member of Hillsdale Council, attended this meeting, the first one he has attended for ten years. We think he will not stay away that long again, according to his own remarks.

Grand Counselor Adams visits his own Council next Saturday evening in company with Deputy Hoffman, when you may expect a rousing time, for we understand that Battle Creek Council is some admirer of John Quincy Adams.

It means more to be a Grand Counselor to-day than ever before. In fact,

it means more to hold any office in this organization now than previously, for the period of growth and attaining members is changing into one of working out some of the big things declared for in our constitution. May we have more men like Adams, Hoffman, Hatch, Richter, Hammell and many others whose names can not be mentioned now. Spurgeon.

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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.

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REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



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Beware of Imitations. For Particulars Ask for Sample and Booklet.
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H. M. REYNOLDS ASPHALT SHINGLE CO.
 Original Manufacturer, GRAND RAPIDS, MICH.

News and Gossip Around Grand Rapids.

Grand Rapids, Dec. 16—Another of 131's dances has gone down into history and will be long remembered. This dance was a leap year affair and was held in the Knights of Columbus hall last Saturday night. One of the largest crowds that ever attended a regular season dance was on hand and all had a fine time. The ladies took full charge of the programmes and selected their partners. Oh! we con-ceited men. How it did flatter us to have the ladies ask us for a dance, serve us ice and see that we had an enjoyable evening. Too much cannot be said about how well the ladies did all the above mentioned things. Too bad we cannot have another leap-year ball again for four more years. Tuller's orchestra furnished the music.

E. C. Miller, of Grand Rapids, a member of 131, and Miss Nina Fay Noret were married Saturday, November 23, at Hart. The wedding was one of the prettiest ever witnessed in Hart. Mr. and Mrs. Miller will reside at 305 North James street, Ludington. Mr. Miller has gone into business at Ludington and is doing fine. 131 wishes them much joy.

It is rumored that Peter Fox chased a big troublesome gander off his front porch recently. Ask Mr. Fox to tell you about it. It is great.

Mrs. C. F. Aupperle has been ill for a few days. She was unable to attend the leap year ball.

After the dance Saturday night F. H. Buck gave a little party in his apartments at the Cody Hotel. Those in attendance were Mr. and Mrs. R. M. Richards, Mr. and Mrs. P. H. Fox, Mr. and Mrs. L. D. Lawton, Miss Dora DuBois, Francis Charles Mooney and W. L. Fox. Mr. Buck is a fine host and the party was greatly enjoyed. Mr. Buck will leave in a few days for Cleveland, where he will spend Christmas with his wife, who is there on account of the illness of her sister. Mr. and Mrs. Buck will be back sure for New Year's eve.

All your Christmas presents bought yet?

Walter Ryder is behind the counter for the Jarvis Co., helping them out during the holiday rush.

The members of 131 are sure being good, as but few items are coming in for these columns.

Every Monday morning 600 to 700 traveling men pass through the doors of the union depot, purchase tickets and then show the pasteboards to the gate man and are then directed to their trains. The trains on the different railroads begin leaving at 6:45 and at varying intervals until 8 o'clock. During this hour and fifteen minutes the depot is a scene of bustle. The traveling men and visitors to our city have to get to the window and secure their tickets. It takes some time to do that. In many cases people have been known to miss trains because they were unable to secure a ticket before the train left. Of course, if you see that you are not going to have time before your train leaves, you can tell the police officer in charge and he will take you to the head of the line, which is always a

long one. Remember you have to show a ticket before you may go through the gate to the trains and if you have baggage to check you have to do some tall hustling. I am not trying to tell the railroad officials how to run their railroads, but it seems as though something could be done to give one time enough to do the required things without a lot of worry. Why not open the down-town ticket office earlier? That would help some. Since the ticket office has been opened in the Morton House, it is said the agents there complain that the traveling public does not use that means of securing a ticket enough. How can they? The office is not opened until 8 o'clock—too late for one to purchase a ticket and catch an early train. Perhaps a little extra help at the ticket windows on Mondays and holidays would help. The ticket sellers on duty do the best they can, but they are working under a handicap when a rush comes. A little better service to regular patrons is all that is asked. Please get busy, railroad officials, and start something. F. C. Mooney.

Honks From Auto City Council.

Lansing, Dec. 16—Our Ladies Auxiliary is growing. Four new members were received at the meeting last Wednesday at the home of Brother and Mrs. W. C. Dudley. The next meeting will be held January 8.

One of our counselors reports a generous supply of individual towels at the Bailey House, in Ionia, but other conditions remain the same.

Brother John Himmilberger has been troubled with rheumatism for the past week and, following the advice of some humorously inclined persons, purchased and wore a metal finger ring said to possess a curative influence over this ailment, but so far it has failed to do the work. Better get a snake skin, John.

Brother Ward Hill will again represent the Lansing Bridge & Iron Co., commencing April 1. He expects to cover a greater portion of his territory with an automobile.

Brother J. C. Saunders and M. E. Sherwood, two prominent members of our Council, have finished their year's work and will be at home until after January 1. Brother Sherwood says the indications for 1913 business in the paint line promises to excel any season since he has been mixed up with it.

We are thoroughly convinced that there are several hotels in this State which are able to make a reasonable profit on the amount invested and, without the aid of a bar, furnish the travelers individual towels, well cooked meals, clean and comfortable beds and keep their rates at \$2 per day. Among which are the Donovan House, at Morenci, the Hotel Harvey, at Constantine, the Phelps, at Greenville and the Columbia, at Kalamazoo. Give us a little time for the rest.

We are reliably informed that a certain farmer living near Marcellus wanted to buy an article kept in stock by one of the local merchants, but objected to the price which was slightly above quotations in a Chicago mail

order catalogue. The merchant agreed to extend the farmer credit, if necessary, but still he wouldn't buy. Finally he borrowed the amount from this same merchant and sent a money order to the Chicago house for the goods.

We notice in last week's issue some comments concerning the Taylor House, at Shepard, which calls to mind an incident which happened there one evening last summer, when the wife of young Mr. Walker asked him for money. The request was refused in a very disrespectful manner and in tones which the guests could not help but hear. One of the guests, not used to hearing such language addressed the gentler sex, commented upon it, and for doing so promptly received a severe jolt on the jaw from this "bully," but the matter didn't really end with this. A certain member of Auto City Council who happened to be present, who has just enough Irish in his make-up to enjoy a seance of this kind, promptly and properly avenged the injured brother. With such scenes as this and insanitary conditions, is it any wonder the house is not liberally patronized?

Brother F. A. Donahue, who sells flour for the Thoman Milling Co., has moved from Lansing to his farm just east of Lennon, Shiawassee company, and thereby hangs a tale. Brother Donahue's father settled on this farm in 1857 and for several years worked in Flint during the winter months when nothing could be done to any advantage in the way of clearing up the land. It was during one of these winters at Flint that Frank was born. When he was 13 years of age his father died, leaving him to care for his mother and two sisters. He was handicapped in many ways, but buckled down to hard work and succeeded better than many of the "grown ups." With considerable pride he tells how he trained every steer calf to haw, gee, and come under the yoke. He had a good yoke of oxen to sell nearly every year, besides keeping the very best, with which he finished clearing the 80 acre farm he now treasures so highly. At the age of 16 he planned and built the then largest barn in the township, against the friendly advice of well meaning neighbors. A few years later he built still larger and then had the satisfaction of hearing them admit the wisdom of his ways. After building a fine large house, and planting many shade trees, which have since grown to be things of comfort and beauty, he left the farm with all necessary tools and stock free from debt, in the care of others, for the support of his mother, and entered the commercial life for himself. Five years ago he bought the farm outright, giving his mother a life lease. Two years ago this highly respected lady passed away and since then, until recently, Frank has employed a tenant, but as this was not entirely satisfactory, he has decided to live there himself. Mrs. Donahue and their son think there is nothing in the world like this beautiful farm. An invitation is extended to every member of our Council to

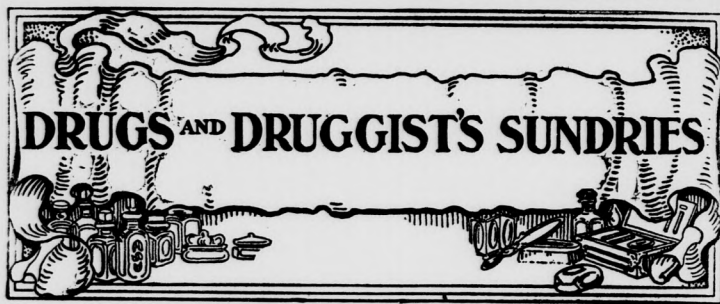
visit this farm whenever at Lennon and get a good drink from Brother Frank's cider barrel. H. D. B.

The Tradesman is in receipt of a letter from H. P. Goppelt, chairman of the Finance Committee of the Michigan Knights of the Grip, stating that the responses to the appeal published in the last issue of the Tradesman have been very generous. The Tradesman is very glad indeed to learn this, because it confirms the opinion expressed in last week's paper that there would be very few members of the Knights of the Grip who would default in the present emergency. Seventeen unpaid death claims are in the hands of the Board of Directors. Twenty claims have been paid so far this year and the seventeen cannot be paid without the collecting of the special assessment of \$5 on each member. There is no reason why any member should hesitate paying this money. He is morally responsible, if not legally liable, to meet the issue and it would certainly be a wonderful tribute to the traveling men as a class and the Knights of the Grip as a fraternity, if every member of the Michigan Knights of the Grip sent in his check without quibble or controversy.

Jacksonville (Florida) Times: Louis H. D. Baker, of the Cartercar Company, with general headquarters in Pontiac, has arrived in the city to assist in placing the 1913 product of his factory before the public and will remain in this state indefinitely. Mr. Baker is one of the best known men in the automobile field and is sure to be a big help to the local dealers in putting the Cartercar where it belongs. Mr. Baker, formerly acted as state manager of the states of New York and Massachusetts and it was greatly due to his work in that field that made the Cartercar one of the most popular in that section of the country. This car is handled in this territory by the Merrill-Stevens Company and the sales department is looked after by Mr. Snow, who has made a good record since going with this firm. As soon as Mr. Baker gets everything in and around Jacksonville he will make a tour of the state.

The Tradesman still hopes that a considerable number of the 115 members of the Michigan Knights of the Grip who reside in this city will go to Kalamazoo a week from Friday morning to attend the annual meeting of the organization, which occurs on December 27 and 28. So far, no concerted action has been taken in the matter, but there is yet plenty of time to get together and arrange for an attendance that would be in every way representative of the growth and development of the Second City.

Post A, T. P. A., has 108 members and it is expected that at least fifteen more members will be added this month. The Detroit members of the T. P. A. are getting ready to organize Post B in that city. The organization appears to be gaining ground in all parts of the State where an effort is being made to increase the membership.



Michigan Board of Pharmacy.
 President—John J. Campbell, Pigeon.
 Secretary—W. E. Collins, Owosso.
 Treasurer—Edwin T. Boden, Bay City.
 Other Members—E. E. Faulkner, 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. Cochran, 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.

Some People Who Come to My Store.

There comes creeping into my dose-and-price-crowded memory the beautiful spring morning when all the feathered warblers of nature were doing vocal stunts in the trees that would make even a slave to pills and powders chirp up and feel that the privilege of staying on earth and working nineteen hours per diem was a happy one. I gingered up, took a fresh grip on life, and decided to clean up everything around the store that even looked like work. I could feel vitality bristling from every pore. I entered the store, where the porter had everything shining like a sixty-cent stage diamond, I hurriedly entered the secluded precincts of my quiet little office and tackled the morning mail with all the vivacity of the proverbial duck that is reputed to have picked up speed when he spied a Junebug.

I had ripped open about one envelope bearing the pink stamp and a picture of the father of American liberty when there appeared, among the fumes of phenol and iodoform that were circulating in and out of my business boudoir, a tall, distinguished looking individual, wearing one of those shiny alpaca coats, an innocent looking white lawn tie, and a bunch of vines on the point of his chin. He looked the part of a Chautauqua warm-wind warbler who is strong on handing out cute sentences at the summer encampment at Boulder to the usual gathering of feminine freaks who have no chickens or children of their own and no mission on earth except to peek around in sad raiment and pant for higher life.

This particular consummation of the Darwinian theory quickly acquainted me with the fact that he was amb-

ling up and down the earth in the interest of suffering humanity and the Skinnem Life Insurance Co. of New York, who were at present writing a contract that was simply something unheard of in the matter of benefits to the assured. It was a double-action, six-cylinder, high-g geared, quadropneumatic, reciprocating policy, absolutely incontestable, and for an additional assessment of ten cents down and ten cents a week, payable at the company's office in New York, the hereinaforementioned company agrees to see that the assured gets by St. Peter at the gate. He was gasping for breath and fishing for his fountain pen to show me where to put my name when I gave him three seconds to evaporate.

The next disturber of my peace and dignity as an American commercial enthusiast was one of those love-dove little feminine confections, with an elegant assortment of hand-made blushes and high-priced hair enough to make the bearded lady in the museum dissatisfied with her job. She cast a scared glance in my direction, her lip did a tremble act perfect from long practice when she threw her talk factory in gear, and I began to absorb the intelligence that she was selling a book that should be in every home, an exhaustive treatise on every subject, from French-fried potatoes to foreign missionaries, with a goodly bunch of polished narrative about how to manage a husband, also how to endure life though married past the aid of divorce court; and, best of all, this rare volume bound in limp calf in any color from picnic pink to the dull-dark-brown that you taste in the cold gray dawn of the morning after, only fourteen dollars.

It was here that my powers of endurance flunked on me, and every bit of bad temper and the fighting blood of my Southern ancestry were aroused. However, I decided not to murder her or drown her in her own blood, so I informed this ninety-pound consignment of human persuasion that I would buy one of these books, but I'd not buy two. She smiled one of those don't worry smiles as she crammed the heavy end of my twenty-dollar bank lithograph into her overgrown hand-bag, and flitted out, saying she hoped I'd be pleased with the work.

Again thinking I was monarch of all I surveyed, I pounced onto the letter on top of the pile and swore I would peruse its contents if the house was bombarded with heavy artillery. Presently there came a timid knock on my door, to which I did not respond. Then came a louder one, and then I

thought surely the world was having its finish and quickly opened the door, fully expecting to meet the recording angel who was ready to check me up, but was surprised to meet my young hopeless, aged five, who had been assailing my door with a box opener and who said, "Dad, 'can't you hear nuffin, it's dinner ready," whereupon I realized that another half-day had gone glimmering into the forever gone past. This, among a million or two instances, proves to yours truly that when a knight of the tile and spatula says he will or will not do certain things he is either dippy or a prevaricator of the most abandoned type, and take it from me nobody on earth knows humanity who has not met and interviewed some people who come to my store. W. H. Cousins.

Souvenirs That Drew the Crowd.

A druggist recently held a two-days souvenir sale. He gave a cardboard fan bearing his imprint to every lady, whether she bought anything or not. He gave a globe and two goldfish to every purchaser of a twenty-five cent jar of his cold cream. He gave a cigar lighter with every purchase of

a dollar's worth of cigars. He gave a cup and saucer with every sale of fifty cents' worth of stationery. He gave a bon bon dish, an orange spoon, or a belt buckle with every box of fifty or sixty cent candy. Every purchase of 25 cents' worth of anything not drawing any other premium got a coupon good for a five-cent drink at the fountain. There were several other premiums. His sales for the two days were \$995. His premiums cost him \$125. This was about 12 per cent. of his gross income. His prices were not cut. His average yearly sales are \$12,500. Didn't he make money? The advertising of the sale cost him \$13. And that advertising will have its effect for months. But he won't depend on that—he will soon hold another sale.

Many things may come to the man who waits, but better things come to the chap who waits on himself.

The worst that your neighbor does often seems better than the best you can do.

A little tip will often cure a waiter of deafness.

"The Public Be Damned"

PRIVATE

December 1st.

Dear Sir:

The season is approaching when zealous expressmen make a distinction between regular patrons and those who, as agents of Santa Claus, appear but once a year, which distinction is displayed by a forgetfulness of the Classification and obtaining a little higher price than would be charged the regular shipper. The same zeal for increasing the Company's revenue spreads to other representatives than those at the receiving-counter. In the past, a smart transfer-clerk has been able to save his salary through watchfulness. An old transfer-clerk of a connecting Company has been known to recognize the distinction above referred to, and has displayed his knowledge through the exaction of a greater prepay from the transfer point to destination than the classification card of his Company required. In this connection, it would be well to caution agents at transfer points that, while they are looking out for more revenue, they can protect that which has been obtained, through a careful scrutiny of the charges of connecting Companies for completing transportation.

Yours truly,

Manager Adams Express Co.

This letter was issued by the Adams Express Company, first in 1897 and repeated in other years, either literally or in substance. The practices suggested are still in vogue, though doubtless without official consent or encouragement. But the above letter is still remembered in the express world and alluded to with smiles. Its spirit has never died out entirely.—American Magazine.

WHOLESALE DRUG PRICE CURRENT

Acids			Cubebs	@4 50	Digitalis	@ 60
Acetic	6 @ 8		Erigeron	@2 50	Gentian	@ 60
Boric	10 @ 15		Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	24 @ 28		Hemlock, pure ..	@1 00	Gualac	@ 60
Citric	45 @ 50		Juniper berries ..	@1 25	Gualac Ammon. ..	@ 70
Muriatic	1 1/2 @ 5		Juniper Wood	40 @ 50	Iodine	@1 00
Nitric	5 1/2 @ 10		Lard, extra	85 @ 1 00	Iodine Colorless ..	@1 00
Oxalic	13 @ 16		Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/2 @ 5		Lavender Flowers ..	@4 00	Iron, clo	@ 60
Tartaric	38 @ 42		Lavender Garden ..	85 @ 1 00	Kino	@ 75
Ammonia			Lemon	@2 50	Myrrh	@ 60
Water 26 deg. ..	6 1/2 @ 10		Linseed, boiled bbl ..	@ 45	Nux Vomica	@ 50
Water 18 deg. ..	4 1/2 @ 8		Linseed, raw less ..	48 @ 52	Opium	@2 00
Water 14 deg. ..	3 1/2 @ 6		Linseed, bbls.	@ 44	Opium Camph. ..	@ 75
Carbonate	13 @ 16		Linseed, boiled less ..	49 @ 53	Opium, Deodor'd ..	@2 25
Chloride	12 @ 15		Mustard, true	50 @ 60	Rhubarb	@ 75
Balsams			Mustard, artif'l ..	2 75 @ 3 00		
Copaiba	70 @ 75		Neatsfoot	80 @ 85		
Fir (Canada) ..	1 00		Olive, pure	2 50 @ 3 50		
Fir (Oregon) ..	25 @ 35		Olive, Malaga,			
Peru	2 20 @ 2 40		yellow	1 50 @ 1 60		
Tolu	1 25 @ 1 40		Olive, Malaga, ..			
Berries			green	1 50 @ 1 60		
Cubeb	65 @ 75		Orange, sweet	3 50 @ 4 00		
Fish	15 @ 20		Organum, pure	1 25 @ 1 50		
Juniper	6 @ 10		Origanum, com'l ..	50 @ 75		
Prickly Ash ..	40 @ 50		Pennyroyal	2 25 @ 2 50		
Barks			Peppermint	@3 75		
Cassia (ordinary) ..	25		Rose, pure	16 00 @ 18 00		
Cassia (Saigon) ..	65 @ 75		Rosemary Flowers ..	90 @ 1 00		
Elm (powd. 25c) ..	25 @ 30		Sandalwood, E. I. G ..	25 @ 65 50		
Sassafras (pow. 30c) ..	25 @ 30		Sassafras, true	80 @ 90		
Soap (powd. 25c) ..	@ 15		Sassafras, artif'l ..	45 @ 50		
Extracts			Spearment	6 00 @ 6 50		
Licorice	24 @ 28		Sperm	90 @ 1 00		
Licorice powdered ..	25 @ 30		Tansy	@4 00		
Flowers			Tar, USP	25 @ 35		
Arnica	18 @ 25		Turpentine, bbls. ..	46 @ 52		
Chamomile (Ger.) ..	25 @ 35		Turpentine, less ..	@5 00		
Chamomile (Rom.) ..	40 @ 50		Wintergreen, true ..	@5 00		
Gums			Wintergreen, sweet ..			
Acacia, 1st	40 @ 50		birch	2 00 @ 2 25		
Acacia, 2nd	35 @ 40		Wintergreen, art'l ..	50 @ 60		
Acacia, 3d	30 @ 35		Wormseed	@6 00		
Acacia, Sorts	@ 20		Wormwood	@8 00		
Acacia, Powdered ..	35 @ 40					
Aloes (Barb. Pow) ..	22 @ 25		Potassium			
Aloes (Cape Pow) ..	20 @ 25		Bicarbonate	15 @ 18		
Aloes (Soc. Powd.) ..	40 @ 50		Bichromate	13 @ 16		
Asafoetida	1 00 @ 1 25		Bromide	40 @ 50		
Asafoetida, Powd. ..	@1 50		Carbonate	12 @ 15		
Camphor	55 @ 60		Chlorate, xtal and ..			
Gualac	35 @ 40		powdered	12 @ 16		
Gualac, Powdered ..	40 @ 50		Chlorate, granular ..	16 @ 20		
Kino	@ 45		Cyanide	30 @ 40		
Kino, Powdered	@ 45		Iodide	2 85 @ 2 90		
Myrrh	@ 40		Permanganate	15 @ 20		
Myrrh, Powdered ..	@ 50		Prussiate yellow ..	30 @ 35		
Opium	8 00 @ 8 25		Prussiate, red	50 @ 60		
Opium, Powd.	9 00 @ 9 25		Sulphate	15 @ 20		
Opium, Gran.	9 25 @ 9 45		Roots			
Shellac	25 @ 30		Alkanet	15 @ 20		
Shellac, Bleached ..	30 @ 35		Blood, powdered ..	20 @ 25		
Tragacanth	1 00 @ 1 25		Calamus	35 @ 40		
Tragacanth, Pow 60 ..	@ 75		Elecampane, powd ..	15 @ 20		
Turpentine	10 @ 15		Gentian, powd.	12 @ 15		
Leaves			Ginger, African			
Buchu	1 85 @ 2 00		powdered	15 @ 20		
Buchu, Powd.	2 00 @ 2 25		Ginger, Jamaica ..	20 @ 25		
Sage, bulk	18 @ 25		powdered	22 @ 28		
Sage, 1/4s Loose	20 @ 25		Goldenseal, powd. ..	@6 50		
Sage, Powdered	25 @ 30		Ipecac, powd.	75 @ 80 00		
Senna, Alex.	25 @ 30		Licorice	12 @ 15		
Senna, Tinn.	15 @ 20		Licorice, powd.	12 @ 15		
Senna, Tinn, Pow. ..	20 @ 25		Orris, powdered	20 @ 25		
Uva Ursi	10 @ 15		Poke, powdered	20 @ 25		
Oils			Rhubarb	75 @ 1 00		
Almonds, Bitter, ..	6 00 @ 6 50		Rhubarb, powd.	75 @ 1 25		
Almond, Bitter, ..	@1 75		Rosinweed, powd. ..	25 @ 30		
Almonds, Sweet, ..	80 @ 1 00		Sarsaparilla, Hond. ..	@ 45		
Almond, Sweet, ..	40 @ 50		ground	25 @ 30		
Amber, crude	25 @ 30		Squills	20 @ 25		
Amber rectified ..	40 @ 50		Squills, powdered ..	40 @ 60		
Anise	2 00 @ 2 25		Tumeric, powd.	12 @ 15		
Bergamot	@8 00		Valerian, powd.	25 @ 30		
Cajeput	@7 75		Seeds			
Cassia	1 50 @ 1 75		Anise	15 @ 20		
Castor, bbls. and ..	12 1/2 @ 15		Anise, powdered ..	22 @ 28		
Cedar Leaf	@ 85		Bird, 1s	7 @ 8		
Citronella	@ 60		Canary	5 @ 7		
Cloves	1 65 @ 1 75		Caraway	12 @ 15		
Cocoonut	18 @ 20		Cardamon	1 40 @ 1 50		
Cod Liver	1 00 @ 1 25		Celery	45 @ 50		
Cotton Seed	70 @ 85		Coriander	10 @ 15		
Croton	@1 60		Dill	18 @ 20		
			Fennel	@ 30		
			Flax	5 1/2 @ 10		
			Flax, ground	5 @ 10		
			Foenugreek, pow. ..	6 @ 10		
			Hemp	5 @ 7		
			Lobelia	@ 50		
			Mustard, yellow	9 @ 12		
			Mustard, black	9 @ 12		
			Mustard, powd.	20 @ 25		
			Poppy	15 @ 20		
			Quince	@1 00		
			Rape	6 @ 10		
			Sabadilla	25 @ 30		
			Sabadilla, powd.	35 @ 45		
			Sunflower	6 @ 8		
			Worm American	15 @ 20		
			Worm Levant	30 @ 35		
			Tinctures			
			Aconite	@ 60		
			Aloes	@ 60		
			Arnica	@ 60		
			Asafoetida	@1 00		
			Belladonna	@ 60		
			Benzoil	@ 70		
			Benzoil Compound ..	@ 75		
			Buchu	@ 90		
			Cantharides	@ 75		
			Cardamon	@ 75		
			Cardamon, Comp.	@ 75		
			Catechu	@ 60		
			Chinona	@ 60		
			Colchicum	@ 60		
			Cubebs	@ 75		



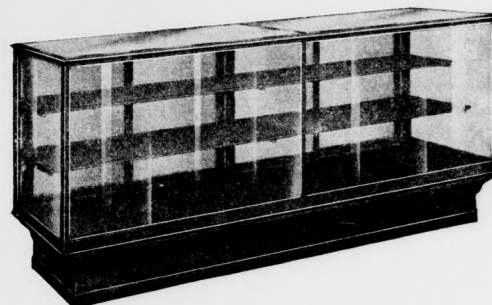
Our Home—Corner Oakes and Commerce

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.

Let Wilmarth Furnish Your Show Cases



The Wilmarth Line

Embraces the latest and most up-to-date features in medium priced, wood frame show cases as well as the very highest grade type of wood frame and all plate glass construction.

We are prepared to make prompt delivery on all our regular styles. Our prices will interest you and our catalogue of department store equipment should be in the hands of every progressive merchant

Wilmarth Show Case Co.

1542 Jefferson Ave.

Grand Rapids, Mich.

Pittsburg Salesrooms
7th Fl. House Bldg.Chicago Salesrooms
233 W. Jackson Blvd.

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	
Olives		Beans	
Cloves		Peas	
		Flour	

Index to Markets

By Columns		1	2
		AMMONIA	Clams
		12 oz. ovals 2 doz. box 75	Little Neck, 1lb. @ 1 00
		AXLE GREASE	Little Neck, 2lb. @ 1 50
		Frazer's	Clam Bouillon
		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	Corn
		15lb. pails, per doz. 7 20	Fair 75 @ 90
		25lb. pails, per doz. 12 00	Good 1 00 @ 1 10
		BAKED BEANS	Fancy 1 30
		No. 1, per doz. 45 @ 90	French Peas
		No. 2, per doz. 75 @ 1 40	Monbadon (Natural)
		No. 3, per doz. 85 @ 1 75	per doz. 2 45
		BATH BRICK	Gooseberries
		English 95	No. 2, Fancy 1 50
		BLUING	No. 2, Fancy 2 35
		Jennings'	Hominy
		Condensed Pearl Bluing	Standard 85
		Small C P Bluing, doz. 45	Lobster
		Large C P Bluing, doz. 75	1 lb. 2 50
		BREAKFAST FOODS	1 lb. 4 25
		Apetizo, Biscuits 3 00	Picnic Tails 2 75
		Bear Food, Pettijohns 1 95	Mackerel
		Cracked Wheat, 24-2 2 50	Mustard, 1lb. 1 80
		Cream of Wheat, 36-2 4 50	Soused, 1 1/2 lb. 1 60
		Cream of Rye 24-2 3 00	Soused, 2lb. 2 75
		Egg-O-Se Wheat 2 75	Tomato, 1lb. 1 50
		Posts Toasties, T. 2 80	Tomato, 2lb. 2 80
		No. 2 2 80	Mushrooms
		Posts Toasties, T. 2 80	Hotels @ 15
		No. 3 2 80	Buttons, 1/2 s @ 14
		Farinose, 24-4 2 70	Buttons, 1 s @ 25
		Grape Nuts 2 70	Oysters
		Grape Sugar Flakes 2 50	Cove, 1lb. 90 @
		Sugar Corn Flakes 2 50	Cove, 2lb. 1 60 @
		Hardy Wheat Food 2 25	Plums
		Postma's Dutch Cook 2 75	Plums 90 @ 1 35
		Holland Rusk 3 30	Pears in Syrup
		Kellogg's Toasted Rice 3 20	No. 3 cans, per doz. 1 50
		Biscuits 2 80	Peas
		Kellogg's Toasted Rice 2 80	Marrowfat @ 1 15
		Flakes 2 80	Early June 1 25
		Kellogg's Toasted Wheat 3 30	Early June sifted 1 45 @ 1 55
		Biscuit 3 30	Peaches
		Krinkle Corn Flake 1 75	Pie 90 @ 1 25
		Malt Breakfast Food 4 50	No. 10 size can pie @ 25
		Maple Flakes 2 70	Pineapple
		Maple Corn Flakes 2 80	Grated 1 75 @ 2 10
		Minn. Wheat Cereal 3 75	Sliced 90 @ 2 60
		Algrain Food 4 25	Pumpkin
		Ralston Wheat Food 4 50	Fair 80
		Ralston Whl Food 10c 1 45	Good 90
		Saxon Wheat Food 2 85	Gallon 1 60
		Shred Wheat Biscuit 3 60	Gallon 2 15
		Triscuit, 15 1 80	Raspberries
		Pillsbury's Best Cer'l 4 25	Standard @
		Post Tavern Special 2 80	Salmon
		Quaker Puffed Rice 4 25	Warrens, 1 lb. Tall 2 30
		Quaker Puffed Wheat 2 85	Warrens, 1 lb. Flat 2 40
		Quaker Bkfst Biscuit 1 90	Red Alaska 1 65 @ 1 75
		Quaker Corn Flakes 1 75	Pink Alaska 1 35 @ 1 45
		Victor Corn Flakes 2 20	Sardines
		Washington Crisps 1 85	Domestic, 1/4 s 2 75
		Wheat Hearts 1 90	Domestic, 1/2 s 2 75
		Wheatena 4 50	Domestic, 3/4 s 2 75
		Evapor'd Sugar Corn 90	French, 1/4 s 2 75
		BRUINS	French, 1/2 s 18 @ 23
		Parlor 3 00	Shrimps
		Jewel 3 70	Dunbar, 1st. doz. 1 20
		Winner 4 25	Dunbar, 1 1/2 s. doz. 2 25
		Whittier Special 4 55	Succotash
		Parlor Gem 3 75	Fair 90
		Common Whisk 1 00	Good 1 20
		Fancy Whisk 1 25	Fancy 1 25 @ 1 40
		Warehouse 4 00	Standard 95
		BRUSHES	Fancy 2 25
		Scrub	Tomatoes
		Solid Back, 8 in. 75	Good 1 15
		Solid Back, 11 in. 95	Fancy 1 35
		Pointed Ends 85	No. 10 3 50
		Stove	CARBON OILS
		No. 3 90	Perfection @ 11 1/2
		No. 2 1 25	D. S. Gasoline @ 18 1/2
		No. 1 1 75	Gas Machine @ 25 1/2
		Shoe 1 00	Deodor'd Nap'a @ 17 1/2
		No. 7 1 30	Cylinder 29 @ 34 1/2
		No. 4 1 70	Engine 16 @ 22
		No. 3 1 90	Black, winter 8 @ 10
		BUTTER COLOR	CATSUP
		Dandelion, 25c size 22 00	Snider's pints 2 35
		CANDLES	Snider's 1/2 pints 1 35
		Paraffine, 6s 10	CHEESE
		Paraffine, 12s 10	Acme @ 19
		Wicking 20	Bloomfield @ 18
		CANNED GOODS	Carson City @ 18 1/2
		Apples	Hopkins @ 18
		3lb. Standards @ 90	Riverside @ 18 1/2
		Gallon 2 50 @ 2 75	Brick @ 19
		Blackberries 50 @ 1 90	Leiden @ 15
		Standards gallons @ 5 00	Limbarger @ 19
		Beans	Pineapple 40 @ 80
		Baked 85 @ 1 30	Edam @ 85
		Red Kidney 85 @ 95	Sap Sago @ 22
		String 70 @ 1 15	Swiss, domestic @ 13
		Wax 75 @ 1 25	
		Blueberries	
		Standard 1 30	
		Gallon 6 75	
		Yeast Cake 14	

3		4		5	
CHEWING GUM.		Extract		Sweet Goods	
Adams Black Jack	55	Holland, 1/2 gro boxes	95	Animals	10
Adams Sappota	55	Felix, 1/2 gross	1 15	Armada Cakes	8
Beeman's Pepsin	55	Hummel's foil, 1/2 gro.	85	Atlantics	12
Chiclets	1 25	Hummel's tin, 1/2 gro.	1 43	Atlantics Assorted	12
Colgan Violet Chips	60	CONFECTIONS		Avena Fruit Cakes	12
Colgan Mint Chips	60	Stick Candy		Bonnie Doon Cookies	10
Dentyne	1 10	Standard	8 1/2	Bonnie Lassies	10
Flag Spruce	55	Standard H H	8 1/2	Brittle Fingers	10
Juicy Fruit	55	Standard Twist	9	Bumble Bee	10
Red Robin	55	Cases		Cameo Biscuit, cans	25
Sen Sen (Jars 80 pkgs, \$2.20)	55	Jumbo, 32 lb.	9	Cameo Biscuit Asstd	25
Spearmint, Wrigleys	55	Cut, L H H	11	Cameo Biscuit Choco-late, cans	25
Spearmint, 5 box jars	2 75	Boston Cream	14	Cartwheels Assorted	8 1/2
Spearmint, 3 box jars	1 65	Big Stick, 30 lb. case	9	Cecelia Biscuit	16
Trunk Spruce	55	Mixed Candy		Chocolate Bar, cans	18
Yucatan	55	Grocers	7	Chocolate Bar, cans	18
Zeno	55	X L O	7 1/2	Chocolate Drops	17
5 boxes one kind, 3c per box less.		Special	10	Chocolate Drop Centers	16
CHICORY		Conserve	8 1/2	Choc. Honey Fingers	16
Bulk	5	Royal	8	Chocolate Rosettes, cn	20
Red	7	Ribbon	14	Circle Honey Cookies	12
Eagle	5	Broken	8 1/2	Cracknels	18
Schue's	7	Cut Loaf	8 1/2	Crackermeal	6
Red Standards	1 60	Leader	8 1/2	Crystal Rosettes	20
White	1 60	Kindergarten	11	Cocoanut Taffy Bar	13
CHOCOLATE		French Cream	9	Cocoanut Drops	12
Walter Baker & Co.		Hand Made Creams	17	Cocoanut Macarons	18
German's Sweet	22	Premio Cream mixed	14	Cocoanut Hon. Fingers	12
Premium	32	Paris Cream Bon Bons	10	Cocoanut Hon. Jumb's	12
Caracas	23	Fancy-In Pails		Coffee Cakes, Plain	11
Hershey's Almond 5c	85	Gypsy Hearts	15	Coffee Cakes, Iced	12
Hershey's Milk, 5c	85	Coco Bon Bons	14	Crumpets	10
Walter M. Lowmyer Co.		Fudge Squares	14	Diana Marshmallow	16
Premium, 1/4 s	27	Peanut Squares	17	Cakes	16
Premium, 1/2 s	27	Sugared Peanuts	12	Dinner Biscuit	25
CLOTHES LINE		Salted Peanuts	12	Dixie Sugar Cookies	9
No. 40 Twisted Cotton	95	Starlight Kisses	13	Domestic Cakes	8 1/2
No. 50 Twisted Cotton	1 30	Lozenges, plain	11	Eventide Fingers	16
No. 60 Twisted Cotton	1 70	Champion Chocolate	12	Extra Wine Biscuit	10
No. 80 Twisted Cotton	2 00	Eclipse Chocolates	15	Family Cookies	8 1/2
No. 50 Braided Cotton	1 00	Eureka Chocolates	16	Fancy Ginger Wafers	12
No. 60 Braided Cotton	1 25	Champion Gum Drops	10	Fig Cakes Assorted	12
No. 60 Braided Cotton	1 85	Anise Squares	10	Fig Newtons	12
No. 80 Braided Cotton	2 25	Lemon Sours	10	Fluted Cocoanut Bar	11
No. 50 Sash Cord	1 75	Imperial	10	Frosted Creams	8 1/2
No. 60 Sash Cord	2 00	Ital Cream Bon Bons	13	Frosted Ginger Cookie	8 1/2
No. 60 Jute	80	Golden Waffles	14	Fruit Lunch, Iced	10
No. 72 Jute	1 00	Red Rose Gum Drops	10	Gala Sugar Cakes	8 1/2
No. 60 Sisal	85	Auto Kisses	14	Ginger Gems	8 1/2
Galvanized Wire		Coffy Toffy	14	Ginger Gems, Iced	9 1/2
No. 20, each 100ft. long	1 90	Molasses Mint Kisses	12	Graham Crackers	8
No. 19, each 100ft. long	2 10	Fancy-In 5lb. Boxes		Ginger Snaps Family	8 1/2
COCOA		Old Fashioned Molasses Kisses 10lb. bx.	1 30	Ginger Snaps N. B. C.	8
Baker's	37	Orange Jellies	60	Round	8 1/2
Cleveland	41	Lemon Sours	60	Square	8 1/2
Colonial, 1/4 s	35	Old Fashioned Hore-bond drops	60	H. H. Cookies, Sugar	8
Colonial, 1/2 s	33	Peppermint Drops	70	H. H. Cookies, Sugar	8
Bpps	42	Champion Choc Drops	65	Iced	9
Hershey's 1/4 s	30	H. M. Choc. Lt. and	60	H. H. Cookies, Molasses	9
Hershey's 1/2 s	38	Dark, No. 12	1 10	Iced	9
Huyler	36	Bitter Sweets, as'd	1 25	Household Cookies	8
Lowmyer, 1/4 s	32	Brilliant Gums, Crys.	60	Household Cookies, Iced	9
Lowmyer, 1/2 s	32	A. A. Licorice Drops	1 00	Household Cookies,	
Lowmyer, 1/4 s	32	Lozenges, printed	65	Molasses, Plain	8
Lowmyer, 1/2 s	32	Lozenges, plain	60	Hippodrome Bar	12
Lowmyer, 5 lb. cans	32	Imperial	65	Honey Fingers As. Ice	12
Van Houten, 1/4 s	32	Molasses	65	Honey Jumbles Iced	12
Van Houten, 1/2 s	32	G. M. Peanut Bar	60	Honey Jumbles, Plain.	12
Van Houten, 5 lb.	18	Hand Made Crms 80@90	90	Honey Flakes	14
Van Houten, 1/4 s	33	Cream Wafers	65	Imperial	8 1/2
Webb	33	String Rock	70	Jack Frost Gems	8
Wilber, 1/4 s	33	Wintergreen Berries	60	Jonnie	4 1/2
Wilber, 1/2 s	32	Pop Corn		Jubilee Mixed	10
COCOANUT		Cracker Jack	3 25	Kream Klips	25
Dunham's	per lb.	Giggles, 5c pkg. cs.	3 50	Lady Fingers Sponge	30
1/4 s, 5lb. case	29	Oh My 100s	3 50	Leap Year Jumbles	8 1/2
1/4 s, 5lb. case	29	Cough Drops		Lemon Biscuit Square	8 1/2
1/4 s, 15lb. case	29	Putnam Mental	1 00	Lemon Thins	17
1/4 s, 15lb. case	28	Smith Bros.	1 25	Lemon Wafers	17
1/4 s, 15lb. case	27	NUTS-Whole		Lemona	8 1/2
1/4 s & 1/2 s 15lb. case	28	Almonds, Tarragona	18	Made Cakes	8
Scalloped Gems	10	Almonds, Drake	17	Mandalay	10
1/4 s & 1/2 s pails	16	Almonds, California		Mary Ann	8 1/2
Bulk, pails	14 1/2	soft shell		Marshmallow Coffee	12
Bulk, barrels	12 1/2	Brazils	@12	Cake	13
COFFEES, ROASTED		Filberts	@15	Marshmallow Walnuts	18
Common Rio	19	Cal. No. 1	@18	Medora	8
Fair	19 1/2	Walnuts sft shell 17 1/2	@18	Molasses Cakes	8 1/2
Choice	20	Walnuts, Marbot	@16	Molasses Cakes, Iced	9 1/2
Fancy	21	Table Nuts	@15	Molasses Fruit Cookies	11
Peaberry	23	Pecans, medium	@16	Iced	11
Common Santos	20	Pecans, ex. large.	@16	Molasses Sandwich	12
Fair	20 1/2	Hickory Nuts, per bu.	2 00	Mottled Squares	8
Choice	21	Ohio		N. B. C. Honey Cakes	12
Fancy	23	Cocoanuts		Iced	12
Peaberry	23	Chestnuts, New York		Oatmeal Crackers	8
Common	20	State, per bu.	@12	Orange Gems	8 1/2
Fair	20 1/2	Salted Peanuts	@12	Orange Sponge Layer	20
Choice	21	Shelled		Cakes	20
Fancy	23	Spanish Peanuts	8@ 8 1/2	Penny Assorted	8 1/2
Peaberry	23	Pecan Helves	@75	Penny Cakes	8
Common Maracalbo	24	Walnut Halves	@35	Picnic Mixed	11 1/2
Choice	25	Filbert Meats	@30	Pilot Bread	7
Choice Mexican	26	Alicante Almonds	@45	Pineapple Cakes	16
Fancy	26	Jordan Almonds	@50	Pretzels, Hand Made	9
Guatemala	25	Peanuts		Pretzels, Medley	10
Fair	25	Fancy H P Suns	6@ 6 1/2	Pretzellettes, Hand Md	9
Fancy	28	Roasted	7@ 7 1/2	Pretzellettes, Mac. Md	8
Java		Choice, raw, H. P. Jumb.	@ 6%	Raisin Cookies	8 1/2
Private Growth	26@30	bo.		Raisin Gems	11
Manding	31@35	CRACKED WHEAT		Raspberry Cakes	12
Aukola	30@32	Bulk	3 1/2	Reveres Assorted	15
Short Bean	25@27	24 2lb. pkgs.	2 50	Rittenhouse Fruit	12
Long Bean	24@25	CRACKERS		Biscuit	12
H. L. O. G.	26@28	National Biscuit Company		Royal Lunch	8
Bogota		Brands		Royal Toast	8
Fair	24	Butter		Rube	8 1/2
Exchange Market, Steady	26	N. B. C. Sq. bbl. 7 bx. 6 1/2		Saltines	13
Spot Market Strong	28	Seymour, Rd. bbl. 7 bx. 6 1/2		(Former name Zephyrettes)	13
Package		Soda		Sea Foam Biscuit	18
New York Basis		N. B. C. boxes	6 1/2	Spiced Currant Cakes	10
Arbuckle	24 75	Premium	7 1/2	Spiced Ginger Cakes	9
Lion	24 50	Select	8 1/2	Spiced Ginger Cks Iced	10
McLaughlin's XXXXX		Saratoga Flakes	13	Sugar Fingers	12
McLaughlin's XXXXX sold to dealers only. Mail orders direct to W. F. McLaughlin & Co., Chicago.		Zephyrette	13	Sugar Squares	8 1/2
		Oyster		Sugar Crimp	9
		N. B. C. Picnic boxes	6 1/2	Sugar Squares, large	9
		Gem, boxes	6 1/2	or small	9
		Shell	8	Sultana Fruit Biscuit	16
				Sunnyside Jumbles	10

6

Superba 8½
Triumph Cakes 16
Vanilla Wafers 17
Wafer Jumbles cans 18
Waverly 10

In-er Seal Goods

Albert Biscuit per doz.
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 1.00
Label, 10c size 1.00
Graham Crackers, Red 1.00
Label, 5c size 50
Lemon Snaps 50
Oatmeal Crackers 1.00
Old Time Sugar Cook 1.00
Oval Salt Biscuit 1.00
Oysterettes 50
Premium Soda 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 1.50
Sultana Fruit Biscuit 1.50
Soda Crackers, N. B. C. 1.00
S. S. Butter Crackers 1.50
Unedda Biscuit 50
Unedda Jinger Wafers 1.00
Unedda Lunch Biscuit 1.00
Vanilla Wafers 1.00
Water Thin Biscuit 1.00
Zu Zu Ginger Snaps 50
Zwieback 1.00

Other Package Goods

Barnum's Animals 50
Chocolate Tokens 2.50
American Beauty 2.50
Ginger Snaps 2.50
Butter Crackers, NBC 2.50
family package 2.50
Soda Crackers, NBC 2.50
family package 2.50

In Special Tin Packages.

Per doz.
Festino 2.50
Minaret Wafers 1.00
Nabisco, 25c 2.50
Nabisco, 10c 1.00
Champagne Wafer 2.50
Per tin in bulk
Sorbetto 1.00
Nabisco 1.75
Festino 1.50
Bent's Water Crackers 1.40

CREAM FARTAR

Barrels or drums 33
Boxes 36
Square Cans 36
Fancy caddies 41

DRIED FRUITS

Apples
Evaporated, Choice bulk 7
Evaporated, Fancy pkg. 8½
Apricots
California 12@14
Citron
Corsican 15
Currants
Imp'd 1 lb. pkg. 9½
Imported, bulk 9½

Peaches

Muir-Choice, 25 lb. b 9
Muir-Fancy, 25 lb. b 10
Fancy, Peeled, 25 lb. 18

Pearl

Lemon, American 12½
Orange, American 12½

Raisins

Cluster, 20 cartons 2.25
Loose Muscatels 3 Cr 5½
Loose Muscatels 4 Cr 6
L. M. Seeded, 1 lb. 6½@7

California Prunes

90-100 25lb. boxes. @ 6
80-90 25lb. boxes. @ 6½
70-80 25lb. boxes. @ 7
60-70 25lb. boxes. @ 7½
50-60 25lb. boxes. @ 8
40-50 25lb. boxes. @ 9

FARINACEOUS GOODS

Beans
Dried Lima 7
Med. Hand Picked 2.45
Brown Holland 2.75

Farina
25 1 lb. packages 1.50
Bulk, per 100 lbs. 4.00
Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2.85
5 containers (60) rolls 4.75
Hominy
Pearl, 100 lb. sack 2.00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2.50

Pearl Barley
Chester 3.00
Empire 3.75

7

Peas
Green, Wisconsin, bu. 2 30
Green, Scotch, bu. 2 25
Split, lb. 5

Sago

East India 5
German, sacks 5
German, broken pkg.

Tapioca

Flake, 100 lb. sacks 5
Pearl, 130 lb. sacks 5
Pearl, 36 pkgs. 2.25
Minute, 36 pkgs. 2.75

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 50
Bamboo, 18 ft., per doz. 30

FLAVORING EXTRACTS

Jennings D C Brand
Terpeness Extract Lemon
No. 1 F Box, per doz. 75
No. 2 F Box, per doz. 90
No. 3 F Box, per doz. 1.75
No. 4 F Box, per doz. 1.75
2 oz. Flat, F M per doz. 1.50

Jennings D C Brand

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 doz. 2.00

FLOUR AND FEED

Grand Rapids Grain & Milling Co.
Winter Wheat.

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

Valley City Milling Co.

Lily White 5.70
Light Loaf 5.10
Graham 2.30
Granena Health 2.40
Gran. Meal 1.60
Bolted Med. 1.50

Voigt Milling Co.

Graham 4.60
Voigt's Crescent 5.50
Voigt's Flouring 5.50
Voigt's Hygienic 4.60
Voigt's Royal 5.90

Watson-Higgins Milling Co.

Perfection Flour 5.50
Tip Top Flour 5.10
Golden Sheaf Flour 4.80
Marshall's Best Flour 4.85

Worden Grocer Co.

Quaker, paper 5.40
Quaker, cloth 5.50
Quaker, Buckwheat, 5.50

Kansas Hard Wheat

Wenden Grocer Co.
American Eagle, 1/4s 5.10
American Eagle, 1/4s 5.00
American Eagle, 1/4s 4.90

Spring Wheat.

Roy Baker
Golden Horn, family 5.00
Golden Horn, bakers 4.90
Wisconsin Rye 4.00

Judson Grocer Co.

Ceresota, 1/4s 5.50
Ceresota, 1/4s 5.70
Ceresota, 1/4s 5.60

Wenden Grocer Co.

Wingold, 1/4s cloth 5.30
Wingold, 1/4s cloth 5.30
Wingold, 1/4s cloth 5.20
Wingold, 1/4s paper 5.25
Wingold, 1/4s paper 5.15
Bakers' Patent 5.05

Wykes & Co.

Sleepy Eye, 1/4s cloth 5.50
Sleepy Eye, 1/4s cloth 5.40
Sleepy Eye, 1/4s cloth 5.30
Sleepy Eye, 1/4s paper 5.30
Sleepy Eye, 1/4s paper 5.30

Meal

Bolted 4.40
Golden Granulated 4.60

Wheat
Red 1.05
White 1.05

Oats
Michigan carlots 35
Less than carlots 37

Corn
Carlots 56
Less than carlots 58

Hay
Carlots 15.00

8

Less than carlots 17.00
Feed.
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32

FRUIT JARS

Mason, pts., per gro. 5 10
Mason, qts., per gro. 5 50
Mason, 1/2 gal. per gro. 7 60
Mason, can tops, gro. 1 40

GELATINE

Cox's, 1 doz. large 1.75
Cox's, 1 doz. small 1.00
Knox's Sparkling, doz. 1.25
Knox's Acid'd, doz. 1.25
Nelson's 1.50
Oxford 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 90

GRAIN BAGS

Broad Gauge 18
Amoskeag 19

HERBS

Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

HIDES AND PELTS

Hides
Green, No. 1 11½
Green, No. 2 10½
Cured, No. 1 12
Cured, No. 2 12
Calfskin, green, No. 1 15
Calfskin, green, No. 2 13½
Calfskin, cured, No. 1 16
Calfskin, cured, No. 2 14½

Pelts

Old Wool @ 30
Lamb's 50@1.00
Shearings 50@1.00

Tallow

No. 1 @ 5
No. 2 @ 4

Wool

Unwashed, med. @ 20
Unwashed, fine @ 15

HORSE RADISH

5lb. pails, per doz. 2 20
15lb. pails, per pail 50
30lb. pails, per pail 95

JELLY GLASSES

1/4 pt. in bbls. per doz. 15
1/2 pt. in bbls. per doz. 16
8 oz. capped in bbls.
per doz. 18

MAPLEINE

2 oz. bottles, per doz. 3 00

MINCE MEAT

Per case 2 85

MOLASSES

New Orleans
Fancy Open Kettle 42
Choice 35
Good 22
Fair 20

MUSTARD

1/4 lb. 6 lb. box 16

OLIVES

Bulk, 1 gal. kegs 1 05@1 15
Bulk, 2 gal. kegs 95@1 10
Bulk, 5 gal. kegs 90@1 05
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1.35
Stuffed, 14 oz. 2.25
Pitted (not stuffed) 2.25
Manzanilla, 1/4s 90
Lunch, 10 oz. 1.35
Lunch, 16 oz. 2.25
Queen, Mammoth, 19 4.25
Queen, Mammoth, 28 5.75
Olive Chow, 2 doz. cs, 2.25
per doz. 2.25

PICKLES

Medium
Barrels, 1,200 count 7.75
Half bbls., 600 count 4.35
5 gallon kegs 2.00

Small

Barrels 9.50
Half barrels 5.25
5 gallon kegs 3.00

Gherkins

Barrels 14.50
Half barrels 7.75
5 gallon kegs 7.75

Sweet Small

Barrels 14.50
Half barrels 8.00
5 gallon kegs 3.25

PIPES

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

PLAYING CARDS
No. 90, Steamboat 75
No. 15, Rival, assorted 1 25
No. 20, Rover, enam'd 1 50
No. 572, Special 1.75
No. 98 Gof, satin fin. 2.00
No. 808, Bicycle 2.00
No. 632, Tourist whist 2 25

TOUTASH
Babbitt's 4 00

PROVISIONS
Barreled Pork
Clear Back 22.00@23.00

9

Short Cut Clear 21 00@21 50
Bean 19 50@20 00
Brisket, Clear 22 00@23 00
Pig 23 00
Clear Family 26 00

Dry Salt Meats

S P Belles 13
Pure in tierces 12½@12¾
Compound Lard 8½@9
80 lb. tubs advance 1/4
60 lb. tubs advance 1/4
50 lb. tins advance 1/4
20 lb. pails advance 3/4
10 lb. pails advance 3/4
5 lb. pails advance 1
8 lb. pails advance 1

Lard

Hams, 12 lb. av. 16 @16½
Hams, 14 lb. av. 15½@16
Hams, 16 lb. av. 15½@16
Hams, 18 lb. av. 14½@15
Skinned Hams 15@15½
Ham, dried beef 20@20½
California Hams 13 @13½
Pleasant Boiled Hams 15
Boiled Hams 23½@24
Minced Ham 12½@13
Bacon 17@17½

Smoked Meats

Hams, 12 lb. av. 16 @16½
Hams, 14 lb. av. 15½@16
Hams, 16 lb. av. 15½@16
Hams, 18 lb. av. 14½@15
Skinned Hams 15@15½
Ham, dried beef 20@20½
California Hams 13 @13½
Pleasant Boiled Hams 15
Boiled Hams 23½@24
Minced Ham 12½@13
Bacon 17@17½

Sausages

Bologna 9½@10
Liver 11½@12
Frankfort 11½@12
Pork 13@14
Veal 11
Tongue 11
Headcheese 9

Beef

Rumpless 17 00
Bone, new 19 00

Pig's Feet

1/4 bbls. 1 00
3/4 bbls., 40 lbs. 2 00
1/2 bbls. 4 00
1 bbl. 8 00

Tripe

Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00

Casings

Hogs, per lb. 35
Beef, rounds, set 17@18
Beef, middles, set 90@95
Sheep, per bundle 80

Uncolored Butterine

Solid Dairy 12@16
Country Rolls 12½@18

Canned Meats

Corned beef, 2 lb. 3 80
Corned beef, 1 lb. 1 95
Roast beef, 2 lb. 3 80
Roast beef, 1 lb. 1 95
Potted Ham, 1/4s 50
Potted Ham, 1/4s 90
Deviled Ham, 1/4s 50
Deviled Ham, 1/4s 90
Potted Tongue, 1/4s 50
Potted Tongue, 1/4s 90

RICE

Fancy 6@6½
Japan Style 5@5½
Broken 3½@4¼

ROLLED OATS

Rolls, Avena, bbls. 4 50
Steel Cut, 100 lb. sks. 2 60
Monarch, bbls. 4 25
Monarch, 90 lb. sacks 2 40
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 00

SALAD DRESSING

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

SALERATUS

Packed 60 lbs. in box 3 00
Arm and Hammer 3 00
Wyandotte, 100 1/4s 3 00

SAL SODA

Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
Granulated, 36 pkgs. 1 25

SALT

Common Grades
100 3 lb. sacks 2 40
60 5 lb. sacks 2 25
28 10½ lb. sacks 2 10
56 lb. sacks 40
28 lb. sacks 20

Warsaw

56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20

Solar Rock

56 lb. sacks 24
Common
Granulated, Fine 1 05
Medium, Fine 1 10

SALT FISH

Cod
Large, whole, @7½
Small, whole @7
Strips or bricks 7½@10½
Pollock @4½

Halibut

Strips 15
Chunks 16

Holland Herring
Y. M. wh. hoop bbls. 12 00
Y. M. wh. hoop 1/4 bbl. 6 50
Y. M. wh. hoop kegs 72

10

Y. M. wh. hoop Milchers
kegs 75
Queen, bbls. 11 00
Queen, 1/2 bbls. 6 15
Queen, kegs 68

Trout

No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 3 25
No. 1, 10 lbs. 90
No. 1, 8 lbs. 75

Mackerel

Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00
Mess, 10 lbs. 1 85
Mess, 8 lbs. 1 50
No. 1, 100 lbs. 10 00
No. 1, 40 lbs. 6 60
No. 1, 10 lbs. 1 25

Whitefish

100 lbs. 9 75
50 lbs. 5 25
10 lbs. 1 12
8 lbs. 92
100 lbs. 4 65
40 lbs. 2 10
10 lbs. 65
8 lbs. 65

SEEDS

Anise 14
Canary, Smyrna 5
Caraway 10
Cardomom, Malabar 1 20
Celery 40
Hemp, Russian 5
Mixed Bird 5
Mustard, white 8
Poppy 16
Rap 6½

SHOE BLACKING

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

SNUFF

Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43



SODA

Boxes 5½
Kegs, English 4¾

SPICES

Whole Spices
Allspice, Jamaica 9
Allspice, large Garden 11
Cloves, Zanzibar 27
Cassia, Canton 14
Cassia, 5c pkg. doz. 25
Ginger, African 34
Ginger, Cochinch 14½
Mace, Penang 70
Mixed, No. 1 16½
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45
Nutmegs, 70-80 30

Special Price Current

12	13	14
Scrapple, 5c pkgs. 48 Sure Shot, 5c 74 Yankee Girl Scrp 2 oz 5 76 Pan Handle Scrp 1/4 gr 5 76 Peachy Scrap, 5c 1 90 Union Workman, 2 1/4 6 00	Pilot, 7 oz. doz. 1 05 Pilot, 14 oz. doz. 2 10 Prince Albert, 10c 96 Prince Albert, 8 oz. 4 92 Prince Albert, 16 oz. 8 45 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 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 Tip Top, 5c 2 00 Sweet Tip Top, 1/2 oz. 28 Sweet Tips, 1/4 gro. 10 08 Sun 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. 28 Standard, 7 oz. 1 68 Seal N. C., 1 1/2 cut plug 70 Seal N. C., 1 1/2 Gran 63 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. 8 75 Trout Line, 5c 5 85 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 Twins, 10c 94 Union Leader, 5c 5 95 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 Wave Line, 3 oz. 40 Wave 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	4 1/2 inch, 5 gross 55 Cartons, 20 2 1/2 doz bxs. 60 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 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 Ideal No. 7 85 12lb. cotton mop heads 1 45 Pails 2-hoop Standard 2 00 3-hoop Standard 2 35 2-wire Cable 2 10 Cedar all red brass 1 25 3-wire Cable 2 30 Paper Eureka 2 25 Fibre 2 40 10 qt. Galvanized 1 70 12 qt. Galvanized 1 90 14 qt. Galvanized 2 10 Toothpicks Birch, 100 packages 2 00 Ideal 85 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 50 18-in. Standard, No. 2 6 50 16-in. Standard, No. 3 5 50 20-in. Cable, No. 1 8 00 18-in. Cable, No. 2 7 00 16-in. Cable, No. 3 6 00 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Large Galvanized 5 75 Medium Galvanized 5 00 Small Galvanized 4 25 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 3 75 Single Acme 3 15 Double Peerless 3 75 Single Peerless 3 25 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 15 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 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 WRAPPING PAPER Common Straw 2 Fibre Manila, white 3 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butchers' Manila 3 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 19 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 AXLE GREASE  1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00 BAKING POWDER 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 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head 4 inch, 5 gross 50

CIGARS

Johnson Cigar Co.'s Brand



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

Old Master Coffee



Old Master 33
San Marto
Pilot
Royal Garden 1/2, 1/4 and 1 lb. 40

THE BOUR CO.

TOLEDO, O.

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds



White House, 1lb.
White House, 2lb.

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

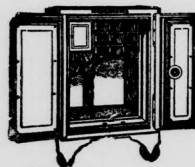


The only 5c Cleanser

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.

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 cks toll 4 00
Marseilles, 1/2 box toll 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
Pearline 3 75
Soapine 4 00
Baubitt's 1776 3 75
Roseine 3 59
Armour's 3 70
Wisdom 3 86

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
Sapolio, gross lots 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scourine Manufacturing Co
Scourine, 50 cakes 1 80
Scourine, 100 cakes 3 50

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
FOOTE & JENKS, Jackson, Mich.

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.

Use Tradesman Coupons

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.

Must sell or exchange well located store building on paved street, living rooms above. Renting for \$28. Box 492, East Jordan, Mich. 625

Golden opportunities in a land of plenty. Southeastern Texas, the land of sunshine and showers, cheap and fertile lands for home-seekers; never had a crop failure. Would you like to know about it? Write Beaumont Real Estate Exchange, Beaumont, Texas. 623

On account of ill health, I will sell my stock of groceries, crockery and fixtures, horse, wagon, sleighs and harness. Will invoice about \$1,000. Address Grocery, care Michigan Tradesman. 622

For Sale—A chance for the right party with small capital, or manufacturer wishing to open branch factory, fully equipped, ten sewing machines, one button hole machine, one button machine, material, office fixtures, etc. No trouble to get help. Low rate electric power. Rent low. Write or call H. C. Rehm, Trustee for Ideal Garment Co., Sturgis, Mich. 621

For Sale—Shoe and rubber stock for cash, or will trade for good farm lands, Minnesota, Dakota, Iowa or Wisconsin; stock will invoice \$17,000 to \$18,000. E. P. Bidinger & Co., 221 Genesee St., Waukegan, Ill. 620

For Sale—Grocery stock and fixtures, inventories about \$1,500. Central location, reasonable rent, good lease. Located in Kalamazoo, Mich. If interested address No. 619, care Michigan Tradesman. 619

Artistic air brush show cards and price tickets; beautiful designs. Letters and figures printed in red. Write for catalogue. E. S. Thacker, Groton, Tompkins Co., N. Y. 617

300,000,000 feet spruce and cedar, located on a timber limit with mill site at tide water, where large ocean going steamers can take cargo. Big river runs through center of property. Responsible parties will enter into contract for five years to deliver timber ready for shipment at \$8 per thousand feet. Do not care to correspond with any one but bona fide purchasers. J. W. Powell, Canisteo, N. Y. 616

For Sale—Dry goods store, restaurants, hotel, grist mills, planing mills, hardware, general stores, also good Kansas farm for merchandise. Picture shows, theaters. I can sell your property, no matter where located. G. W. Cupp, Mansfield, Ohio. 615

For Sale—Bakery and grocery in good live manufacturing town; no credit; no delivering; will sell cheap for cash; fixtures \$1,400; groceries will inventory about \$1,000. Write for particulars. Town 3,000 population. O. H. Knight, Midland, Mich. 611

Small Investors, Attention. As a means of advertising its product, a firm rated 1, and whose officers command the respect of the public, will sell a limited amount of its stock at a price to net the small investor a chance for unusual profit. This proposition can be quickly investigated and no obligation will be contracted by sending your name and address, with amount you might invest if satisfied, to Manufacturer, Box 790, Chicago, Ill. 609

For Sale—First-class heavy portable saw mill, skid and wheel mounted, cable feed, Skinner-D. mill, 60 in. saw, 30 in. top saw, with all saws, tools, etc. High pressure boiler 40 h. p., duplex dogs, special trucks, edger, etc., all in first-class shape. F. W. Wait, Sturgis, Mich. 608

For Sale—A stock of general merchandise in Bendon, 17 miles south of Traverse City, good location. About \$1,400 stock. Will sell on easy terms. Good place for right party. Address E. H. Cook, Bendon, Mich. 603

To Exchange—160 acre farm, improved, near good town, for clean running stock of groceries, hardware or general merchandise. Address S. H. Dewhirst, Owner, Olney, Ill. 602

For Sale—Machine shop, forty miles from Detroit, on St. Clair river, population 2,500. Sixty feet river front; two-story building. Repair work on small boat engines will run \$5,000 a year. Good trade in auto and general repairing. No opposition. Under present ownership 15 years. Owner wants to retire. Will stand closest investigation. Invoices \$7,000. Will sell for \$3,500 cash. Karl A. Haulter, Algonac, Mich. 601

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 or Rent—Store building 54 x 24, in a German inland town. Address Katherine Braus, St. Leo, Minn. 573

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

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

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. 586

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. 581

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

I bring buyers and sellers together. Write me if you want to buy, sell or exchange any kind of business or real estate anywhere. Established 1881. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Illinois. 557

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—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

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

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

Merchandise sale conductors. A. E. Greene Co., 135 Grand River Ave., Detroit. Advertising furnished free. Write for date, terms, etc. 549

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

HELP WANTED.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Partner Wanted—Half interest in paying undertaking, furniture and factory. We make all our own goods. Plant under one roof. Bonner Bros., Chillicothe, Ohio. 618

Salesman wanted to place the Schuatt Wise package of assorted chocolates with the retail drug trade. Exclusive territory given. Write at once stating what territory you are covering, so that it can be reserved for you. Schuatt Chocolate Manufacturing Co., 102 Canal street, Trenton, N. J. 613

Wanted—An experienced salesman for clothing, shoes and furnishings, must be A1 man, one who can trim good windows and write his own cards. Good wages and good position for the right man. Address M. Lowenberg, Battle Creek, Mich. 604

SITUATIONS WANTED.

Salesman wants position after January 1. Northern Michigan territory preferred. Prefer specialty line, but can sell any other. Address Salesman, care Tradesman. 606

Want ads. continued on next page

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.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular **SAPOLIO**, but should be sold at 10 cents per cake.

Chirpings From the Crickets.

Battle Creek, Dec. 16—The old year is pretty nearly gone and lots of the boys have seen their trade for the last time in 1912. We hope we can all go back to our respective territories prepared to better serve our firms and patrons and trust to see all the boys on their regular trips again in 1913.

The year about to close has been, generally speaking, a very prosperous one for the boys on the road. Let us all make 1913 a better one.

Your councils meet in December. Attend their meetings and do your little part to assist in their Christmas entertainments and festivities. The first of the year always brings changes in the field forces of lots of houses. You who have worked hard and gained thereby are safe in your positions.

New houses are springing up, large and old-established houses are reaching further out for business. You will meet some new faces. You will meet men who are eligible for membership in our order. State to him who does not know, but should, what U. C. Tism is, tell what we are doing each and every day for the grand commercial army. Have your secretary send him facts. See that he gets an application blank and get him into our order. Put him through the degree. Pin a U. C. T. button on him. Give him a bunch of U. C. T. stickers, advertising the coming convention at Grand Rapids, when all men will be glad to be one of us. Send him the Sample Case. Make him attend your regular meetings. Let him know you are glad he is in with us. Make him send one dollar to Mr. Stowe for the Michigan Tradesman. Let him read this leading trade journal of Michigan and see in print, under the heading of his Council, where his brother counselors have been written up and complimented by the official scribe of his Council. Then he will become a walking U. C. T. booster and he will have his friends, who will line up, with him.

I was naturally pleased to read in the current issue of the Tradesman the article in which Mr. Stowe spoke of the attitude of his correspondents toward reporting news for these columns. I, for one, thank Mr. Stowe for his kind words and hope to live up to his standard. We all like to joke our brother workers, but it is always in the most friendly spirit and we wish the boys to know that anything which appears in these columns is sent out in the most friendly and well meaning manner.

The bunch of travelers who get into Battle Creek on the Athens train every fourth Thursday night sure go the limit. The conductor and brakeman let them have a car to themselves and it is as good as a tonic to be with that bunch. Last Thursday evening on this train it took three people to prevent Wm. Masters from singing a solo. Milt. Loomis is the original strong man. He has proven this and the bunch let him alone. During the quiet ordeal seating this bunch, Mat. Wolfe, of Detroit, had several cute little dents and holes put into his Dunlap derby. Our Council is ex-

pecting a bill for same. Mat. bought this hat out of a friend's sample trunk and we know the quotation, so the cost don't bother us. It was worth ten times the price to see the "pay car kid" try to protect his old lid. And the good old scout who acts as conductor on that train turned the sign, "Rules pertaining to the conduct of passengers," on its face and the sheet iron brigade of Battle Creek Council, No. 253, went to it. Twenty-three cents from Joppa is worth more than a \$2 seat at the theater. The bunch made two lady passengers go into hysterics. One old lady asked Jay what college we were coming in from. But we broke no glass or heads. Got Mat. pacified and came in on time. There is talk of having a U. C. T. coach on this train for this run. Jay will be assisted by Milt. Loomis and hand cuffs, instead of rope, will be used. Guy Pfander.

Retained the Old Officers.

Lansing, Dec. 16—The Lansing Retail Merchants' Association held its annual meeting at the Chamber of Commerce Tuesday evening, and re-elected the old officers, as follows:

President—C. M. Norton.

Vice President—J. W. Knapp.

Secretary and Treasurer—C. E. Rogers.

An informal discussion followed as to ways and means of making the organization more effective in the city's trade and it was decided to make a thorough campaign which will bring every retail dealer in touch with the Association. It was thought that the Grocers' and Butchers' Association might be embraced as auxiliary factors of the organization. Many other suggestions were made by members to promote the city's welfare in general and its retail trade in particular.

A Kalamazoo correspondent writes: Walter Baker, 437 Park Place, who five weeks ago was seriously injured in a wreck on the Allegan branch of the Pere Marquette Railroad, is slowly recovering and strong hope is entertained for his recovery. Although still confined to his bed he is expected to be about again within the next few weeks.

Mrs. Dora H. Carr, who has conducted a dress making establishment at 154 East Fulton street, has engaged to cover Southern territory for F. A. Wurzburg and enters upon the duties of her new position January 1.

BUSINESS CHANCES.

Exchange—240 acres in corn belt of Indiana, for a clothing or general store in a live place. Address Owner, August Dreifus, Monticello, Ind. 628

If you have the cash, here is the opportunity you have been waiting for. On account of necessity to change climate, the best and most up-to-date dry goods and clothing store in one of the most progressive towns in Upper Peninsula will be sold to first buyer. For information write N. O., care Michigan Tradesman. 629

To Exchange—My equity of \$1,700, in a good 60 acre farm near Middleville, for grocery or general stock. Address Percy Herman, Middleville, Mich. 627

Merchants—Have been constantly engaged for past 17 years closing stocks by auction. My method will net you more cash than you can get by lump sale. My testimonials prove this. Any auctioneer who claims to get you 100 cents clear is not reliable. It can not be done. I will be pleased to correspond with you. I sell merchandise only. W. D. Hamilton, Galesburg, Ill. 626

Pharmacist physician situation wanted in good town. Write No. 630, care Tradesman. 630

Invest Your Money in a Grand Rapids Enterprise

The National Automatic Music Company

42 to 50 Market Ave., N. W.

INCORPORATED MARCH 1, 1909

Pays monthly dividends of not less than 1 per cent.

Total dividend to date 67½%

Why not keep these profits in Grand Rapids?

THESE ARE THE MEN WHO MANAGE THIS BUSINESS:

CARROLL F. SWEET	-	-	President
C. U. CLARK	-	-	Vice Pres. and Treas.
W. IOOR	-	-	Secretary
JOSEPH RENIHAN, Atty.	-	-	Director
JAY D. FARR	-	-	Director
Grand Rapids City National Bank			
ROBERT MILLS	-	-	Director
Vice Pres. Farmers' Nat. Bank. Springfield. O.			
T. W. SHERIFFS	-	-	Director
Sec'y-Treas. Sheriffs Mfg. Co., Milwaukee, Wis.			

Many of Grand Rapids' prominent business men have invested. Why not let your money earn you more than 3 to 5 per cent. 🍀 🍀 🍀

INVESTIGATE THIS

"RESULTS Count and we Give Them to You"

SEND FOR LITERATURE

2 per cent. dividend declared for December. All stockholders of record on December 20th will receive December dividend.

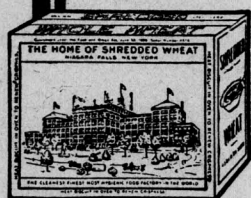


The One Universal Cereal Food

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

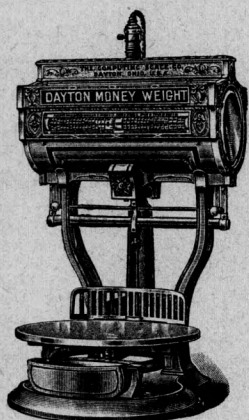
Shredded Wheat Biscuit

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.



Let the Other Fellow Experiment

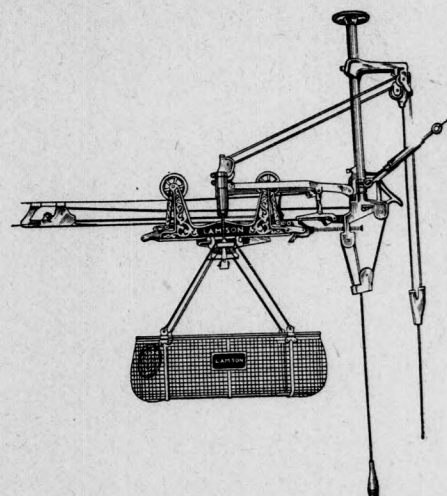
Twenty years' experience in building Computing Scales, is a service that is handed you when you buy a Dayton Moneyweight Scale. There's as much difference in Dayton Scales and "The Other Kind," as there is between a Swiss Watch and a "Dollar Watch."

Buy a Scale with a System
Buy a Scale with a Record of Good Service
Buy a Scale with a Ten Year Guarantee
Buy Dayton Computing Scales

Moneyweight Scale Company
165 North State Street Chicago, Illinois

Have you had our booklet of Store Systems. "The Bigness of Little Things?" It's free, ask for it.

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.

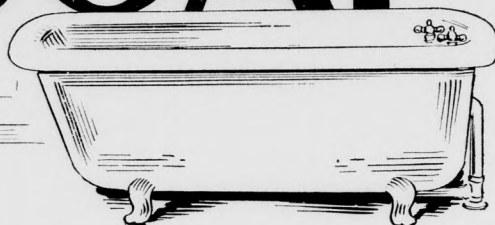
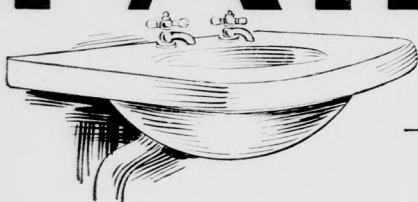
The Lamson Company.

(Dept. No. 3) BOSTON, U. S. A.

Representatives in all Principal Cities.

SERVICE

FAIRY SOAP



FAIRY SOAP is just as much needed in the bath-room as any food article you sell is needed in the dining-room, and our heavy advertising has made the public expect to find it in **YOUR** store.

Make a display of FAIRY SOAP at all times and show you are ready to supply the demand for the big, white, floating, oval cake with the five-cent price and the twenty-five cent value.

"Have you a little 'Fairy' in your home?"

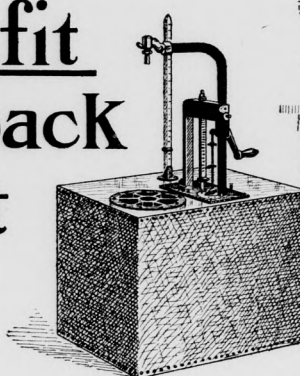


THE N.K. FAIRBANK COMPANY

CHICAGO



**"That Bowser Outfit
has paid me back
Every Cent
it Cost"**



There are 750,000 BOWSER OIL TANKS in use to-day. Why? Because *they pay!* If you sell oil from an old style tank you *lose money* in waste of oil and the damage it does to other articles and you're *paying the price* of a

BOWSER SELF-MEASURING OIL TANK

without having it. You have only an oil "nuisance" instead of an oil "business." The BOWSER OUTFIT does away with the measure and funnels; you simply hang the customer's can on the nozzle and pump the desired amount. As soon as pumping stops an automatic cut-off checks the flow of oil and prevents dripping. If you fill an odd measure the indicator shows you what to charge. No waste of oil or time. No dirty oil soaked floors. No need to run down cellar nor to a back room to draw oil because the BOWSER OUTFIT is so clean it can be kept in the most convenient part of the store. Write us for complete catalogue and full information—Free.

S. F. BOWSER & CO.,

209 Wayne Avenue Fort Wayne, Indiana

Branches: New York Chicago Minneapolis St. Louis Dallas Atlanta San Francisco Denver Toronto

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, self-registering pipe line measures, oil filtration and circulating systems, dry cleaning systems, etc.

Established 1885