

## THE CHEMISTRY OF CHARACTER

John, and Peter, and Robert, and Paul,  
God in His wisdom created them all;  
John was a statesman, and Peter a slave,  
Robert a preacher, and Paul—was a knave.  
Evil or good, as the case might be,  
White or colored or bond or free—  
John, and Peter, and Robert, and Paul,  
God in His wisdom created them all.

Out of earth's elements, mingled with flame,  
Out of life's compounds of glory and shame,  
Fashioned and shaped by no will of their own,  
And helplessly into life's history thrown;  
Born by the law that compels man to be,  
Born to conditions they could not foresee,  
John, and Peter, and Robert, and Paul,  
God in His wisdom created them all.

John was the head and heart of his state,  
Was trusted and honored, was noble and great;  
Peter was made 'neath life's burdens to groan,  
And never once dreamed that his soul was his own.  
Robert, great glory and honor received,  
For zealously preaching what no one believed;  
While Paul, of the pleasures of sin took his fill,  
And gave up his life in the service of ill.

John may in wisdom and goodness increase;  
Peter rejoice in an infinite peace;  
Robert may learn that the truths of the Lord  
Are more in the spirit and less in the word;  
And Paul may be blessed with a holier birth  
Than the patience of man had allowed him on earth;  
John, and Peter, and Robert, and Paul,  
God in His mercy will care for them all.

It chanced that these men, in their passing away  
From earth and its conflicts, all died the same day;  
John was mourned through the length and breadth of  
the land,

Peter fell 'neath the lash in a merciless hand;  
Robert died with the praise of the Lord on his tongue,  
While Paul was convicted of murder, and hung.  
John, and Peter, and Robert, and Paul—  
The purpose of life was fulfilled in them all.

Men said of the statesman: "How noble and brave!"  
But of Peter, alas!—"He is only a slave!"  
Of Robert, "'Tis well with his soul, it is well;"  
While Paul they consigned to the torments of hell.  
Born by one law, through all nature the same,  
What made them different, and who was to blame?  
John, and Peter, and Robert, and Paul—  
God in His wisdom created them all.

Out in that region of infinite light,  
Where the soul of the black man is pure as the white;  
Out where the spirit, through sorrow made wise,  
No longer resorts to deceptions and lies;  
Out where the flesh can no longer control  
The freedom and faith of the God-given soul,  
Who shall determine what change may befall,  
John, and Peter, and Robert, and Paul?

The successful grocer makes it a point to please his customers. Have you ever noticed that all of them sell FLEISCHMANN'S YEAST? They wouldn't do it unless it pleased their customers. They also consider the profit, which makes it worth their while. 🐣 🐣 🐣 🐣 🐣

## WHEN YOU SEE

THE  GOOD  
SIGN OF CANDY

"DOUBLE A"

Remember it came from

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

# LISTEN

With your ear "close to the ground," you can hear a great wave of sound spreading all over the U. S., growing, increasing, insistent—the DEMAND for

## "WHITE HOUSE" COFFEE

If you are a wise grocer, you will always be ready with "White House" in stock, to meet your share of the business *certain* to continue coming *your* way.

JUDSON GROCER CO.  
Wholesale Distributors  
GRAND RAPIDS, MICH.



## Franklin XXXX Confectioners' Sugar

which is famous everywhere as the leading sugar for CONFECTIONERS and BAKERS is also packed for family use in 1 pound FRANKLIN CARTONS with an inside bag of moisture proof paraffine paper. It's a handy package and a steady seller. It will pay you to push its sale because the more baking your customers do, the more they will buy cocoa, cocoanut, flavoring extracts, butter, eggs, raisins, flour and all other cake ingredients.

Packed in 1 lb. CARTONS—24 lbs. to the CONTAINER.

Other FRANKLIN CARTON SUGARS are packed in original containers of 24, 48, 60 and 120 lbs.

*Franklin Carton Sugar is guaranteed full weight and refined CANE sugar.*

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

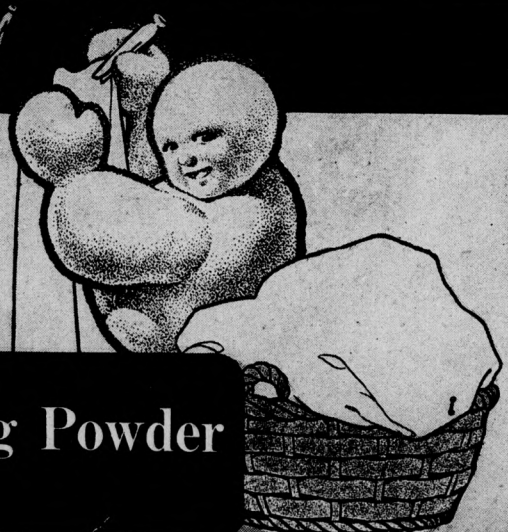
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

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

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 10, 1913

Number 1577

## SPECIAL FEATURES.

Page.	
2.	Detonations.
3.	Cloverland.
	News Items From the Soo.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
9.	The Fire Waste.
10.	Men of Mark.
12.	Butter, Eggs and Provisions.
14.	Window and Interior Decorations.
15.	How to be Happy.
16.	Dry Goods.
18.	Woman's World.
20.	Shoes.
22.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

## Leisure Hour Jottings by the Innocent Bystander.

Grand Rapids, Dec. 8.—Remodeling and improving the Livingston Hotel will be completed soon. New boilers and automatic stokers have been installed and a new elevator has been put into service and the hotel will be further improved.

The Ravenna Hotel, at Ravenna, which is owned by G. W. Cox has just been completed and it is now one of the best hotels in the State for the size of the town. Many towns of a much larger size would be well proud of the Ravenna Hotel. It is fitted up with all modern improvements which the traveling public will enjoy and they have accommodations for fifty guests.

We have troubles of our own, thank you.

Work was started on the hotel at Middleville, Nov. 24. The contract was awarded to Mr. A. W. Morgan, of this city. It is expected that the hotel will be opened for business about February 1. The cost will be around \$10,000 and will be modern in every respect. The plans call for a two-story building with twenty sleeping rooms, a large lobby on the first floor and a large plate glass front. The dining room, kitchen, barber shop and living quarters for the manager will be on the first floor.

When you are married, you can never tell—a lot of little things may happen.

Hotel Barry, at Hastings, has been sold to David H. Reeder, of Laporte, Ind., by Richard Kowalski, owner and landlord. Dr. Reeder is a member of the editorial department of the Chicago Inter-Ocean and the author of several books. The proprietor proposes to put in many new improvements and will include with this a grill room.

The Kalamazoo interurban is now complete from the Kalamazoo River to the Grand Rapids city line. It will come into the city temporarily by way of Grandville avenue over the Holland interurban tracks. While it will be several months before the legal formalities are disposed of, progress is being made on ballasting the tracks and there are already about twenty miles of the track finished and ready for regular business. It has not been definitely decided when the opening of this new interurban will take place on account of it being necessary to secure permission from the Government for the building of a bridge across the river. It will be along in the spring.

A. W. Veal has purchased the Cottage Grove Hotel, at Whitehall, and is planning on making a modern hotel out of it. This certainly meets the

approval of the boys on the road. He proposes to build a few additional rooms to take care of the heavy patronage during the summer months.

The new Kalamazoo interurban is looking well to the freight end of its business and is putting in a bid for the heavy freight business, as it will be in a position to handle same.

Jessie Wilson Sayre received enough presents to keep the wolf away from the door for one winter anyway.

The Sheridan Hotel, located at South Bend, Ind., has been recently overhauled and is now in a much better condition. All told they have twenty-four rooms with bath and seventy-five without bath. D. A. Grant, who has been the whole works around there for many years, is still on the job doing his duty and seeing the boys are well pleased. Now, do not get the idea because Mr. Grant has been there a long time he is an old man, because he is not. He is up at 5 in the morning and goes to bed at 12 or 1 o'clock. There is a man who is an all around hustler, and with the able support of the day and night clerks, Jos. Schmidt and Roy Boyce, he is in a position to cater to the boys and give them "value received" for their money. Mr. Grant stated that he would put in individual towels and then the hotel will be complete.

L. H. Orvis, who formerly conducted an undertaking establishment on Michigan avenue, in South Bend, has moved same under the Colfax Hotel, of that city. The writer fails to see where this improves the Colfax Hotel.

For the benefit of the boys who make Dowagiac, we will say that Mrs. Roberts runs a first-class boarding house in that city and caters to the traveling boys. She sets a splendid table and the beds are very good. She is quite accommodating, especially when the boys are on the sick list. The rates are \$2 per day, and you receive your money's worth. This hotel is located two blocks east of the depot.

O. B. Olson now represents the Corl-Knott Co., covering Southern territory. He made his first trip for the new house on Nov. 17. Here is a good prospect for the U. C. T.

Sad, but true, the Dalton Hotel, at Jackson, still clings to a roller towel. We would respectfully suggest that inasmuch as the boys at the Dalton try hard to please the boys of the road they cause these said roller towels to disappear.

Do not talk about your competitors. If your tongue needs exercise, chew gum.

If any of the boys wish a few copies of the Bulletin for a souvenir, they can be had at 15 cents each.

John D. Martin leaves this week for Detroit to attend the meeting of the Grand Executive Committee. At this time the Grand Executive Committee will appoint a member of the order to the office of Grand Treasurer. All of the Grand Executive Committee will be present, including Grand Secretary Fred C. Richter, except James E. Burtless of Marquette.

Are you a member of the Grand Rapids Traveling Men's Benefit Association? You will do well to enquire and find out what a single dollar will do. A dollar at the present time brings back about 100 per cent. What more do you want for your money?

Your Council dues for the new year are due and payable at any time. For the benefit of the Secretary you would do well to pay them promptly. These dues become past due after January 1. If you value your insurance, do this promptly.

All of you who signed the paper to become members of the new Bagdad Association are requested for the fifteenth time to remit the five bones, so that we can get organized. Why are you holding the five when it is keeping us from organizing? The return mail should carry \$5 to John D. Martin, 233 Henry avenue, city.

In spite of the provisions of the Henry act the Everett Hotel, at Saginaw, still hangs on to the roller towel. The individual towel is conspicuous by its absence. Amen.

James A. Keane.

## Manufacturing Matters.

St. Louis—The Thomas McEwing Cultivator Co. will remove its plant from Lansing here.

Coldwater—The Tappan Shoe Manufacturing Co. has changed its name to the Hoosier Shoe Co.

Chassell—The Worcester Lumber Co., Ltd., has increased its capital stock from \$200,000 to \$500,000.

Coopersville—The capital stock of the Co-Operative Creamery Co. has been decreased from \$36,000 to \$10,600.

Saginaw—The Werner & Pfeleiderer Co. will erect a new plant at the corner of Jefferson and Hess avenue in the spring.

Detroit—The General Aluminum & Brass Castings Co. has changed its name to the General Aluminum & Brass Manufacturing Co.

Ovid—Warner & Freeman have sold their creamery to the Ekenburg Co., who will continue the business as a branch to its creamery at Elsie.

Detroit—The Safety Fender Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

Lansing—The Lansing Rubber Works has been organized with an authorized capital stock of \$50,000, which has been subscribed and \$15,000 paid in in property.

Detroit—The E. T. Clark Roofing Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,500 paid in in cash.

Detroit—The Manufacturers' Home Supply Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$230 paid in in cash and \$4,570 in property.

Dollar Bay—The Dollar Bay Lumber Co. has been incorporated with an authorized capital stock of \$50,000, which has been subscribed, \$7,000 being paid in in cash and \$43,000 in property.

Detroit—The Trope Manufacturing Co. has engaged in business for the purpose of manufacturing and selling a new metal, with an authorized capital

stock of \$30,000, all of which has been subscribed and paid in in cash.

Muskegon—Work on special tools and equipment for the construction of 10,000 motors, ordered by the Saxon Motor Car Co., is rapidly going forward at the Muskegon plant of the Continental Manufacturing Co., and the factory will be operating at capacity within a few weeks.

Northville—The Black Manufacturing Co. has sold its plant at Milford to the Detroit Auto Dash Co., which will re-equip the building as a wood veneering plant. The Black company will continue its bath tub manufacturing business in another structure. The Detroit Auto Dash Co. expects to be in operation in its new plant within a month.

Lyons—A new company has been organized at Lyons, with a capital of \$10,000, of which \$3,500 is paid in, to take over the business of two other small concerns. The new company has bought the machinery and good will of the Lyons Handle Co., a small handle plant operated in Lyons for the past five years by P. H. Powell. The brick factory building, which was built by the village a dozen years ago for the Ash-Harper Gasoline Engine Co., has been secured for the plant, and workmen are already at work constructing a boiler room for the new industry which will operate with steam power. In addition to making handles of all kinds, the new company will also make a line of mission furniture.

The fool killer could certainly secure a steady job in Kalamazoo nowadays. The Common Council of that city recently enacted an ordinance providing for a \$2 tax on every one handling oysters. Why such a senseless assessment should have been levied on the retail dealers of that city is one of the things no one is able to explain. Now the Sealer of Weights and Measures is out with a proposition to compel every clerk to sign all orders he receives and puts up and the consumer to sign for the goods when they are delivered to the house. No more senseless proposition was ever presented to the common council of an intelligent community and the retail dealers of that city are naturally up in arms because they look upon the innovation as an invasion of their rights, which they have every reason to do. The Tradesman has no inside information as to the ulterior motive of the City Sealer in pursuing a senseless campaign of this kind, but on the face of it it looks as though he is either a fool or a knave to undertake to foist on any community a propaganda so fraught with ridiculous features as this one is.

## DETONATIONS.

### Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 8.—Learn one thing each week about Detroit: Detroit has twenty-five furniture factories.

Norman Brush, Michigan representative for the Illinois Electric Co., graced Detroit with his presence last Friday and Saturday. We regret to impart the sad information at this time that Norm. will soon become a Benedict. As Shakespeare wrote, "Thou wilt needs thrust thy neck into a yoke, wear the print of it and sigh away Sundays."

One advantage a Benedict-to-be has over anyone else is that he discovered the only best girl in the world.

A great deal of pleasant comment is heard out Delray way over the up-to-date window trimming and interior decorations of Steinberg's department store.

On the other hand, says Ralph Stoepel (Burnham, Stoepel & Co.) the merchant who does not advertise is never obliged to go to a sanitarium for rest.

Not so with Fred S. Stoepel (in the real estate business)—he advertises lots.

And still they are kind enough to allow us to remain on this mundane sphere.

Allen F. Rockwell, author of Gabby Gleanings and cause of Southern Michigan and Cloverland retorts, was a Detroit visitor last week. We are inclined to think, after interviewing our noted visitor, that he shows a great deal of intelligence—and common sense. He likes Detroit.

You cannot always tell what people are used to eating at home by what they order in a cafe. In other words, a lobster a la Newburg show with a fried liver reality.

E. H. Warner went to Flint last week. Lino: Hold this line for an indefinite run.

Our wash woman says just fourteen mopping days before Christmas.

On Saturday, Dec. 13, the Grand Executive Committee of the Grand Council of Michigan, U. C. T., will meet in Detroit to take up the matter of appointing a successor to the office of Grand Treasurer, left vacant by the death of Henry E. Perry.

He who hesitates has more time to think it over.

Isn't exactly necessary to reside in the city to have all the modern comforts. At least Sam Morris, who conducts a general store in Pinconning, doesn't think so. Sam has built a strictly up-to-date bungalow for himself and family to hibernate in. Well, it is no surprise, coming from such a source. Sam always was up-to-date.

Charlie Sorenson, the Lakeview banker, says he never could figure out why some fellows are called quitters when they seldom start anything.

Ura Donald, we are at a loss to understand why you ask us if we can throw any light on Bill Pohlman's mustache. Even if we did throw a light on it, it would be in vain. However, we know there was something hooked under his nose.

G. H. Gates, President of G. H. Gates & Co., spent Sunday in Merenc, which was his home at one time.

All the world loves a lover—when it is sympathy that should be extended.

Bang! goes a heavyweight biscuit. Arthur Monteith, the popular millinery salesman, representing Hart & Co., of Cleveland, is home for the remainder of the season, but instead of strangling time between now and the new year, he is doing the floor walker stunt at the J. L. Hudson Co. store. Carlyle says, "work is for the living," and everyone who is acquainted with rosy checked Arthur will vouch for his being a live one.

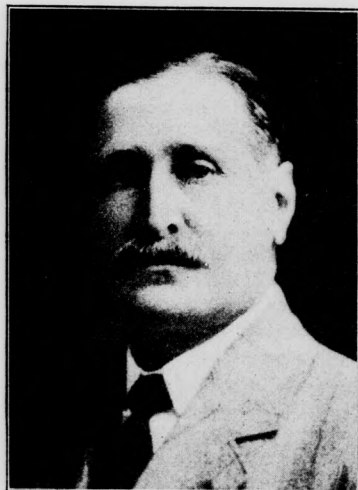
William Reiss (C. Elliott & Co.) accidentally cut his foot a few weeks ago. While at the time the accident did not appear to be of a serious nature, inflammation set in and he was

obliged to remain at home for the past two weeks. It is feared one of his toes may have to be amputated. Bill's many friends hope to see him out better than ever in a short time—and Bill hopes likewise.

Roy Mott (A. Krolik & Co.) is sporting a new Ford car which he is using to gather in orders from the city trade.

Ed. Barnard says, anent the new building that Edson, Moore & Co. occupy, that distance lends enchantment.

The Veteran Traveling Men's Association will hold their fourth annual reunion in Detroit on Tuesday, Dec. 30, with a banquet and general good time at the Board of Commerce building. The Veteran Traveling Men's Association was the first of its kind to be organized in the United States. A traveling man, in order to be eligible, must have at least fifteen years' experience on the road. Sam-



Samuel Rindskoff.

uel Rindskoff, Secretary, is the moving spirit of this year's banquet, which portends nothing but success. F. N. Mosher is President of the Association. It is most important that those who can and intend attending this grand reunion of 'old timers' remit \$2 to the Secretary, which pays the yearly dues, as well as for a plate at the banquet. The Secretary can be reached at 50 Lafayette street.

J. W. Thompson formerly with J. D. Mabley, has opened a men's furnishing goods store on Grand River avenue. As our good friend, Bob White says: "If Thompson doesn't make a success I will be astonished." And Bob is some judge of human nature, too. Mr. Thompson made many friends while with the Mabley Co. and all join in wishing him success in his new venture.

Walter Otis (Kahn Laboratories), an otherwise sensible and sane young man and very popular among the young set of our thriving city has—we are loth to spring it—started raising a few hairs on his upper lip, preparatory to blending into a mustache.

Which brings to mind: What has become of the old fashioned mustache cup?

Frank Hutchinson (A. Krolik & Co.) watched a friend do some tricks in Saginaw recently and, like the kid that sees the circus, he has been practicing ever since. The other day, while riding on the electric road from Flint to Saginaw and waiting for the conductor to collect his fare, Frank began practicing his new-found art of juggling coins. All went well until a bright new half dollar evaded his nimble fingers and dropped kerplunk behind some hot heating pipes. After trying in vain to recover the four bit piece, he called on the conductor and finally called on the whole crowd for help, but of no avail. The lady on one side of the half only laughed at him, for the coin, like the moon, was in sight, but out of reach and Frank

was obliged to dig up another of Krolik's shining pieces. In the future Frank is going to practice in his room—the art of legerdemain.

A person who doesn't bet on the horses has horse sense—and the person who does usually has no cents.

Tom Burton (Lisk Manufacturing Co.) says a sinner is a poor simp who gets found out.

If anyone knows of a house looking for an energetic, competent and experienced salesman, please communicate the fact to the writer.—Gabby Gleanings. Yes, G. G., we know of one who is looking most of the time for one. Our wife is one that runs the house, too.

Which is the long looked for opportunity we have been waiting to tell what a good salesman (?) we really are. Regret the notice did not also say "good looking" salesman.

Probably no jobbing house in the country could boast of a finer looking lot of traveling men than could the J. L. Marcero Co., wholesale tobacco and agent for Lowney's candies, only to lose this proud distinction through the nefarious conduct of Charlie Fremont in attempting to cultivate a sickly looking hirsute adornment, otherwise called a mustache. Charlie has been beseeched, threatened and cajoled by the house and his fellow travelers to give up the idea of growing the mustache—if no other thought than loyalty to his firm, but nothing doing—Charles having the impression that all the hubbub was raised through jealousy of his "down patch." As a last resort a plot in which Mrs. Fremont has given her consent to co-operate has been hatched which bodes ill for anything found hanging around Charlie's upper lip. After which the Marcero bunch can again resume its proud station among Detroit's hand-somest traveling men set.

A. J. Wilkie, formerly connected with furnishing store of George & Henry, has opened a men's furnishing goods store at 715 Woodward avenue. Mr. Wilkie has lived in Detroit a great many years, during which time he has made hosts of friends who will prove a good asset in his new undertaking.

Jerry Moore and F. M. Johnson have gone into light training preparatory to finding out who is the greater—further than this we refuse to incriminate ourselves.

Mason county is going to try and help the hard hit housewives of the country by giving a poultry show at Ludington, Jan. 13 to 16 inclusive. The show will be given by the Mason County Poultry and Pet Association, whose slogan is better poultry and more poultry, either one of which means more eggs.

It was really a refreshing spectacle to watch the dance given by Detroit Council, No. 9, at their hall last Saturday night, which, despite the weather, was exceedingly well attended, nearly 100 couple being present. After hearing so much nowadays about the tango, the Indiana squirm, the Western wiggle and numerous other "up-to-date" dances, we cannot refrain from saying that "it is refreshing to watch the clean cut dancing indulged in by those who attend the Detroit U. C. T. dances."

"A philanthropist," says Martin Stafford, of Martinson & Stafford, clothiers of Alpena, "is a guy who quietly swipes from the public, then publicly returns a small percentage of it."

Walter J. Hill, who conducts a dry goods and furnishing goods store at the corner of Kercheval and Concord avenues, has enjoyed a steady growth of business ever since he opened his store, nearly eight years ago. Mr. Hill owes his success to one part of the business that is only too often overlooked by many merchants—attractive windows and keeping his store as attractive as possible at all times. An attractive window is a store's best advertisement.

"Jimmie" Carlton, the Lakeview

merchant, spent a few days in Detroit last week on a shopping expedition. No casualties.

Detroit has been coming along like a fire on a windy day during the past fifteen years. So have a great number of Detroit's business places, but none have made a better showing than has Brasch Bros. department store on Barker street. The business originally was started about thirty years ago in a very small way by John Brasch, Senior, and carried on by him with the assistance of his boys as each became old enough to help in the store. After his death and as soon as the boys, John, Will, Ed. and George, all became of age, the firm was re-organized under the firm name of Brasch Bros. Under their able management the store has grown until to-day they conduct one of the largest department stores in the western side of the city. Their building has a frontage of eighty feet and a depth of ninety feet.

Nothing B. V. D. about this weather.

It is all very well to call on the public to do their Christmas shopping early, but what are you going to do if pay day doesn't arrive until the 24th?

Cadillac Council, No. 143, will hold its regular meeting Saturday night, Dec. 13. As the Grand Executive Committee will be in the city on that day, they have been invited to attend the meeting and all will probably do so. Council No. 9 is especially requested to attend the meeting, as business of importance to both Councils will be transacted. It is hoped that as many members of No. 9 will turn out as possible.

Jimmie Duffin, member of the firm of Glover & Co., Cheboygan, is such an enthusiastic hunter, his many friends say, that if he goes on a hunting trip and meets with poor luck he will come home and try out his trusty gun on the village alley cats. Jim says he wonders why it is that the fellow who never has any ideas is always the first to explain them.

Living in a small town isn't going to keep Ernie Gillard, of Gillard & Son, Spruce, from living well. The Gillards are of Scotch descent and would be ashamed if they were of any other nationality. To continue our story about Ernie—he is having a beautiful home built out of solid stone, gathered about the country.

D. Mills, the Gladwin merchant, was a Detroit visitor last week.

Our county cousins are as full of scrap as are the city bred chaps. Much rivalry exists between Clarence Beemer, of Romeo (found on some maps), and Heine Hintz, of Armada (not always found on the maps but always advertised by Heine), both with the J. L. Marcero Co. The good natured dispute is over the respective merits and sizes of the aforementioned villages. Armada has one advantage in that eggs can be purchased for 1 cent per dozen less than in Romeo. The latest census gives Romeo a lead of 800 in population. Clarence can also give his Teutonic friend the saucy smile because Romeo has a still greater advantage—it is nearer to Detroit than Armada is.

Next dance given by Cadillac Council, No. 143, will be held at the Knights of Columbus hall on Woodward avenue, Saturday, Dec. 27.

With the addition of Claude Canfield to the sales force, it will make ten men the General Grocery Co., a young but growing concern, has on the road. The General Grocery Co. was organized scarcely two years ago by S. B. Cohn, A. E. Chrysler and Phil Sheridan, President, Manager and Secretary respectively, all of whom were connected with a local jobbing house. To show that this young concern has prospered and intends enlarging its sphere of activity, Mr. Chrysler informs us that the sales force will be increased to fifteen men before Jan. 1. It is the intention to cover more of the territory in the

State with the advent of the new year.

O. A. Henderson, of Lansing, writes as follows: Noting the fact that you are having your troubles trying to get poetry (?) accepted by the editor, I wish to refer you to one of Poor Richard's Almanac sayings, as follows: "Many an aspiring young poet is convinced that it is easier for a camel to pass through the eye of a needle than for an editor to enter the Kingdom of Heaven." Well, we certainly do think that editors are pretty poor judges when they turn down our poetry.

A friend in need—is quite a daily occurrence.

Gard Wallace (Cohn Bros. Co., Milwaukee) is home for the holidays. If you look around, you'll find Norm Eggeman not forty feet away.

We were surprised that "Billy" Warr's name did not appear in the programme of a show given in Ludington by local talent. Billy is some actor, besides being author and editor of the Ludington Daily News. Of course, there are all kinds of actors. Billy's one of that kind.

We received our diploma from Billy Warr. You ought to see what the audience presented us with. Them was snappy days.

M. & G. Proper, of Manistee, laugh at the idea that a cauliflower is a cabbage with a college education.

It is with extreme regret that we announce the death of Charles E. Mutschel at his home, 370 Montclair avenue, Monday morning. Mr. Mutschel, until obliged to give up his work through illness, about five months ago, had been serving Burnham, Stoepele & Co. continuously and faithfully for ten years as traveling salesman, during which time he made hosts of friends. A fine man, a good husband and a loyal friend can truthfully be said of him. At the time of his death Mr. Mutschel was 56 years of age. Besides his wife, he is survived by five sisters. The funeral will be held at the residence on Thursday, Dec. 11, and the interment will be made at Ypsilanti.

J. W. Marsh, Secretary-Treasurer of the Ideal Stencil Machine Co., of Belleville, Ill., is hobnobbing with his agents and incidentally visiting the trade and prospective trade in the interests of his stenciling machine this week.

Three more non-union miners murdered by union criminals in the Upper Peninsula and Cousin Dorothy says the Upper Peninsula is a safer place to travel in than is Mexico.

You'd better watch your water pipes or the plumber will get you if you don't watch out.

Editor: Above is not intended for poetry.

Max Sable, who recently returned from the West, where he sojourned for the past five years, fighting Indians, floor walkers and suffragettes, has associated himself with his brother, Will, and both will have the agency of the Ideal Stencil Machine Co. The agency was formerly in charge of Will, who has his office at 153 East Warren avenue. With the assistance of his brother, Will expects to "clean up" the territory.

Erskine McLeish (Edson, Moore & Co.) has just returned from French Lick Springs where he has been for the past few weeks in an effort to recuperate after a serious illness and operation.

Irvin A. Gies has opened a men's furnishing goods store at 768 Woodward avenue.

Send all Christmas gifts intended for us to 211 Columbus avenue.

Mark them "open at once." Our better half will then wait until Christmas to open them.

President Wilson and Fred Richter are both working for four years more. "Willie" Fixel (A. Krolik & Co.) says records are the only thing that are improved by breaking.

How about phonographs, Willie?

James M. Goldstein.

## CLOVERLAND.

### Zephyrs From the Upper Peninsula of Michigan.

Marquette, Dec. 8.—The Tradesman sure coughs up some strange revelations, revolutions and innovations at times. The latest is that at a banquet and ball given by the U. C. T. boys at Coldwater. "Invocation was offered by Bro. G. O. Gallop." Wonder what in— (well, I won't say it) kind of an invocation did George offer up anyway?

In the near future we intend to write up, IN A BRIEF AND CONCISE WAY, the various towns of Cloverland, their particular advantages, their manufacturing industries, their principal business houses, their scenery and other points of interest, taking a particular town for each write up. We hope that this will prove interesting reading and will put forth our best effort to make it so.

We also intend to make a feature of personal biographies of men of mark, successful business men and successful salesmen, furnishing, where practicable, a half-tone picture of the subject of the biography, confining ourselves, of course, to the men of the Upper Peninsula. We intend to give the people of Cloverland a good page of as good readable matter as we have ability to put up and so make the Michigan Tradesman the only trade paper published that especially features the Upper Peninsula, its manufacturing interests, its wholesale interests, its commercial interests, its agricultural interests, its vast development in the past few years and its wonderful future possibilities in farming and other development.

Subscribe for the Tradesman!

We notice A. H. Gribble, of Negaunee, is making quite a few Sunday evening visits to our beautiful city and that he always carries a suspicious looking package in his overcoat pocket resembling a chocolate box. Wonder who the lucky girl is?

H. R. Goodman, of Marinette, who recently took a city and tributary territory for the Carpenter-Cook Co., of Menominee, is making an unprecedented success of the territory. He has moved to the city and has taken apartments in the Hargreave flats. His wife is a charming little lady and has already made a most favorable impression among her new friends. H. R. has already joined our U. C. T. and promises to be an active and enthusiastic worker.

After our next meeting, if we could never blow before, we will blow from now on. We have the application of E. R. Bellows in our hands and we expect to initiate him at our January meeting.

At a meeting of our Executive Committee, held on Saturday evening, we voted to omit the December meeting in order that our boys may enjoy the Christmas festivities without the interruption of a U. C. T. meeting.

J. E. Burtless has accepted a lucrative position as local insurance manager and solicitor for Asire & Palmer, of this city. This will take James off the road, but it will not cool his ardour as a member and a worker in the U. C. T., both State and local. We must say that we never did have, nor do we ever expect to have a more faithful or consistent U. C. T. worker than James Burtless and we wish him well in his new undertaking.

The Marshall Butters new mill at L'Anse is closed for the season. We sincerely hope that with the advent of spring its whistle will be heard again. No reason is given for the shut down, but it is believed the action follows some internal dissension in the company.

Miss Minnie Moore, a wealthy capitalist of this city, accompanied by Miss Minor and Mrs. Peet, of Ypsilanti, left Marquette early in October on one of the most unique automobile trips ever undertaken in this part of the country, their destination being Long Beach, Cali., at which

point they arrived Nov. 19. The entire trip was made by car from here. The party was favored with delightful weather and made the trip without a single serious mishap of any kind and the car was running quite as well on its arrival in California as it was the day it left Marquette.

Andrew L. Giddings, of L'Anse, is operating a large camp for the Baraga Lumber Co., at Point Abbaye, the contract being for 3,000,000 feet.

Fred Urquhart will also put in 3,000,000. This will ensure a summer's cut at the Baraga mill next summer.

We regret to chronicle the death of Mrs. W. F. Lipsett, of the Soo, at the age of 44 years. Death was caused by a complication of diseases. Mrs. Lipsett was prominent in church and social circles and she will be sadly missed by a wide circle of friends. We extend sympathy to the bereaved husband and children.

Garnet has come back, and why shouldn't it, with a man of the strength and personality of D. N. McLeod at the helm? Dan recently purchased the entire plant of the Hudson Co. as coolly as he would buy a "jot" of chewing tobacco and immediately started to get busy. There is a million and a half of lumber in stock in the yards, which the deal involves, besides the large mills for the manufacture of every branch of the lumber business, the townsite, including all the residences and the vast timber lands. It is indeed fortunate for the township of Hudson that the property fell into such excellent hands, because they are now ensured years of continued prosperity. Dan has disposed of his residence at Rexton, three miles distant, and also his interest in the mill at Rexton and will devote his entire time to his new plant at Garnet. The Rexton people will miss his genial personality, but are satisfied that they can hear him laugh once in awhile if the wind is in the right direction and these isn't a train on the track.

Marquette, by an overwhelming majority, voted in favor of a charter revision, adopting the commission form of government. The election for commissioner will take place in January, when the new government will be effective.

Read the Tradesman!

William Teehan, a most exemplary Negaunee boy, born and raised here, a brother to Mrs. Laverne Seass, of the Breitung Hotel, at Negaunee, and once a clerk at this hotel, was ordained a priest on Saturday last at Norwalk, Conn., and celebrated solemn high mass in that city on Sunday under the most auspicious conditions. His mother, Mrs. Ann Teehan, and his sister, Mrs. Seass, both of Negaunee, were present and witnessed the ordination.

Do you notice W. G. Tapert's continued interest in the revival meetings at the Soo? Reading between the lines, we fear for W. G. lest he become enmeshed in the revival himself. Say, Bill, don't be a hardened sinner any longer. Come across, old boy, come across.

E. P. Monroe, of Merry Musings, your stuff is good, but why are you so stingy with it? Get busy. Writing is a splendid diversion. Don't be so bashful.

That was an interesting stunt they pulled off at Grand Rapids—the hard times party. We believe we will copy after you and try that out ourselves before the winter is over. Grand Rapids is certainly entitled to the honors for setting the pace. Grand Rapids knows how and that's a cinch.

Another evidence—this time from his own town—that Editor Stowe is "nix on the poetry stuff." Nothing doing.

Yes, Sunny, you are safter in the Upper Peninsula than in Mexico. Come across the straits we will use you well and send you home happy. We want to get our lamps on you anyway. Come along.

Ura Donald Laird.

## News Items From the Soo.

Sault Ste. Marie, Dec. 8.—The Knights of the Grip and hunters at present are having their troubles about the accommodations of the D. S. S. & A. Railway at Strongs. This is a very important station at this time of the year and the agent at Strongs is on duty only until 6 o'clock p. m. and the numerous passengers for the night train are obliged to flag the train to get out of Strongs. During the cold weather there would have been numerous frozen cars were it not for the kindness of the clerk in the grocery store of E. Turner, who has been humane enough to sit up and keep a fire going for the travelers until train time. As there is no operator at Strongs, the weary traveler has no way of ascertaining how late the train is and must remain in suspense until the train shows up. About a year ago complaint was made by the merchants shipping goods to Strongs, which were thrown off the train, scattered along the track and fresh meats devoured by the dogs in the vicinity as there was no warehouse there, but the wholesalers got together and entered a protest about the treatment received from the D. S. S. & A., which resulted in the railway building a warehouse and ticket office at Strongs, so as to care for the shipments as they arrived on the freights. It is hoped that similar action will be taken by the Knights of the Grip to wait on the railroad officials and bring about the necessary changes to accommodate the traveling public.

Numerous citizens attended the stock show at Chicago last week, some making purchases of stock while there, and from the many stories told of their experiences at Chicago it is safe to state that all the visitors had a good time while in the windy city.

The first snow storm of the season struck the Soo Sunday and the territory throughout this section is abundantly covered with the beautiful. It is predicted by the "Neverfails" that winter has settled in for the remainder of the season. The lumber camps are starting in full force, with the expectation of working full crews from now on.

N. J. LaPine, representing the Cornwell Beef Co., on the Gladstone division, spent Saturday at St. Paul last week and it is understood that he transacted considerable business while at St. Paul, bringing back a large bouquet of St. Paul's finest roses. Mr. LaPine is a great lover of flowers and he avails himself of every opportunity to keep his family supplied with the choicest blooms.

John Moloney, the popular manager for Swift & Company's Ishpeming branch, spent Friday and Saturday of last week visiting the main office at St. Paul. While in the Twin City he was appointed Chief Chicken Inspector and is wearing a large badge, made especially for the occasion. Numerous Knights of the Grip are expected to be deputized as his assistants.

W. G. Tapert.

## What Some Escanaba Subscribers Say.

John Gross, grocer: The best trade paper published.

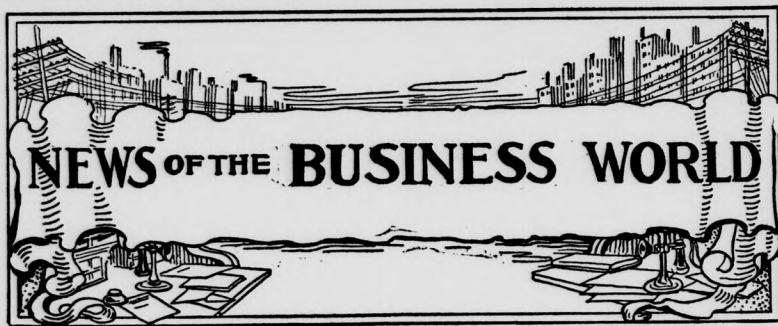
Royal Grocer Co.: There is no trade paper as good as the Tradesman.

W. R. Smith, Manager Delta Hardware Co.: The quotations on front cover of Tradesman are worth many times the price, even though I may not find time always to go through its pages thoroughly.

## Real Riches.

A man is rich in proportion to the number of things he can afford to let alone.—Thoreau.

Don't try to be funny with customers. It is very hard to know just what another person's sense of humor is like.



#### Movements of Merchants.

Eureka—George Plank succeeds E. Peck in the meat business.

Durand—Waddail & Kenyon have engaged in the meat business here.

Norvell—A. H. Taggart of Byron has opened a drug store here.

Stanton—Richard Willett has engaged in the meat business here.

Durand—Lemunyon & Conn have engaged in the dry goods business here.

Mancelona—C. E. Gifford has opened a bazaar and confectionery store here.

St. Johns—M. E. Bidwell & Son have engaged in the bazaar business here.

Dublin—Clarence E. Beagle, recently of Fennville, has engaged in general trade here.

Eaton Rapids—C. Gilmore has opened a restaurant in connection with his grocery store.

Manistee—Mrs. Andrew Johnson & Son have engaged in the grocery business here.

Lansing—George C. Cruger has opened a tea and coffee store on West Michigan street.

Freeland—A. B. Laur has erected a grain, feed and produce elevator and engaged in business here.

Manistee—Mrs. John Bradshaw succeeds Mrs. Antonia Bernatowicz in the confectionery and restaurant business.

Macon—B. S. Scudder has sold his stock of general merchandise to E. M. Dewey, who will continue the business.

Nashville—W. J. Liebhauser has taken over the stock of the Nashville Lumber Co. and will continue the business.

Baroda—A. F. Rick will open the Baroda Commercial Bank in a new building erected for that purpose Jan. 1.

Marshall—Burglars entered the O. L. Linn & Son clothing store Dec. 4 and carried away stock valued at more than \$500.

Battle Creek—The Helmer-Goodale Drug Co., which was recently burned out, has resumed business at the old location.

Martin—Charles Bachman is erecting a two-story store building which he will occupy with his stock of meats about April 1.

Sturgis—Herman A. Sobrofsky has sold his stock of clothing to Rehm & McIntosh, who will consolidate it with their own.

Jackson—W. R. Nicholls has purchased the Mellencamp meat stock at 513 East Main street and will continue the business.

Duck Lake—J. Dodd has purchased the William Straight stock of general merchandise and will continue the business at the same location.

Coldwater—Frank E. Dunham has purchased the Hall & Kennedy grocery stock and will continue the business at the same location.

Saginaw—John O'Hare, who has conducted a shoe store here for the past thirty-two years, died at his home, Dec. 9, after a lingering illness.

Ypsilanti—Burglars entered the F. M. Reall dry goods store after business hours Dec. 4 and carried away silks and satins valued at over \$500.

Battle Creek—The Weickgenant-Coe Co. opened a general store at Urbandale Dec. 8. The store will be under the management of Mr. Coe.

Durand—Burglars entered the George W. Beck drug store Dec. 4 and secured about \$12 from the cash register and a large quantity of tobacco and cigars.

Flint—William Beuthner and E. L. McLaughlin have engaged in the tea and coffee business on South Saginaw street under the style of the Flint Coffee House.

Lansing—Ned B. McLaughlin and Parley Waltersdorff have formed a copartnership and will engage in the implement business at North Lansing about Dec. 15.

Ionia—E. J. Pierce, who conducts tea and coffee stores in Bellevue and St. Johns, has purchased the F. J. Heany bankrupt stock of groceries and will continue the business.

Detroit—The White Credit Clothing Co. has engaged in business with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Hastings—Zavitz & Stoerck, meat dealers, have dissolved partnership and the business will be continued by L. W. Zavitz, who has taken over the interest of his partner.

Laingsburg—Wright & Kimmis, grocers, have dissolved partnership and the business will be continued by W. H. Kimmis, who has taken over the interest of his partner.

Owosso—Fred Stevens, proprietor of the Wildermuth Hotel, has assumed its management, succeeding Bert Waldo, who resigned to accept a Government position at Dayton, Ohio.

Arcadia—Louis Oppenheim, who has been carrying a line of clothing, dry goods, etc., has added a stock of groceries, the Musselman Grocer Co. branch of Traverse City furnishing same.

Sherman—Morrell & Lyle lost their general stock by fire Dec. 8. The loss is estimated at \$3,000, with \$2,000 insurance. It is believed the fire was of incendiary origin. It was the last of Sherman's business places, three others having been destroyed in the same manner.

Hudson—James Deems has sold his grocery stock to S. B. Marble and E. Hemstreet, who have formed a copartnership and will continue the business under the style of Marble & Hemstreet.

Detroit—The Universal Store Specialty Co. has obtained a verdict of \$160 against Frederick W. Knak, 763 Mack avenue, who refused to accept a sausage machine according to the terms of a contract drawn up.

Hastings—Ray Cook and Claude Henry have formed a copartnership and purchased the M. Inman & Son bankrupt stock of second-hand goods and will continue the business under the style of the People's Exchange.

Interlochen—D. W. Conine & Son, of Wexford, have purchased the Tillaugh building here and put in a stock of merchandise, under the management of R. O. Dixon. The Musselman Grocer Co. branch of Traverse City furnished the grocery stock.

Ironwood—E. B. Williams, who has conducted a hardware store here for the past twenty-seven years, has sold his stock to E. A. Gamble and Frank Mrofczak, who have formed a copartnership and will continue the business under the style of Gamble & Mrofczak.

Milford—A new company has been organized under the style of Gittins & Son, to engage in the general retail hardware and general plumbing and tinning business, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—Geo. L. Collins & Co., wholesale dealer in fruit, produce and poultry, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed, \$2,000 paid in in cash and \$1,200 in property.

Mt. Clemens—Trombley & Groesbeck, dealers in cigars and operating a pool room, have merged their business into a stock company under the style of Trombley & Groesbeck Co. and will sell at wholesale and retail, cigars, tobacco and smoking goods and articles, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Fairgrove—Since nothing has been heard of Earl B. McCloy, the young Fairgrove merchant, who disappeared two months ago, J. W. Quinn, of Caro, has been appointed receiver of the stock, pending the appointment of a trustee in bankruptcy. This step was necessary to dispose of perishable goods in the stock. The stock and fixtures have been appraised and valued at \$1,309.88. Liabilities are about \$3,000.

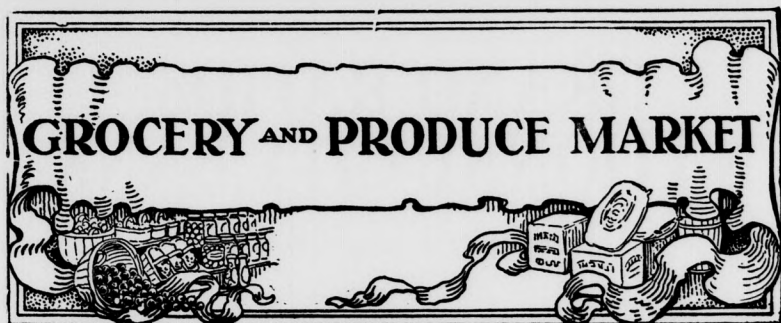
Owosso—Tyler & Ashton, of Chicago, have purchased the cold storage plant of the American Farm Products Co., which will be put in condition so that the creamery may be operated, packing stock, butter, eggs, hides, furs, tallow, nuts and dried fruits bought and cared for. The concern will operate under the name of the American Warehouse and Storage Co. and will be managed here by J. A. Homer, formerly of Chicago, who has moved to this city.

Corunna—The case of the Ionia Bean Co. vs. L. C. Hall, of Owosso, which was tried last week in the Circuit Court, resulted in a verdict for the plaintiff of \$68.75. The Ionia company claimed damages of more than \$200 because the beans were 1 per cent. less perfect than claimed for them under the terms of the contract. The company declared that the difference in quality was not discovered until the beans had lain in the store-room for two weeks. The suit is said to have been a friendly one instituted by the Michigan Bean Jobbers' Association, of which both are members, to determine whether the shipper's liability ceases when the goods are paid for.

Fenton—The A. J. Phillips Co. has exchanged its manufacturing plant for several portions of real estate in Detroit owned by Henry S. Koppin. During the past year the plant has been closed. It was formerly run by the three Phillips brothers, W. B., A. E. and H. J. Phillips. The company was organized in 1869 by the father of the three boys. It is understood that Koppin, who builds a large number of dwelling houses in Detroit each year, intends to use the factory for the preparation of materials which he will need in his construction work. He plans to open the plant in the near future. The Phillips brothers plan to enter the real estate business in Detroit on a large scale.

Houghton—The showing made by the banks of Houghton county in their latest statements is deemed significant. It would naturally be expected that after a strike of the proportions of that of the copper miners had been in progress six months there would be an aggregate shrinkage of many millions of dollars in the totals of the banks. As compared with the statements of June last, however, there is a shrinkage of less than a million dollars. This showing is considered evidence of the fact that the mines are working good forces of men and that the strikers are losing. On June 4 the aggregate resources of the banks of Houghton county totaled \$19,098,000, and on Oct. 21 the aggregate was \$18,168,000. The deposits dropped from \$15,019,000 to \$14,017,500. The totals are well above those of a year ago.

Cadillac—The other stockholders in the Webber-Benson Co., druggist, have purchased the interest of the A. H. Webber estate, the stock now being owned in full by Fred A. Diggins, Dr. B. H. McFullen and Don McMullen. Don McMullen becomes general manager of the company. Earl McCormick remains as head of the drug department and purchasing agent. The corporate style will main as it now is. With the re-organizing of this company, the Webber interests retire after twenty-six years of activity in the drug business in this city, A. H. Webber having come here and gone into that business over a quarter of a century ago. From the smallest beginnings he built up one of the most extensive lines of business in Northern Michigan. The company had several changes, but Mr. Webber ever remained the dominant factor. At his death he left a well established business.



### Review of the Grand Rapids Produce Market.

Apples—Greenings and Baldwins, \$3.50; Wagners, \$3.75; Northern Spys, Jonathans and Shiawassee Beauties, \$4@4.25.

Bananas—\$3.50 per 100 lbs. or \$1.75 @2.50 per bunch.

Butter—Receipts of fresh butter continue liberal, but the bulk of the receipts seem to be showing some defects in flavor. A comparatively small percentage of the arrivals grade extra, and on this grade the market is firm and unchanged. Under grades are in slow sale and some surplus is accumulating. Prices are considerably under the price of fresh butter. Stocks of storage butter are large and moving but slowly, owing to the excessive supply of medium grade fresh butter. Fancy creamery commands 34c in tubs and 35@36c in cartons. Local dealers pay 22c for No. 1 dairy and 17c for packing stock.

Cabbage—75c per bu.

Carrots—65c per bu.

Celery—\$1.25 per box containing 3 to 4 bunches.

Christmas Greens—Holly prices will be firmer this year than last. Reports from the East and South indicate that supplies are scarce. Christmas trees reached market this week. There will be a firm tone on evergreen wreaths, etc., as weather conditions have made it difficult to get trees out of the woods.

Cocoanuts—\$4.75 per sack containing 100.

Cranberries—\$9.50 per bbl. for Lake Howes.

Cucumbers—\$1.50 per doz.

Eggs—The market has evidently reached the highest point and the price is quite likely to be downward from now on. Local buyers have reduced their quotations to 35c for strictly fresh and cold storage holders have reduced their quotations to 29c.

Grape Fruit—The price has declined to \$4 per box for all sizes.

Grapes—Malaga, \$6.50 per keg; California Tokay \$2 per 20 lb. crate; Emperor \$2.25 per 20 lb. crate.

Green Onions—25c per dozen.

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

Lemons—Verdellis, \$6.50 per box.

Lettuce—Eastern head, \$2.50 per bu.; hot house leaf, 12c per lb.

Nuts—Almonds, 18c per lb.; Butter nuts, \$1 per bu.; Chestnuts, 22c per lb. for Ohio; Filberts, 15c per lb.; Hickory, \$2.50 per bu. for Shellbark; Pecans, 15c per lb.; Walnuts, 19c for Grenoble and California; 17c for Naples; \$1 per bu. for Michigan.

Onions—\$1.10 for red and yellow and \$1.25 for white; Spanish, \$1.40 per crate.

Oranges—\$2.50 for Floridas; \$3 for California Navals.

Peppers—Green, 75c per small basket.

Potatoes—The market is dull and featureless. Country buyers are paying 45@50c; local dealers get 65@70c.

Pop Corn—\$1.75 per bu. for ear; 5c per lb. for shelled.

Poultry—Local dealers pay 10c for springs and fowls; 5c for old roosters; 9c for geese; 11c for ducks; 15c for No. 1 turkeys and 12c for old toms. These prices are live weight. Dressed command 2c per lb. more than live.

Radishes—30c per dozen.

Spinach—90c per bu.

Sweet Potatoes—Delawares in bushels, \$1.10; Jerseys, \$4 per bbl.

Tomatoes—\$2.50 per 6 basket crate of California.

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

The Royal Tea Co. has merged its business into a stock company under the style of the M. J. Helms Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property. The stockholders and the number of shares held by each are: Henry E. Jones, Chicago, 25 shares; John Jacobs, Chicago, 1 share, and M. J. Helms, 24 shares.

William Harmelink has sold his coal and wood business at Taylor avenue and Quimby street to the Creston Fuel and Building Material Co. This firm is said to consist of Glenn C. Mason and Dewey Blocksema, both connected with the Breen & Halladay Fuel Co.

The Peoples Sample Furniture Co. has commenced business at 705 West Leonard street. The partners are L. C. Harris and William Laban, Harris being the proprietor of the Harris Sample Furniture Co., of this city.

H. T. Needham has engaged in the hotel and restaurant business at 1003 South Division avenue. He has been employed as a linotype operator by the Grand Rapids Herald.

A. Bottling, grocer at 626 Thomas street, S. E., will remove his stock to the store building he recently erected on Thomas street, near Paris avenue, before Christmas.

Thiebout Bros., meat dealers at 1235-37 Plainfield avenue N. W. have remodeled their store building and added a line of groceries to their stock.

Louis Berkowitz, shoe dealer on North Ottawa avenue, has commenced using the style Wolverine Shoe Co.

### The Grocery Market.

Sugar—Philadelphia is quoting 4.25c for barrels and bags and the Federal still names the same figure for the remainder of its stock. This plant will be closed down for repairs and others are expected to follow suit soon, so that the market for Eastern granulated should be steady. The distributors are indifferent except for actual needs, being busy with holiday goods and seeing no reason to stock up with the raw market so reactionary.

Tea—The market is quiet, although prices for all grades are firm, the leading demand being for Japans, which are now about all out of first hands. Basket fired teas are very scarce and high. Formosas are considerably higher than this date a year ago, as are Ceylons and Indias. The shortage in Japans from 1912 crop is over five million pounds and from 1911 crop, nearly ten million pounds. With this shortage in sight, a strong advance is looked for after the holidays.

Coffee—Rio and Santos grades are unchanged. The demand for Brazil coffees is light. Mild coffees are unchanged for the week, prices in this country being much below the parity in primary markets. The demand is moderate. Java and Mocha unchanged and quiet.

Canned Fruits—Apples are unchanged and in light request. California canned goods are unchanged and dull. Small Eastern staple canned goods are steady to firm and in fair demand.

Canned Vegetables—The disclosures made by the National Canners' Association last week, relative to the enormous tomato pack this season, have tended to demoralize prices more than ever. Standard 3s are slow sale at 67½c. There are rumors of a price of 65c and predictions of 60c within two months. From the packer's standpoint, the situation is very uncomfortable, as nobody sold any futures to speak of, and buyers are taking stock only as they need it, therefore the bulk of the enormous production is in packers' hands. Many packers are not able to carry it, so that the outlook is not strong. Corn is unchanged for the week, though the pack figures show about 6,000,000 cases less than last year, and the smallest pack since 1909. The demand is fair. Peas, in spite of the gloomy forebodings of a few months ago, prove to be a larger pack than a year ago. The market is unchanged and quiet.

Canned Fish—Salmon of all grades remains unchanged. Both domestic and imported sardines are very scarce and very high, especially the imported.

Dried Fruits—California raisins are slow and prices are nominal and the market is unsettled. Offerings of imported raisins of all kinds on the spot are small, but as there is no demand to speak of at present prices are unchanged, though the general tone of the market is steady on the basis of quoted prices. Currants are firm, spot stocks having been closely absorbed by recent demands. Advices by cable from Greece reflect a very firm feeling there owing to a strong statistical situation. Carton currants of the best brands on the spot are meeting with a good sale at the quoted prices. California prunes re-

main firm, with limited offerings for shipment from the Coast. Oregon Italians are in a firm position, though the demand for them at present is slow. Offerings from the Coast are light and spot stocks are well cleaned up. Dates are firm. Persians are going freely into consumption at the quotations, though the demand is largely for carton goods. Prices are unchanged. Peaches and apricots are fairly active at unchanged prices.

Cheese—The market is steady and unchanged and supplies a little lighter than a year ago. No radical change is in sight.

Provisions—Smoked meats are without change. Pure and compound lard are only steady and in fair consumptive demand. Barreled pork, dried beef and canned meats are unchanged and in moderate demand.

Salt Fish—Norway mackerel are scarce and strong, the demand being moderate only. Irish mackerel are by no means in good supply, but they are neglected and prices are inclined to be easy. Cod, hake and haddock are fairly active at steady to firm and unchanged prices.

At the meeting of the local association of grocers last evening, it was decided to postpone the annual meeting of the Michigan Retail Grocers and General Merchants' Association from Feb. 17, 18 and 19 to Feb. 24, 25 and 26, on account of the former dates conflicting with the annual meeting of the Michigan Retail Hardware Association at Kalamazoo. The meetings will be held in the city hall. A banquet will be held on the evening of Feb. 25 at Evening Press hall. No other preliminary arrangements have been definitely decided upon, but it goes without saying that the convention will be well entertained while here. If the preliminary preparations made by the officers of the organization are in keeping with the entertainment features proposed by the local dealers, the convention will be well worth attending. One of the greatest drawbacks connected with the organization in the past has been the lack of preliminary preparation, so that very little work of a permanent character has been accomplished at the meetings. It is to be hoped that this practice will be changed at the Grand Rapids meeting, so that the convention in February may mark genuine progress in the affairs of the organization.

One of the strongest brokerage houses in the country is now the house of Howe, Snow, Corrigan & Bertles, formed by the consolidation of Howe, Corrigan & Co., and Hilliker, Bertles & Co. This firm is composed of young men of exceptional energy and ability and it goes without saying that their efforts will result in placing the brokerage business of Grand Rapids on a higher plane than it has ever been placed before.

Among the representatives of the local grocery trade who are in Detroit to-day to attend the annual meeting of the Michigan Wholesale Grocers' Association are William Judson, Arthur Gregory, Harry T. Stanton, Guy W. Rouse, Ed. Winchester, Ed. Kruisenga, F. D. Vos, M. D. Elgin and Ed. Dooge.



Thirty years ago this city had five banks, with a total capitalization of \$1,350,000; to-day there are three National and six State, counting the South Grand Rapids State, with a total capitalization of \$3,375,000, and, in addition, are two trust companies with \$500,000 capital. Thirty years ago the combined resources of all the banks was \$7,702,287.41, and now they are \$42,352,217.96, not counting the trust companies. Thirty years ago the total loans and discounts was \$5,809,185.07 and this compares with a present day total of \$22,807,702.39. The bonds and mortgage account used to be \$101,250.42, and the cash and cash items \$1,283,249.21, and these compare with \$9,258,393.92 and \$6,918,214.76. In 1883 the five banks with \$1,350,000 capital had \$533,838.21 in surplus and profits, or a little less than 40 per cent., and to-day the banks have \$2,541,991.58, or nearly 70 per cent. The commercial deposits have grown from \$3,104,403.65 to \$12,659,910.28; the certificates and savings from \$2,083,584.59 to \$17,142,005.34; the due to banks from \$303,791.07 to \$3,591,064.92 and the total deposits from \$5,510,031.15 to \$33,646,953.92. These figures are impressive as showing a splendid gain in thirty years and, perhaps, a better idea of how Grand Rapids has grown will be given when it is stated that the present day statement of either the Old National, the Grand Rapids National City or the Kent State, taken by itself, will compare favorably with the combined statements of all the banks of thirty years ago. Take the last statement of the Old National, for instance, showing conditions at the close of business October 21, and set it by the side of the combined statement of the five banks at the close of business June 22, 1883, and here is the way the figures would look:

	Old National Oct. 21, '13.	Combined Statement June 22, '83
Loans and discounts .....	\$5,786,381.04	\$5,809,185.07
Over draft .....	10,148.41	13,874.89
U. S. Bonds .....	893,450.00	309,150.00
Bank Securities, etc. ....	611,836.10	101,250.00
Cash and cash items .....	1,637,144.52	1,283,249.21
Banking house and furniture .....	118,234.42	70,443.00
Capital stock .....	800,000.00	1,350,000.00
Surplus and profits .....	826,201.24	533,838.21
Circulation .....	800,000.00	225,000.00
Commercial deposits .....	3,953,454.23	3,104,403.65
Certificates .....	1,924,292.89	2,083,584.59
Due to banks .....	710,866.12	303,791.07
Total deposits .....	6,670,933.25	5,510,031.15
Total resources .....	9,097,194.49	7,702,287.41

The statements of the Kent State and the Grand Rapids National City will show some variations, but either will compare as favorably as the Old National with the totals of 1883. The Fourth National and the Grand Rapids Savings have totals nearly double the

largest bank of thirty years ago and the Commercial and the Peoples will compare favorably with the best of the old banks. The banks have more than kept pace with the city's growth in their resources and ability to serve.

The directors of the Hastings National Bank have elected Harry G. Hayes Cashier to fill the vacancy caused by the death of his father, the late W. D. Hayes. William N. Chidester, who for many years has faithfully filled the office of assistant post master in the local post office, was appointed Assistant Cashier.

Vernon Barker, President of the Home Savings Bank, Fred G. Dewey, Cashier of the Kalamazoo-City Savings Bank and several others from Kalamazoo attended the opening of the new offices of the City Bank at Hastings. The Bank recently completed its new building and bankers from all parts of Southern Michigan received invitations to be present. The offices are complete in every way, being thoroughly up-to-date.

Continued ill feeling by some of the Eastern bankers against the reserve provision in the pending Currency bill is shared to only a slight extent by Chicago bankers. There is a feeling there that the 18 per cent. reserve demanded of city banks as against only 12 per cent. by the country banks is too great. "I should prefer to have it set at 15 per cent.," said George M. Reynolds, "but I don't wish to appear too critical. It is only a personal opinion. The point is that by the ultimate compulsion of all banks to carry the specified reserve, either in their own vaults or those of the regional banks of the system, dis-

	Old National Oct. 21, '13.	Combined Statement June 22, '83
Loans and discounts .....	\$5,786,381.04	\$5,809,185.07
Over draft .....	10,148.41	13,874.89
U. S. Bonds .....	893,450.00	309,150.00
Bank Securities, etc. ....	611,836.10	101,250.00
Cash and cash items .....	1,637,144.52	1,283,249.21
Banking house and furniture .....	118,234.42	70,443.00
Capital stock .....	800,000.00	1,350,000.00
Surplus and profits .....	826,201.24	533,838.21
Circulation .....	800,000.00	225,000.00
Commercial deposits .....	3,953,454.23	3,104,403.65
Certificates .....	1,924,292.89	2,083,584.59
Due to banks .....	710,866.12	303,791.07
Total deposits .....	6,670,933.25	5,510,031.15
Total resources .....	9,097,194.49	7,702,287.41

inction between city and country banks has been swept away. Yet there is this marked difference in reserve requirements: The scientific, economic principle would be to have fixed percentage for all banks, owing to the differing conditions in different parts of the coun-

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

## Fourth National Bank

Savings  
Deposits

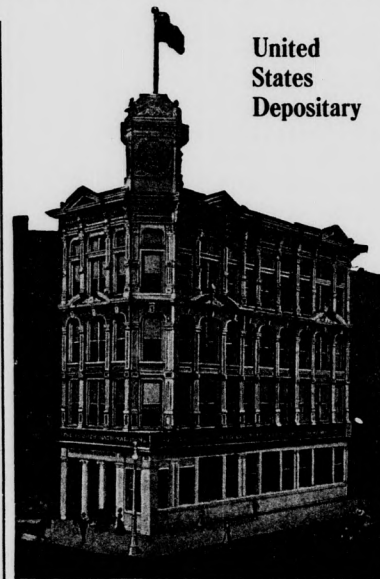
3

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

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

United  
States  
Depository



Commercial  
Deposits

3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000

## 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.

try. That is the case abroad, save in the central banks of the various countries. I am perfectly aware such a plan would not be considered in the United States, but I repeat that it is the scientific plan. The argument of the far greater proportion of demand deposits in the city banks is hardly potent, because their securities are far more liquid. Commercial paper is much more liquid than is the farmers' paper of country banks, and in that lies the ample protection against deposits."

If one central reserve bank is decided upon, the stock of such a bank could be placed with the public, including bankers, and the Government could own a good block. There would be no need to hold the nose of the bankers and make them take it. Ownership of stock is not so important as that the highest efficiency in bank management should be assured. The manager should be a \$50,000-a-year man and worth the money. The bank should act as fiscal agent of the Government, gradually take over the Government's gold holdings, now in the Treasury, and use such gold reserve to provide a bank-note currency and for the extension of bank credit. It is high time we discarded the out-of-date warehouse-receipt method of currency issue now in vogue, and relieved the Treasury department from bracing up the money market.

In providing for the handling of bank reserves in this bankers' bank we need not drag bank reserves by the scruff from individual banks throughout the country into this new reserve bank. That is not the way the business of great and successful banks is built up. Reserves would gradually be concentrated there without any legal compulsion. The coercion idea is all wrong, either in the matter of reserves or in the placing of the shares of the bank.

This bank should be a profitable enterprise and would be, if not shackled with foolish restrictions, such as a 5 per cent. limit on dividends. The great central reserve banks of Europe are money-making banks, paying dividends of from 7 to 16 per cent., besides the profits that go to the various governments. The work of the world is carried on by solvent, successful and profit-making concerns, not by those skimming around the ledge of bankruptcy and struggling to dodge a receivership. The chief work of all bank examiners is to see that banks remain solvent and not that they barely earn enough to pay expenses. All well managed banks not only make a good margin of profit, but out of that set aside a surplus for emergencies. Such sound banking principle should also be the basis for a central reserve bank.

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

	Bid.	Asked.
Am. Light & Trac. Co., Com.	334	337
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	45	48
Am. Public Utilities, Pfd.	71	73
Cities Service Co., Com.	79	81
Cities Service Co., Pfd.	69	71
Citizens Telephone Co.	73	74
Comw'th Pr. Ry. & Lt., Com.	53	55
Comw'th Pr. Ry. & Lt., Pfd.	75½	76½
Comw'th 6% 5 year bond	95½	97½
Pacific Gas & Elec. Co., Com.	34½	35½
Tennessee Ry. Lt. & Pr., Com.	12	14
Tennessee Ry. Lt. & Pr., Pfd.	59	61
United Light & Rys., Com.	79	80
United Light & Rys., 1st Pfd.	75½	77
United Lt. & Rys. new 2nd fd.	70	72

United Light 1st and ref. 5% bonds	87½
Utilities Improvement, Com.	40
Utilities Improvement, Pfd.	62
Industrial and Bank Stocks.	106
Dennis Canadian Co.	104
Furniture City Brewing Co.	59
Globe Knitting Works, Com.	125
Globe Knitting Works, Pfd.	97
G. R. Brewing Co.	150
Macey Co., Pfd.	94
Commercial Savings Bank	200
Fourth National Bank	215
G. R. National City Bank	175
G. R. Savings Bank	250
Kent State Bank	204
Old National Bank	250
Peoples Savings Bank	250

December 10, 1913.

#### One of President Wilson's Stories.

A grave-digger had the habit of visiting the cemetery every night about midnight to see that all was going well. Knowing of this habit, some boys decided to play a trick upon him. They dug a trench in a dark spot which their prospective victim always crossed, and one of them, dressed in a sheet, hid behind a tree. At midnight the grave-digger duly appeared, and as duty fell into the trench.

The boy in the sheet at once stepped forth and said in hollow tones:

"What are you doing in my grave?"

"What are you doing out of it?" the grave-digger replied calmly.

#### REAL ESTATE IS THE FOUNDATION OF WEALTH AND INDEPENDENCE

We can show you some of the finest highly improved farms, or thousands of acres of unimproved hardwood lands in Michigan, that are rapidly increasing in value. We also have the largest list of income property in this city—INVESTIGATE.

GEO. W. BRACE & CO.,  
64 Monroe Ave. Grand Rapids, Mich.  
Citizens 2506 Bell Main 1018

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

### GRAND RAPIDS SAVINGS BANK

### STOCK OF THE National Automatic Music Company

Approved by the  
Michigan Securities Commission  
Under the New So Called  
"BLUE SKY" LAW

This stock pays 1% per month  
**LOOK IT UP — IT'S  
WORTH WHILE**  
40-50 MARKET AVE., N. W.  
Grand Rapids Michigan

### Kent State Bank

Main Office Fountain St.  
Facing Monroe  
Grand Rapids, Mich.  
Capital - - - \$500,000  
Surplus and Profits - \$300,000

Deposits  
**7 Million Dollars**  
**3½ Per Cent.**  
Paid on Certificates

You can transact your banking business  
with us easily by mail. Write us about it  
if interested.

### ARE YOU THE ONE TO DIE THIS YEAR?

One out of every hundred at age 30 dies within the year. Maybe you are THAT ONE. \$19.95 a year will give your widow \$1,000. Is it worth while?

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

TRUST FUNDS KEPT  
SEPARATE FROM  
COMPANY FUNDS

TRUST FUNDS ALWAYS  
CREDITED WITH THEIR  
OWN PROFITS

#### BE AS CAREFUL

IN SELECTING AN EXECUTOR AS THOUGH YOU WERE CHOOSING  
A MANAGER FOR YOUR BUSINESS— THE

### GRAND RAPIDS TRUST COMPANY

WILL ACCEPT THE TRUST IF APPOINTED EXECUTOR OF YOUR ESTATE  
AND WILL RETAIN POSSESSION OF YOUR PROPERTY UNTIL  
EVERY PROVISION OF YOUR WILL IS EXECUTED.

IT HAS THE TIME AND ABILITY TO ATTEND  
TO SUCH BUSINESS.

ESTATES CAREFULLY MANAGED  
AND CONSERVED

DUTIES OF TRUSTEE FAITH-  
FULLY PERFORMED

## Michigan Trust Co.

Resources \$2,000,000.00.

#### OFFICERS.

Lewis H. Withey, President.  
Willard Barnhart, Vice President.  
Henry Idema, Second Vice President.  
F. A. Gorham, Third Vice President.  
George Hefferan, Secretary.  
Claude Hamilton, Assistant Secretary.

#### DIRECTORS.

Willard Barnhart.	Henry Idema.	J. Boyd Pantlind.
Darwin D. Cody.	Wm. Judson.	William Savidge.
E. Golden Filer.	James D. Lacey,	Spring Lake, Mich.
Filer City, Mich.	Chicago.	Wm. Alden Smith.
Wm. H. Gay.	Edward Lowe.	Dudley E. Waters.
F. A. Gorham.	W. W. Mitchell.	T. Stewart White.
Thomas Hefferan.	Cadillac, Mich.	Lewis H. Withey.
Thomas Hume.	R. E. Olds,	James R. Wylie.
Muskegon, Mich.	Lansing, Mich.	

**3% Every Six Months**  
Is what we pay at our office on the Bonds we sell.  
**\$100.00 BONDS--6% A YEAR**

### United Light & Railways Company

first and refunding mortgage 5%  
bonds, 1932, are now issued in

\$100.00 } denominations  
\$500.00 } to net over 6%  
\$1000.00 }

Thus affording the small investor to obtain the same degree of safety combined with substantial income return, as his bank, banker or the large investor. Ask for our circular.

Howe, Snow, Corrigan & Bertles  
Investments

Mich. Trust Bldg. Grand Rapids, Mich.

### ONE HUNDRED DOLLARS

WILL EARN  
6%

If invested in a collateral  
trust bond of the

### American Public Utilities Company

successfully operating public  
utility properties in fourteen  
prosperous cities in the United  
States.

Bonds amply secured by underlying liens. Any bank will pay the interest—March 1st and September 1st.

We recommend the investment.

Kelsey, Brewer & Co.  
Bankers, Engineers, Operators  
Mich. Trust Bldg. Grand Rapids, Mich.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

## Subscription Price.

One dollar per year, if paid strictly in  
advance; two dollars if not paid in ad-  
vance.Five dollars for six years, payable in  
advance.Canadian subscriptions, \$2.04 per year,  
payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents;  
issues a month or more old, 10 cents;  
issues a year or more old, 25 cents.Entered at the Grand Rapids Postoffice  
as Second Class Matter.

E. A. STOWE, Editor.

December 10, 1913

## SWORN STATEMENT.

STATE OF MICHIGAN, ss.  
County of Kent.Ernest A. Stowe, being duly sworn,  
deposes and says as follows:  
I am President of the Tradesman  
Company, publisher of the Michigan  
Tradesman. The regular edition of the  
Michigan Tradesman is 9,500. And  
further deponeeth sayeth not.

Ernest A. Stowe.

Sworn to before me, this 10th day of  
December, 1913.Florence E. Clapp,  
Notary Public in and for  
Kent County, Michigan.

My commission expires April 17, 1916.

## THE BUSINESS SITUATION.

Michigan business men have not escaped the pessimistic sentiment that appears to have swept the country. In fact, there is quite as strong an opinion here as elsewhere that trade may recede further, that prices may decline more, and that new orders may become scarcer as the winter wears on. As for our own manufacturers and producers, their talk is largely of the number of men who will be either out of employment or working shorter hours by New Year.

So much for what one hears in the market place—garnished, as is perfectly natural in such times as these, with abundant reference to the influence of politics—of past, present, or prospective governmental measures—on the state of American prosperity. How much of all this is to be accepted as the correct portrayal of the situation? More particularly what is to be said of the actual outlook for the longer future? Are we or are we not destined to witness a prolonged epoch of trade paralysis, as a result of news from Washington.

Nobody denies that the volume of business has been decreasing, and that recession may continue for some time to come. The reaction has been due to visible financial and economic causes. For friends of the party in power to charge that "big business" is deliberately attempting to influence the course of events, in order to discredit the enacted tariff and projected currency legislation, is quite as much out of line with serious calculations as it was for the preceding Administration to claim credit for the remarkable industrial activity that developed two years ago. Old economic laws continue to operate, and it is just as apparent now as it always has been before, that the amount of buying and selling—or the willingness to enter into negotiations for such

purposes—is dependent on such plain, everyday consideration as supply, demand, and the general state of the money market.

Consequently, the factors of supply and demand are worth examining, in their bearing on the present trade-situation. When that is done, it is hard to avoid the conclusion that the time cannot be far distant when the reduced prices of goods, combined with the lowness of stocks of merchandise on hand—result of an actual consumptive demand which prevents accumulations—will start a fresh buying movement. That time has certainly not yet been reached, but, in view of low stocks of merchandise in practically all lines, and in the light of experience during the past fifteen years, covering the period of the great consolidations, business is likely to respond very suddenly when recovery sets in.

The rioting and murders now being committed in the copper country by union men in the name of union labor clearly show what union labor stands for and what it is in the essence—licensed rioting and murder. Any man who joins a union deliberately places himself above the law by taking an iron clad oath to obey the mandates of union thugs and murderers in defiance of the laws of man and God. A fresh illustration of the lawlessness of union men generally and the contempt they have for the law and the courts is furnished in the action of 125 union miners in taking an oath in court yesterday to obey the law and cease rioting and picketing, in order to avoid being punished for contempt of court, and then resorting to the worst sort of rioting—including picketing—as soon as they were a mile away from the court house. Any organization which inflames the hearts of such men and deliberately places in their hands the torch of the incendiary and the bludgeon of the assassin should be relegated to obscurity by every honest man; yet there are thousands of men in this country who bear the semblance of manhood and yet uphold unionism as the panacea of the down-trodden and oppressed. Such men are sowing the wind and will reap the whirlwind.

In his annual message President Wilson, commenting on the Mexican situation, declared: "Such pretended governments will not be countenanced or dealt with by the Government of the United States." Some of the President's friends are already saying that he has enunciated an idea which the United States will adopt as a principle and that it will be second in importance only to the famous Monroe Doctrine, which is talked about a great deal and has been in practical force for over nine decades. It is accepted as a notice to some of the Central and South American republics which are continually having revolutions and rebellions that these mushroom governments will not be encouraged by recognition. It is a pretty good theory, good enough, indeed, to become an accepted principle.

The income tax need not worry anybody as much as the outgo tax.

## OUTSIDE OF THE PACKAGE.

"The store-keepers who insist upon the glaring wrapping-papers ought to be boycotted," was the declaration of a trim little miss who had just returned from a shopping expedition. She had started out, flattering herself that in her new navy blue suit and hat, with gloves, shoes, and all the little accessories chosen in harmony, she was attractively clad. "Just imagine the effect of that package," she exclaimed on her return, "done up in a cheap purple paper. That color just takes the life out of any respectable shade of color! And yet I had to be bored with it all the way down the street. I felt as shabby as though arrayed in a coat of many colors. I'll never buy another thing at Blank's so long as he uses such abominable wrappings!"

At first we were inclined to laugh at her childish complaint; but a second thought brings the query, "Is it childish?" It is a woman's right, and it is usually her aim to appear as well dressed as possible. Is it right to burden her with some flashy piece of color which she would never be guilty of wearing and which is at total discord with almost all standard shades of dress? Clearly it is an imposition to thus give to the tidy figure the appearance of dowdiness, through so unnecessary a matter. Of course, she might insist upon the package being delivered; but she well knows that the pay for this comes out of some one besides the seller; and so she rightfully prefers to carry her own small packages.

You may desire to have a characteristic wrapper, so that every one meeting your customer will see that she has been trading at Blank's. But why not choose some peculiar shade of drab or brown or cream—some shade that will harmonize with any color, or at least not prove so antagonistic that the purchaser will try to conceal it? Such shifts to get a little free advertising will surely reflect back unfavorably.

## "RELIABLE."

This is the word which recently appeared in large letters across each of the four broad glass windows which made up the front of a prominent store. While the word stands as an essential in all real business, its iteration and reiteration reminds one of an old lady who was always boasting about how honest she was and how carefully she taught her children to refrain from taking other people's berries or nuts without permission. According to her story, not the most insignificant thing was ever touched by her or hers without permission from the owner. Yet facts proved that the family were continually trespassing by stealth.

It was only an illustration of the old story that the man who is always bragging about his honesty is usually the one who needs watching. The store cited may be all that it claims. If not, its patrons soon make the discovery for themselves and the word is passed along the line. But why rouse the question in the mind of the passer as to this? Once telling it should be sufficient and the repetition suggests a suspicion of reverse methods, as surely as did the repeated assertions of the old

lady as to how "very particular" she was about appropriating the things of another.

Besides, there was room for three more words, each telling a story of characteristics which should be banded with "Reliable." There are the words "Courteous," "Timely," "Progressive," "Expeditious," and others that suggest themselves, each supplementary to the first, yet emphasizing it through the general rounding out process, instead of weakening it by repetition. The habitual car-card advertiser would never fall into such a blunder. He knows that conciseness is always more emphatic and convincing than repetition.

The Monroe Doctrine was ninety years old last Thursday. The man whose name it bears, in a message sent to Congress, enunciated it and since that time it has been accepted and observed. President Monroe declared that, while the United States had no desire or disposition to interfere in any way with any of the existing governments in the Western Hemisphere, this country desired to and did serve notice that any attempt on the part of any European government to extend its influence or territorial control on this side of the sea would be regarded as a hostile act. Such American countries as were already colonies and those which had declared their independence were to be looked at alike by the United States, and that any attempt on the part of any European power to force itself in would be regarded as the manifestation of an unfriendly disposition. During all these nine decades that statement has stood uncontradicted and there has been no serious attempt to disobey or disregard it. It has been referred to frequently, but always with respect.

One welcome effect of the recession in business and the cessation in industrial activity is the changed attitude of common workmen toward their jobs. A year ago the average workman was so cocky that the employer or foreman did not dare to speak to him harshly or look at him crossly for fear he would jump his job, because there were usually dozens of other places where he could go and secure employment on equally favorable terms. Now all is changed. When a workman thinks of quitting, he finds a dozen idle men at his back, all ready and anxious to step into his place. Instead of regarding his job with indifference and treating his foreman or employer with contempt, he works like a major—instead of killing time in accordance with the rules and customs of trades unionism—and actually accomplishes 50 per cent. more work for the same or less pay that he received a year ago. "For this relief, much thanks."

It must be a cruel blow to the senators and representatives to have to pay their income tax and not receive their Christmas vacation. The sergeant-at-arms of the house is the paymaster and he has announced that he will collect the income tax "at the source." Married representatives will have to pay a tax of \$35 a year, while the bachelors must part with \$45, to be deducted from their salaries.

## THE FIRE WASTE.

### It Touches the Pocket of Every Citizen.\*

Fire prevention is a science that is of little value unless made popular and of interest to all the people. We, of this country, have given little attention to this vital matter and do not appreciate the great drain upon our resources caused by fire losses.

The National note of warning regarding our National resources has, however, been uttered and such agitation must be made to carry consideration of created resources as well. If our forests are worth saving, are not our homes, our stores and our factories also? Nature will in time replace the devastated tree tracts; but only the output of human energy and human toil can make a city grow upon a spot where another city has stood. When property is destroyed by fire, it is gone forever.

The waste by fires cannot be too often published. Men who are building are paying much more attention to fire proof construction and fire prevention devices than ever before, simply because the subject is being discussed and the enormous fire waste made known. It is time that we, as a Nation, began to take heed of the appalling fire waste in our country every day. We must begin by educating the man of the street, for he is the man who controls, so far as fire hazards are concerned, our National welfare and destiny. If he cannot be taught to take the matches out of the pockets of his discarded clothes, cease throwing half lighted cigar stubs into the rubbish heaps and inextinguished matches into waste baskets and cease doing all the other stupid and thoughtless things with fire that makes him a public menace and a public enemy, then we must double our fire departments and our water supply, putting the cost of individual anarchy of this kind upon the public which is too inert to restrain it. The average of \$250,000,000 per year for five years, or \$500 per minute for every hour of the twenty-four is our country's contribution to the property ash heap of the world.

Four European countries show a per capita loss of 33 cents per annum. Our loss is a trifle over \$3 per capita. Berlin, with 3,000,000 population, has an average fire loss of \$175,000 and spends \$300,000 on its fire department. Chicago, with 2,000,000 population, has an average loss of \$5,000,000 and spends \$3,000,000 per annum for its fire department. Fifty per cent. of our losses are preventable. To-day we are facing fire losses greater than those of all the world and—what is worse yet—facing a public which is almost wholly indifferent to them—a public wholly irresponsible and negligent of the common welfare due to habit and waste based upon a century of boundless opportunities in a new country.

The fire waste touches the pocket of every man, woman and child of the Nation. It strikes as surely and quietly as indirect taxation. It merges in-

to the cost of everything we eat and wear. The burning every year of \$250,000,000 of value of the work of man's hands eventually means the impoverishing of the Nation. What if we were to lose this sum annually out of the National Treasury or in wheat or corn or cotton? This fearful loss, spread over the entire business world of America, is beginning to be felt. The real awakening, however, is retarded by the prevalence of the notion that the insurance companies pay the colossal taxes, but how could they and remain solvent?

Fire insurance is a tax shifted through the buying and selling upon the entire community. Every fire hazard tends to increase our tax and every element of fire prevention tends to lessen it. Merchants and manufacturers must pass along the cost of insuring their goods to the people. The consumers of these goods pay the

vide for all profits, failures and accumulations for the next conflagration. The average rate of premium in the United States for the past ten or fifteen years is \$1.11 per hundred; in Germany, 22½ cents.

How rates may be reduced:

1. By reducing the profits,
2. By reducing the expense.
3. By reducing the losses.

Of the first it may be said that after profits are reduced, there will be no corporation insurance. Capitalists do not readily seek such a hazardous investment. The best managed and oldest companies make a fair and steady profit, as a result of long experiences and wide distribution of risks.

Out of 1,500 companies organized in fifty years, there have been more than 1,200 failures and retirements, and the 200 remaining write more than 90 per cent. of the fire insur-

its buildings against loss by fire, but to reduce the hazards by superior construction, a policy not always followed by states and municipalities. Should the Government insure its buildings, the annual premium would be over \$600,000. In order to reduce the risk, scientific bureaus have made searching investigations of the combustible character of the material being used in construction work, the results of which have been of immense value to the Government. Fire insurance companies maintain a laboratory in Chicago, which is frequently used by the United States Government for testing building material and fire extinguishing apparatus. The results of these tests are free to the public.

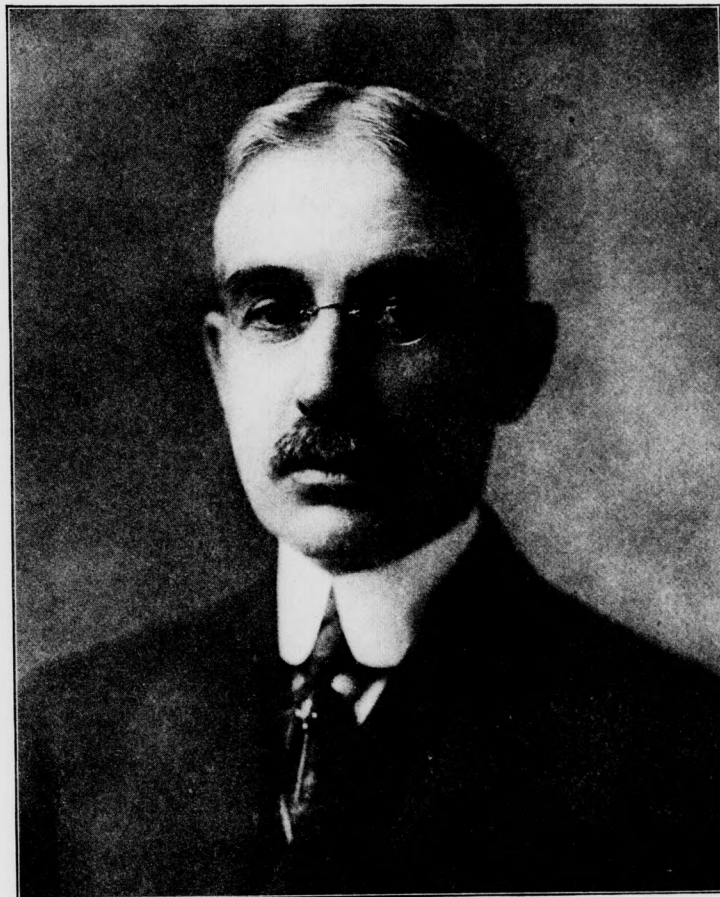
The National Wholesale Grocers Association is a member of the National Fire Protection Association. We should all be members of state organizations and interest our own cities in forming local organizations. We take an interest in tariff laws and in local laws that may have some bearing on our profits, but in the past have given mighty little attention to legislation that would prevent fire loss. We should work for better building codes. A few states have what is called a fire marshal law. The fire marshal and his deputies are inspectors working for fire prevention. More state legislatures have turned down such a law than have passed them. The reason given is that it is for the benefit of the fire insurance companies. This is a mistaken idea.

This bill was first introduced in our own Legislature in 1909, but failed to pass until 1911. The appropriation made was \$5,000—too small to render the law effective. In 1913 the law was amended and by having the fees obtained from the inspection of moving picture shows, there is available for this department about \$15,000 this year.

There is no better medium of getting this important matter of fire prevention before the public than through the wholesale grocers. With their traveling salesmen covering every town and hamlet in their territory, they are in a position to spread information and arouse interest. A good salesman can do an enormous amount of missionary work with a minimum expenditure of time. Do not let us take the position that this is not our business. Our business lives are closely linked with those of others. We must do what we can toward eliminating this enormous property loss in our country.

Permit me, gentlemen, to speak a few words from personal experience. The house with which I have the honor to be connected began several years ago to take up the matter of insurance with their customers. The object of this was two-fold—self protection and the protection of our customers. We found many without insurance; others, on account of poor risks, could not obtain it. Those who could get insurance, we urged to take it, and in not one instance did they fail to comply with our request after the matter was properly pre-

(Continued on page 17.)



HARRY T. STANTON.

tax. Insurance companies are mere collectors and distributors of that portion of this tax that is represented by their policy. Half of it they never touch, it falls upon us direct. San Francisco and Chelsea did not pay for themselves. We, in Detroit and Grand Rapids, helped to pay for them. There is one way in which we can escape this paying for another, and that is to begin rational building construction and to protect what we have builded against fire.

In the past twenty years in the United States, of every premium dollar received, 58 cents has been paid back in losses and 38½ cents has been paid out in expenses, making 96½ per cent. of it paid back immediately into channels from which it came, leaving about 3½ per cent. to pro-

vide for all profits, failures and accumulations for the next conflagration. It is difficult to establish a new company on account of the hazardous nature of the business, united to the oppressive burdens which State laws impose on their operations. No large fire insurance company has been organized and successfully conducted in the United States, except one, in forty years.

As business men, you know how difficult it is to reduce expenses. In the insurance business, as in any other line, the expenses is based upon competition and the needs of the business.

The United States Government has buildings valued at something over \$300,000,000 and is spending each year more than \$20,000,000 on new buildings. It is its policy not to insure

\*Paper read at annual convention Michigan Wholesale Grocers' Association, at Detroit, December 10, by H. T. Stanton, of Grand Rapids.

## MEN OF MARK.

**G. P. Wigginton, Manager Kalamazoo Loose Leaf Binder Co.**

America has well been called the young man's country. It is doubtful if in another place in the world youth is less of a handicap than it is in the United States. There are lands where commercial practice and tradition are such that a man is hardly to be trusted with responsibility until he is 40. In America the commercial captain seeks rather to enlist the services of young men for high position while their blood still flows warmly and their enthusiasm is high. The younger man may make mistakes his elder would not; but, likewise, his youth and ambition may achieve results that his elder might never attain. He may have less experience and his judgment may be less mature; but his intuition is little less and his capacity for work may be greater. If he is fairly conservative his fewer years may cut little or no figure in the methods he adopts or in the success that will follow them.

But this also is to be taken into consideration: If this is a land of greater opportunity for the young man, in such a land he matures more rapidly. Permitted from the first to think, to learn and to act for himself, he soon acquires in practice the experience that his elder under a different system acquires only by example. The latter learns how to do things by seeing things done; the young American learns to do by doing. His elders have had the confidence to clothe him with authority and responsibility; he himself has had the courage to go ahead in competition and contest with older men, more experienced perhaps but certainly no more anxious to achieve results and no more enthusiastic over results once achieved.

The young man, as he has in this special case, is constantly proving his right to the responsibility that is placed upon his shoulders and demonstrating that America's confidence in the young man is well deserved. This is but one of many such biographies that might be written; and this publication is glad to adorn its pages now and then with the portrait and the history of some youthful manager whose life is in the making but which has progressed far enough to give definite promise of a useful and successful career.

George P. Wigginton was born at Steubenville, Ohio, Dec. 6, 1875. His father was of Scotch-English descent. His mother was of German descent. When he was 3 years old the family removed to Pittsburg, where Mr. Wigginton received his education and graduated from the high school in 1893. On receiving his diploma, he started out to secure a position, his idea being that he ought to have about \$75 a week to begin with. Before the end of the week he had concluded to accept a job for \$25 a week and by the end of another week he gladly accepted a position washing rollers in the printing office of the Duquesne Printing Co. for \$4.50 a week. He subsequently se-

cured what he thought would be a better position as book-keeper for a laundry, where he worked up to a salary of \$25 a week; but, seeing no particular future in the laundry business for him, he entered the employ of the S. A. Stewart Co. and learned the book binding business from the ground up. He subsequently became superintendent of the factory and for several years was Secretary and General Manager of the entire establishment. He remained with this house thirteen years, when he found it necessary to make a change of location on account of the ill health of his wife. A fortunate circumstance presented itself in the shape of an opening as superintendent of the Kalamazoo Loose Leaf Binder Co. Although the salary was less than he had

the Presbyterian church and is an adherent of the Masonic fraternity up to the Shrine and K. T. He is an enthusiastic angler and hunter and enjoys all kinds of wholesome sports. His hobby is concentration. He firmly believes that no one has ever achieved success in life without cultivating this faculty.

In a brief history of the Kalamazoo Loose Leaf Binder Co., the Efficiency Bulletin thus refers to Mr. Wigginton's connection with the institution:

"George P. Wigginton, a young man just turned 30, was at that time Secretary and General Manager of the S. A. Stewart Company of Pittsburg, one of the largest ruling and binding establishments between New York and Chicago. Luckily for the Kalamazoo Loose Leaf Binder Co.,

real history of the Kalamazoo Loose Leaf Binder Co. begins.

"At this distant date it will not be telling tales out of school to state that Mr. Wigginton found the company in a precarious position, financially and otherwise, to say the very least. Probably no man ever took hold of a business proposition under greater handicaps, and yet within three years, without a single dollar additional capital and with only the ghost of a sales organization to start with, he made the Kalamazoo Loose Leaf Binder Co. probably the most valuable loose leaf property in the world, accumulated a substantial surplus, placed the company on a firm dividend-paying basis, built up a strong and loyal sales organization and at this writing the business of the company has crowded the old factory, to such an extent that another fine new factory building is in course of construction alongside the old.

"This achievement of Mr. Wigginton is nothing short of wonderful when one stops to think of it, and the question of how it was accomplished naturally presents itself. This question cannot be answered without a study of Mr. Wigginton, the man, because when all is said it is the weight of his own personality which has brought the Kalamazoo Company to the commanding position it now occupies.

"In appearance, Mr. Wigginton is built for speed. Like the touring car he drives, he is light, flexible, with the speed lines plainly showing, but powerful and framed of steel. His intellect works with the precision and speed of a piece of fine mechanism, clear, incisive, direct. His decision is quickly made and as quickly executed. In judgment he is sound, level and acute.

"Yet all these qualities might go for naught were it not for the one supreme qualification which has always seemed to me, more than any other, to set Mr. Wigginton aside from other men; and that is honesty. With him, honesty is not a superficial thing assumed because it is the best business policy. It is rather an inherent, moral quality. He is honest to the core, not only with others but with himself, which is the rarest brand of honesty of all. One often hears it is said of a man that "his word is as good as his bond." My observation is that this can truly be said of few men, and Mr. Wigginton is one of the few.

"Add to this an almost religious faith in the Kalamazoo proposition and a surprising capacity for work, coupled with a most remarkable memory, by means of which he has accumulated a technical factory and business knowledge possessed by no other man of my acquaintance, and you have a slight idea of what the real Mr. Wigginton is.

"His capacity for turning off work and his habit of concentration is little less than astounding. I have sat in front of his desk many times and watched him, with the greatest ease, dispose of an accumulation of work which would swamp an ordinary man. All sorts of cases involving



GEORGE P. WIGGINTON

been receiving in Pittsburg, he embraced this opportunity and has never had occasion to regret his action. During the six years he has been with the Kalamazoo house he has doubled the output with less help and has seen the market value of the \$100,000 capital stock increased from 50 to 200. The resources of the company are now actually about \$190,000. With the new addition the company is now building, the corporation will have 14,000 square feet of floor space.

Mr. Wigginton was married Oct. 10, 1902, to Miss Margaret Heasley, of Pittsburg. They have four children—three boys and a girl, ranging from 2 to 10 years of age. They reside in their own home at 2210 Oakland Drive.

Mr. Wigginton is an attendant of

Mr. Wigginton's family physician had just ordered him out of Pittsburg to seek a better climate on account of his wife's health. The upshot of the matter was that Mr. Wigginton went to Kalamazoo as factory superintendent for the Kalamazoo Loose Leaf Binder Co. It may also be stated that he did so at a considerable pecuniary sacrifice.

"Not many months after this it began to dawn on the officers and directors of the company that a different management might be desirable, and so the old manager resigned his position with the company and retired to his farm in Oregon. Mr. Wigginton then became Secretary and General Manager of the Kalamazoo Loose Leaf Binder Co. That was six years ago, and from this point the

technical matters, prices, sales policies, factory methods, and what not, simply run through the fingers at a speed almost bewildering.

"Starting first with the factory end of the business, Mr. Wigginton took hold of the Kalamazoo binder itself, re-vamped and remodeled the mechanism and almost at once made a practical commercial thing mechanically. He added, through his own inventions, other binders to the line which practically doubled the business almost over night. And then, turning his attention to the sales end of the business he proved himself a sales manager with few equals in the specialty line to-day.

"There were no funds at that time available with which expensive sales organizers could be employed, and so, dashing in and out of the factory, living in Pullmans, and burning up the telegraph and telephone wires in order to keep the factory going in his absence he, personally, and practically unaided, got together the greater part of the sales organization as it now stands.

"In his dealing with members of his sales force, the characteristic which seems to stand out is that of helpfulness. An honest salesman cannot ask him for any assistance within reason which will not be instantly forthcoming. There is not the slightest trace of fault-finding or complaining in his make-up, but on the contrary a cheery confidence in the ability of the salesman whom he has chosen, than which nothing can be more stimulating."

#### Scrupulous Honesty Required.

"At that time," said the senior partner reminiscently, "we had been enduring a series of unsatisfactory office-boys. I finally decided that the model boy did not exist, and resigned myself to overlooking almost any fault or failing except dishonesty, which of course I could not tolerate. I had discharged two youths in succession for pilfering postage stamps when I put in the newspapers an advertisement that called for a perfect boy. From a large number of imperfect applicants I culled four, one of whom I hoped would prove not wholly unsuitable. But I was determined that that one should strictly honest. To test them I hit upon a stratagem. I enlisted the aid of a neighboring grocer, to whom I sent the four in turn, entrusting each with a half-dollar and asking him to buy me a pound of cakes which sold for twelve cents. The grocer was instructed to give back in every case, as if by oversight, one cent too much change."

"Well, what was the result?" asked the listener.

"Two boys brought me 38 cents, the correct change," continued the narrator, "and two brought 39. One of the latter, on my calling attention to the extra cent, confessed that he hadn't counted the change, but had supposed it was all right. Honest enough, he was, but rather too negligent for me. The other, when he handed in the money, whispered with a sly smile that he had made a cent for me from the dealer's carelessness,

and seemed to expect commendation for the exploit."

"How about the two who turned in only 38 cents?"

"On enquiry I learned from the grocer that one of them had given back the extra cent at once and quite as a matter of course. The other had pocketed it and hurried away as if fearing the error might be discovered and he be forced to return it."

"An ingenious scheme, that of yours. It is easy to guess which of the four boys you chose."

"Do you think so?" The merchant smiled in a peculiar fashion. "Well, as a matter of fact, I let them all go."

"What! even the one who returned the penny to the grocer?"

"Yes; perhaps I was over particular, but to my mind there are no degrees of honesty. A person is either honest, or he isn't. You see, I had asked the grocer to be accurate in his weights, and it seemed that the boy who gave back the penny rewarded himself for his 'honesty' by eating several of the cookies."

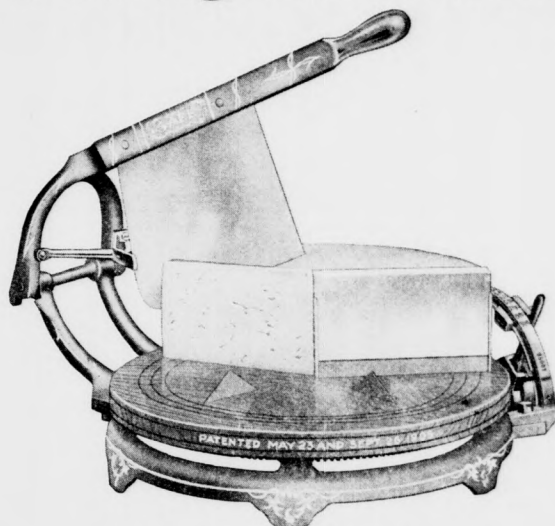
Fakers never tire of working the people, and the people appear to enjoy being worked. At least they part with their money easily. Many clerks and employees of business houses in towns near Kalamazoo had their sympathies aroused by a young woman who handed out cards saying she was a mute and offered cheap neckties and finery for sale. One benevolent contributor saw the pretty girl leave a store and join a well dressed male companion. He followed the couple to a restaurant, where the young woman chatted with her companion and told him of the scores she had duped. The man who had purchased a cheap necktie that morning for 75 cents heard the conversation and walked over to the fair seller, demanding the return of his money. She parted with the six bits reluctantly and hastily left the eating place with her companion, but before being exposed as a fraud she had reaped quite a harvest of coin.

#### The Danger of Applause.

There are always so many good people in the world that when a man does a good thing he is apt to be approved by them. Then, as his work goes on, he comes to expect approval. When he finds that the circle of the approving broadens it is difficult to resist the inclination to seek applause.

Most men set out in a noble enterprise with no purpose of claiming human approval, but such approval is always sweet, and its peril comes when it is made an object. It is always healthy to remember that there is approval which is condemnation. The old word which declares a woe on a man when all men speak well of him is not trifling. It is partly what Emerson meant in his saying that goodness must have an edge to it, or it is nothing. Goodness, that is, must cut, and it must run counter to the thought of all bad men. If, however, one gets any ambition for applause, it is easy to dull any edge which would be apt to lessen the applause in some circles.

## Knowing vs. Guessing



### THE SAFE WAY

This is the cheese cutter that makes it possible for you to make a profit on cheese instead of selling it at a loss, because you don't have to guess at the size piece of cheese you cut. Saves you from losing by overweight.

If you want something handsome, something that will draw the trade, get in touch with us.

QUALITY? No one questions the High Quality of the SAFE Cheese Cutter. All who have tried it are well pleased and we know you would be.

Put your finger on the leak. Don't give away profits on cheese.

The best for ten years and the best to-day.

A matchless cutter at a matchless price. Made a little better than necessary.

The only inducement for you to buy the SAFE is to better yourself.

May we tell you more about it? Write for prices.

**Computing Cheese Cutter Company**  
Anderson, Ind.

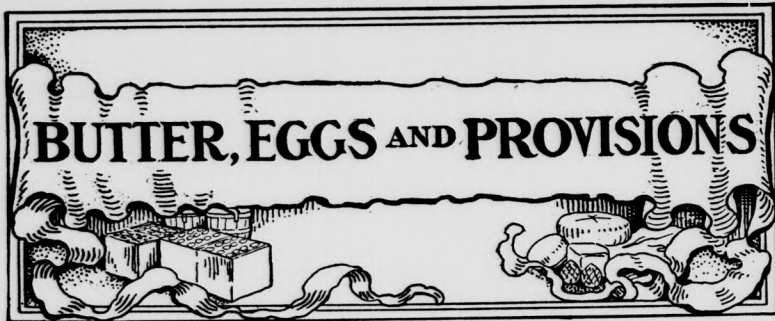
# SERVICE

Our aim is to give our customers the best service possible. Orders are shipped the same day they are received. This applies to mail and telephone orders as well as all others. If you are dissatisfied with your present service we solicit a trial order.

**WORDEN GROCER COMPANY**

Grand Rapids—Kalamazoo

The Prompt Shippers



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

President—B. L. Howes, Detroit.  
Vice-President—H. L. Williams, Howell.  
Secretary and Treasurer—J. E. Waggoner, Mason.  
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

#### Twelve Hundred Bushels of Onions Per Acre.

Crop cranks! That's what some of their critics began calling the Gilbertsons of St. Ansgar, Iowa, years ago. There was just a hint of good-natured raillery in the epithet. How long it would have stuck to them, in the ordinary course of events, there is no telling; but the Gilbertsons themselves were prompt to seize upon it and transmogrify the nickname into a title—the jest into a slogan. To-day the visitor who approaches their buildings sees, almost first of all, the words "Krop Kranks" painted big and black across them.

One result of their particular form of "crankiness" was seen last season, when they harvested \$18,000 worth of onions—over 48,000 bushels—off a forty-acre patch, bought some fifteen or twenty years ago for \$5,000. For more than ten years they have been averaging an income of between \$15,000 and \$16,000 off that onion-bed.

If that is the result of "crankiness," heaven send the farmers of the whole country an epidemic of it!

There are three of these "cranks": G. G. Gilbertson, the father, who began working out the onion puzzle thirty-five or forty years ago; A. O. Gilbertson, the son, who is now the active head of the business; and Master Alden Gilbertson, the grandson, still in the heyday of boyhood, but already as proud of the ancestral onion record as of the six-pound bass his father is teaching him to pull out of Cedar River.

As usual with real successes, theirs began in the days of small things. They raised a few onions about as other folks did and with about the same results. Sometimes the crop paid, and sometimes it didn't. Right there their "crankiness" began to show itself. The Gilbertsons were not satisfied. They did not see why they should accept failure even occasionally. They wanted success every time, and constantly increasing success, too.

Father and son set to work to learn how to grow onions—big onions, perfectly shaped onions, long-keeping onions, and lots of them. They have been about thirty-five years at it and they have come very near to finding out.

They began by learning how to fit the soil. That's the first letter in the onion-grower's alphabet. When they

started their present forty-acre onion-bed they gave up four seasons to getting the dirt ready—to enriching it, mellowing it, cleaning it of foul weeds and their seeds.

In the meantime they had developed a special strain of seed, which always produced finely colored, globular onions of exceptional solidity—onions which would keep all winter and all summer till the next crop was ready to harvest. So by the time the soil was ready they had the right kind of seed. The next problem was how to make the two pay.

When they began their onion crusade, the usual custom was to drill in about six pounds of seed to the acre. This was considered necessary to get a good stand. Then high-priced hand labor had to be hired to thin the plants, which otherwise would have grown too thickly in the rows to bottom well. Weeding called for still more of this same costly labor. Men had to crawl along the rows, over and over again, to pull out the crowding weeds which rioted in the imperfectly prepared soil. The usual result was an uneven stand of unevenly sized onions, and an expense bill which ate up all the income from the crop.

Mr. G. G. Gilbertson put his wits to work to reform all this. The first outcome was a wonder-working drill which dropped only one seed at a time, but one seed every time and always at the same distance from the last. Where the old-style machines had used six pounds to the acre, this asked for but a pound and a quarter. Here was saving number one. It amounts to a very pretty penny on a forty-acre field. Common onion seed is quoted by the seedsmen at from \$2 to \$3 a pound.

Not only did the new drill save seed, but it also obviated the need of thinning. The little onions came up just the right distance apart to grow their best. Previous preparation of the soil eliminated, in large measure, the need of weeding. The cost of hand labor dropped almost to zero. Here came in saving number two.

Saving number three came in the harvesting methods adopted. The mature onions were pulled and cut immediately into bushel crates, previously distributed along the rows. One handling took the place of two or three. The crates were hauled, the same day, to curing sheds, where they were loosely piled and left for six weeks to dry out thoroughly and ripen. Then they were run over a grader which took out all dirt and rubbish and culls, and packed the selected onions directly into the sacks in which they were to be sold.

When the Gilbertsons began onion-

## Loveland & Hinyan Co.

GRAND RAPIDS, MICH.

We are in the market for car lots  
**APPLES AND POTATOES**

**BEANS**  
CAR LOTS AND LESS

Get in touch with us when you have anything to offer.

The Secret of Our Success  
is in our

## BUYING POWER

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

**M. PIOWATY & SONS**  
GRAND RAPIDS, MICH.

Western Michigan's Leading Fruit House

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.

If You Can Load

## POTATOES

Let's hear from you. We will buy or can make you an interesting proposition to load for us.

If you are in the market, glad to quote you delivered prices in car lots.

**H. E. MOSELEY CO.**

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

raising as a business, a third of a century ago, it cost them 35 cents a bushel to grow a crop, due mainly to the waste of seed and of labor. Now it costs them 9 cents a bushel to raise vastly bigger crops of much better onions. The difference between 35 cents and 9 cents is 26 cents. They raised 48,000 bushels last year; the saving of 26 cents on each bushel meant a saving of more than \$12,000 on the crop. When "crop crankiness" results in turning \$12,000 a year into the "crank's" private pockets, a man up a tree can't help wishing that it was contagious.

In the meantime, the forty-acre field which Mr. O. A. Gilbertson bought less than a score of years ago for \$125 an acre has become worth more than \$1,200 an acre. He has refused that offer for it.

"People used to think," he writes, "that it didn't take any brains to farm, but I want to tell you that the more brains a man has to mix with his farm-work the more money he makes." There you have boiled down the simple explanation of the Gilbertsons' success. They have "mixed brains with their farm-work."—A. P. Hitchcock in Country Gentleman.

#### Carbon Dioxide and Nitrogen in Egg Preservation.

M. F. Lescarde, a French engineer, described at the recent Congress of Refrigeration in Chicago, a method of egg preservation as follows:

At the International Congresses of Paris and Vienna, and more recently at the French Congress of Toulouse, I described the improvements which I have made in the refrigeration of eggs, and shall summarize them here briefly.

The eggs are placed on the end in horizontal fillers made of pasteboard and wood; then these fillers are put into tin cases which can be hermetically sealed, each case having a capacity of six fillers containing 160 eggs each.

The covers of the filled cases are then soldered, and the cases are deposited in an autoclave (digester) which contains twelve cases of 960 eggs each. A vacuum is then made in the autoclave, and a duly proportioned mixture of two gases, carbon dioxide and nitrogen, is injected. This process is very simple because carbon dioxide and nitrogen, in the form of compressed or liquefied gases, are on the market now, so that the manipulation of a few cocks, and the reading of a gauge suffice to produce the proper mixture.

The process in the autoclave having been completed, the cases are taken out, hermetically sealed, and stored in cold storage rooms, at a temperature varying between  $+1^{\circ}$  and  $+2^{\circ}$  C.

The cost of the autoclave reaches approximately 3,500 francs; of the vacuum pump, 3,000 francs; and a completely equipped case does not cost more than 20 francs. The construction of the cases entails the heaviest outlay of the process; but it is a first expense, and the average life of the cases is conservatively estimated at fifteen years.

The chief advantages accruing from

the preservation of eggs in sterile air are the following:

(1) Waste, of such importance in ordinary cold storage, is completely eliminated.

(2) The eggs retain a perfectly "fresh" flavor, and consequently they remain excellent for table use even after ten months' storage; they also retain their full weight, because no evaporation is possible in the tin cases.

(3) After their removal from the cold storage rooms, the eggs remain in perfect condition for a long time, and can be shipped long distances without deterioration; this constitutes a signal superiority over the ordinary cold storage eggs, which deteriorate rapidly after having been taken out of cold storage. The reason for this is simple: the antiseptic air surrounds them for several months, together with the cold, absolutely destroy all bacteria which may be on the shell of the egg, or in its substance. Deterioration cannot set in except by re-infection, which is produced only by exposure to the air for several weeks.

By reason of the above mentioned advantages, eggs preserved in sterile air find a ready market, and command much higher prices in winter than ordinary cold storage eggs, or even the so-called "fresh" imported eggs.

I shall mention the following actual figures as average results obtained in five cold storage plants, located both in France and abroad, where, during the year 1912, the improved methods just described were applied to several million eggs.

The average price of eggs delivered at the plant was 80 francs per thousand, only eggs of the highest grade with respect both to size and weight having been stored.

The cost of treatment and preservation, including all depreciation, amounted to 15 francs per thousand.

The average sale price of eggs per thousand delivered at the plant, was 135 francs, thus leaving a net profit of 40 francs per thousand, which is considerably greater than the profits made on ordinary cold storage eggs.

#### Looked Before He Leaped.

A young lady at Bath Beach had occasion to complain about one of the bathhouse attendants, an old fellow who, in the hurry of cleaning up, would sometimes burst in upon her in her bathroom without knocking.

One morning after this had happened for the sixth or seventh time, the young lady took the old fellow to task.

"See here, Peters," she said, "there's no lock on my bathhouse, as you know, and I must insist on your knocking before you enter. It hasn't happened yet, but it might very well happen that you'd come in on me when I was all undressed."

Petes, with a chuckle, hastened to reassure the young lady on this point.

"No fear of that, miss," he said. "No fear of that. There's a knot-hole in the door what I always look through before I venture in."

You may be justified in blowing your own horn, but not in going on a toot.

#### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

#### Satisfy and Multiply

Flour Trade with

#### "Purity Patent" Flour

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

#### HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

#### THE ONLY OYSTER HOUSE IN GRAND RAPIDS.

We make a specialty of oysters, only.  
WHOLESALE DISTRIBUTORS OF OYSTERS.  
LOCKWOOD CO., (W. F. Fisher, Mgr.)  
8 Oakes St., S. W., Grand Rapids, Mich.

#### Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co.  
Burlington, Vt.

#### A Golden Opportunity to Turn Dead Stock Into Cash

Three weeks of open time commencing December 10. A skillfully conducted auction sale just before the holidays will bring lots of people to your store and lots of cash into your till.

Yours for business,  
E. D. COLLAR,  
Ionia, 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 well at quotation.

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.

#### We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich

#### Grocers Protect

their investment against fire loss, but thousands of them fail to protect their profit. What absorbs the profit? Expenses and leaks. Certain expenses are necessary. All leaks are waste. I guarantee to save 75% of your leaks if you use a hand operated scale instead of a 20th Century Automatic Standard scale. Write for information.

(New and Second-hand Scales)

W. J. KLING, Sales Agent

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

#### Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.



**HAMMOND**  
DAIRY FEED

A LIVE PROPOSITION FOR LIVE DEALERS  
Wykes & Co., Mich. Sales Agt., Godfrey Bldg., Grand Rapids



#### Hickorynuts, Walnuts, Butternuts

Ship us, correspond with us. We pay top prices.

M. O. BAKER & CO.

TOLEDO, OHIO

We Are in the Market to Buy

#### BEANS, POTATOES

What have you to offer? Write or phone.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

Use Tradesman Coupons



### Window Trim Made Up of Christmas China.

#### Merchandise.

- 4 dozen plates and plaques of miscellaneous sizes.
- 2 dozen salad bowls.
- ½ dozen berry sets.
- 4 tea pots.
- 2 dozen cups and saucers.
- 2 cup and saucer sets in holly boxes.
- ½ doz. child's plates.

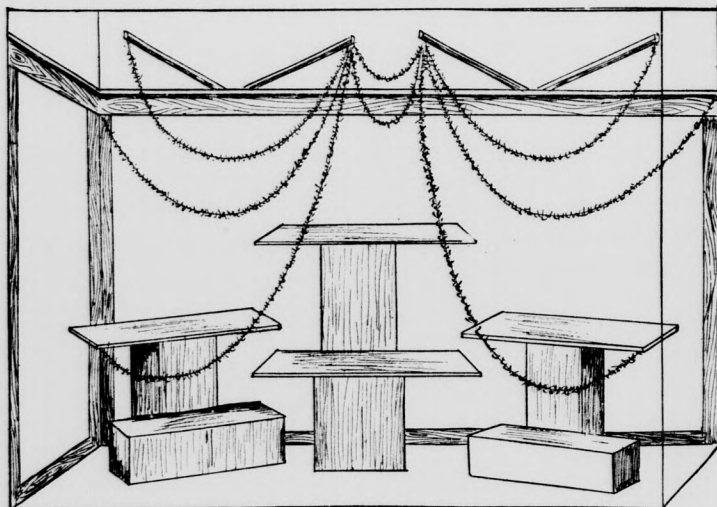
#### Fixtures.

- 6 wooden boxes.

The first step in making this window trim is to cover the background with red crepe paper. Then nail the four laths to the top of the background in an extended V shape.

Put in position on the background six rows of wire plate hangers equal distances apart. You can use double pointed tacks to attach the hangers to the background, or you can hang a whole row on two heavy nails.

The two rows on each should be the same length. The rows in the



Drawing of Fixtures.

- 4 six inch boards, 30 inches long.
- 4 laths.
- 4 doz. wire plate hangers.
- 5 plate racks.
- 8 easels.
- 5 rolls of red crepe paper.
- A quantity of tinsel.

China can be one of your best Christmas lines and as such is entitled to a little extra attention in the way of display.

There are few articles of merchandise that show up to better effect in a window. The natural beauty of the china helps the trimmer get up a compelling window or interior display.

Why not, if china is a good Christmas line, have a regular Christmas window trim of china. This thought appealed to us and we had our trimmer make up a display of china with a Christmas setting. If you use this you will emphasize the usefulness of china for Christmas purposes. China in holly boxes makes acceptable presents for any woman. We therefore have put in some holly boxes along with the china in this trim. Show as many holly boxes in your window as you have room for after placing the china. This will show the value of putting the two together.

center should reach down almost to the bottom of the big center unit.

For filling the hangers use some of your most classy china taking care to vary patterns as much as possible.

Now get boxes and boards in the position shown in the drawing after

first covering them with red crepe paper.

On the top part of the center unit in the center place a row of plates or salad bowls. On each side of this put a smaller plate on an easel and finish the unit by filling in the vacant space with a couple of holly boxes. On the low unit in front should be placed a row of plates and on each side of them a salad bowl or some other showy dish in a holly box.

The unit at the left is filled out with a row of plates. Put on each side of this a large plaque or bowl. Finish out the unit with a tea pot. The lower part of this unit is made out of practically the same grade of merchandise.

Now trim the units at the right the same way and then get a Christmas finish to the trim by festooning tinsel after the pattern shown in the drawing. String this tinsel from the laths that we spoke of a moment ago. These festoons from the center to each side of the window and two short festoons between the two V shaped effect will be about the right amount. Make the lower festoons reach clear down in front of the right and left units.

Then at the edge of each of the boards on the floor units pin some of the tinsel and some Christmas tree ornaments. Finish out the tinsel effect by making two festoons from the lower center unit to the lower box on each side.

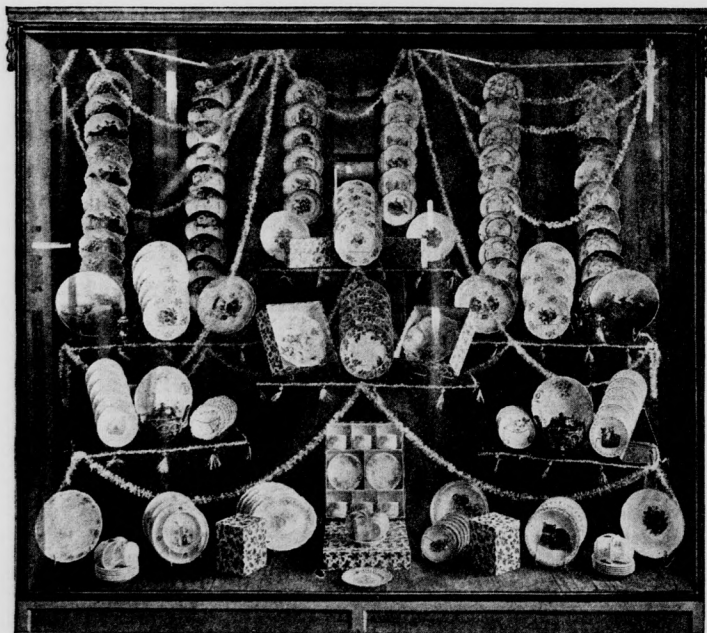
All that remains now is to finish up the floor plan. This consists of berry sets, baby's plates, cup and saucer sets and cups and saucers arranged on easels and a quantity of holly boxes, as shown by the photograph.—Butler Way.

#### The Easier Way.

"How did Calkins get the right to stick that 'Hon.' front of his name? He never was in Congress, was he?"

"No, but he once impersonated a member of Congress over the telephone."

Some people are unable to draw the line between proper self-respect and "putting on airs."



Photograph of Window Trim.

## Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

### Butler Brothers

New York Chicago

St. Louis Minneapolis

Dallas

### Your Opportunity

lies where competition is not so

keen and where the surrounding country will support you; there are many business openings along the lines of the Union Pacific system, alfalfa mills, bakers, bankers, barber shops, blacksmith shops, brick yards, canning factories, cement block factories, creameries, drug stores, elevators, flour mills, foundries, furniture stores, garages, hardware stores, hotels, implement stores, laundries, lumber yards, meat markets, physicians, restaurants, stores (general), and a great variety of others; we will give you free complete information about the towns and surrounding country where opportunities are numerous; write today.

**R. A. SMITH**  
Colonization and Industrial Agent, Union Pacific Railroad Co., Room 1578 Union Pacific Building, OMAHA, NEB.



As a Steady Seller

### Mapleine

is classed with the staple flavors. It ranks high in popularity.

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

Crescent Mfg. Co., Seattle, Wash.

### G. J. Johnson Cigar Co.

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



## HOW TO BE HAPPY.

## Formulas For Finding Happiness Usually Unsatisfactory.

Written for the Tradesman.

The big pursuit of life—the one vocation that, from the remotest times down to the present, has appealed to most people—is the pursuit of happiness. Back of nearly all motives which actuate the mind, there is this fundamental desire—the desire to be happy. Material possessions—money, properties and negotiable collaterals—are sought because people commonly suppose that happiness, or at least the physical conditions of happiness, may be everywhere and always had for a consideration. Some people seek fame or preferment or conspicuous skill in their craft or art or profession; but back of the seeking there is always the desire for happiness.

People differ widely, to be sure, in their notions and ideals of happiness. Conditions and experiences that promote happiness in some people awaken disgust and mental disquietude in others—just as a food to one may be, in exceptional cases, a rank poison to another. But the important fact is, everybody wants to be happy. Even the cynical person who deliberately seeks, and habitually thinks and speaks about, the ugly and disagreeable and painful things of life—is morbidly seeking happiness. His appetite craves such food, just as the carrion-birds of the air hunt out carcasses.

As everybody wants to be happy, and since most people are looking for happiness in unlikely places and trying to secure happiness in impossible ways, it may be well for us to pause and ask ourselves the question: What is happiness anyhow? Is there but one royal road to true happiness, or do many highways lead to it as the ancient boulevards lead to Rome? If it is, as men say, the ultimate end of ambition, the one universal motive that thrusts us forth, does it come incidentally, and in installments, as it were, along the way, or are we supposed to get it all in a hunk at the end of the journey? It seems pitiful to see intelligent people desperately struggling for happiness all their lives—and apparently missing it at every turn of the road. In the blind pursuit of happiness selfish men are willing to kill, maim, rob, malign and destroy their fellowmen. Can happiness be bought with blood-money? Can happiness be built on the bones of the innocent victims of selfishness and man's inhumanity to man? Not if there is anywhere in this star-jeweled Universe a God of law and love.

What is happiness? and where is one likely to find it? Is it near at hand, or is it somewhere down the vista of coming years? To most people happiness would seem to be of all things the most illusive and insubstantial. They seem to be always hot on the heels of it, but never quite able to overtake it. The truth is selfishness has so blinded the eyes of men that many of them do not understand the real nature of happiness. How sadly are they mistaken.

who think that happiness is the product of wealth, influence, talent, skill, prestige or power that sets them apart from the multitude and elevates them above their fellow men.

What is happiness? Surely not something far-off, and coming in a big hunk at the end of a long and arduous period of starving and moiling. Happiness is a fine glow—a sheen of contentment and lasting joy—that comes to us day by day along the track of the years. And it comes not to the parasitical nor the indolent person, but to those who know the blessedness of work. As the brilliant author of the "Autobiography of a Happy Woman," now appearing in *The Saturday Evening Post*, so aptly puts it—"In real life you know and I know that the workers are the happy ones—married or single—the workers are the ones who sing; the idle the ones who wail."

It is doubtful if happiness deliberately sought ever measures up to expectations. Real happiness comes incidentally, unexpectedly. It's like the fine rhyme at the end of a line of good poetry: gives us a pleasureable shock. It's like the occasional note of some sweet songbird set in a frame of green woodland under a cloudless sky, that lifts a whole day out of the commonplace and makes the recollection of it an heritage. It's like some rare, delicately-petaled, sweetly-perfumed flower unexpectedly come upon. It's like the splendid fancy-pictures painted on the clouds of a summer evening when the declining sun leaves a trail of glory along the Western horizon.

Happiness isn't a thing external and tangible and apprehendable. It

isn't hawked on our streets, or carried in stock at our stores, or dispensed by our magicians. You don't find it in veins and pockets of the earth. It isn't bound into books and taught in our schools. Happiness doesn't shine in upon us; it glows within us and radiates outward. Happiness is a condition or state of being. It expresses a pleasureable, healthful, legitimate experience within. We predicate happiness of the mind, the essential self; and true happiness can exist in spite of the lack of physical comforts, conveniences and luxuries. People physically weak and frail, cripples, and unfortunate folk afflicted with incurable diseases, have often mastered the secret of true happiness, where countless multitudes, more favored by external advantages of health and wealth and opportunity, have altogether missed the way and plunged into the slough of despair.

Formulas for the finding of happiness are, for the most part, unsatisfactory. But I think these few simple suggestions will be approved by everybody who has lived in the thick of life and found happiness for himself. Keep busy. Work! For God's sake and for your own mental health and well-being, work at something! Put into your work the best that is in you! Reluctant, half-hearted, sloppy work is demoralizing; and nobody turning out that sort of work can be happy. Whatever your vocation, don't try to live to yourself, for it can't be done. If there is one single formula or recipe of happiness that comes nearer to the core and heart of the matter than any other, it is this: "Love thy neighbor as thyself." Nobody on earth could do that and

be unhappy. If you doubt the truth of that statement, try it out.

Chas. L. Garrison.

If you make it your policy to avoid price cutting and encourage your fellow merchants to do so you will be doing more to uphold price maintenance than you can accomplish in any other way.

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

## Make Out Your Bills

## THE EASIEST WAY

## Save Time and Errors.

**Send for Samples and Circular—Free.**

**Barlow Bros.      Grand Rapids, Mich.**

**FOR FINE WEDDING PARTY AND  
FUNERAL WORK TRY**

**Crabb & Hunter Floral Co.**  
114 E. FULTON ST.

Citizens 5570    Opposite Park    Bell M 570

## OFFICE OUTFITTERS

LOOSE LEAF SPECIALISTS

LOOSE LEAF SPECIALISTS

*THE Tisch-Hine CO.*


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

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

Both Phones  
GRAND RAPIDS, MICH.

# CARPENTER'S

## IMPERIAL BRAND



TRADE MARK

### EXCLUSIVE PURVEYORS

#### SPRAYING COMPOUNDS

**OF**

**Lime Sulphur Solution**

✦

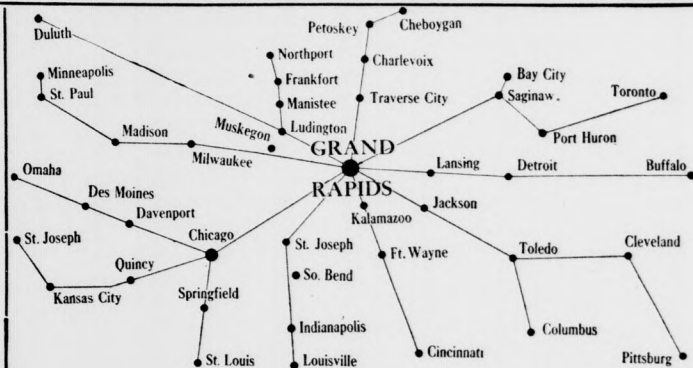
**Arsenate of Lead**

✦

**Pure Paris Green**

✦

**Bordeaux Mixture**



**OF**

**Nicotine Solution**

✦

**Kerosene Emulsion**

✦

**Kill Weed**

✦

**Whale-Oil Soap**

✦

**Cut-Worm and Grub Destroyer**

Accessible to the largest fruit producing territory on earth. Consignments forwarded by 5 Lines of Railroad. 2 through Lines of Electric Roads and by Lake Steamship Lines to Duluth or Buffalo and Intermediate Points.

MANUFACTURED By

# Carpenter-Udell Chemical Co.

GRAND RAPIDS, MICHIGAN



### Dry Goods Specialties Along With China and Tinware.

Written for the Tradesman.

Edward Hartman, a merchant doing business in an Iowa town of four thousand people, has a 5, 10 and 25 cent department which helps him advertise his store and helps him sell other goods besides the items in that department. Unfortunately, Mr. Hartman has always been partial to one or two lines and has not done justice to every kind of merchandise. His pet is chinaware and in his 5, 10 and 25 cent department he lavishes all his advertising and the best part of his space on this line. Tinware comes second in his favor, several other lines third and dry goods specialties creep along in the rear.

About a month ago his 5, 10 and 25 cent department began to languish. People came into his store and into his 5, 10 and 25 cent department in as large numbers as ever, but sales failed to show an appropriate increase. He asked for advice and the jobber from whom he purchased his merchandise told him that dry goods specialties—and lots of them—was the remedy. Mr. Hartman poo-pooed the idea, asserting that everybody in town was selling dry goods specialties; that he couldn't get any attention because of the competition that already existed on these lines. Nevertheless, he bought \$35 worth of dry goods specialties and, in order to prove the relative popularity of the various lines, put in his chinaware section, side by side, a table of choice chinaware and a table of dry goods specialties. Please remember that this was the best location in his 5, 10 and 25 cent department, although far away from the drygoods specialties department.

After the sale, he compared the results secured by the two tables and found that the dry goods specialty table in the chinaware department had sold nineteen times as much merchandise as the chinaware table.

Altogether, he sold \$325 worth of dry goods specialties on that single day and his department has boomed ever since, because he continues to press on a line that is most popular with the women.

If you have a 5, 10 and 25 cent department and desire to give it sufficient publicity, be sure to push something besides, enamelware, tinware, chinaware, crockery and allied lines.

When a woman buys a dishpan she is through buying dishpans for several months, but when she buys a pair of stockings for her boy or a blouse for her daughter, she may have to

come back in two days to get another to replace a garment torn to pieces.

There's a moral in this story that you will not have much difficulty in finding. Anderson Pace.

### Dress Goods and Cloakings

With the cloaking season practically over first hands are making strong efforts to dispose of the stock of fancies they own. According to the leading producers of woollens of this description, the surplus holdings are not burdensome generally. Most mill agents declare that they disposed of their high colored goods quickly as soon as the first signs of a lack of interest manifested itself. The auction rooms and second hands were the outlets through which the accumulations were sent, but from the reports current on the primary market a few selling agents waited too long before deciding to rid themselves of the cloths that were made up during the run on sport coats.

It is understood that there are some substantial lots of wool plushes hanging over the market which certain selling agents would like to sell at very low figures; sharp concessions, it is stated, have been made already, but garment manufacturers evidently do not consider cloths of this sort desirable property, as the response to the new quotations has not been vigorous. Wool plushes have had about as hard a road to travel this season as any other cloaking that could be named. All women's coatings were distributed to some extent by the constantly changing fashions. Late as the season is manufacturers are by no means convinced that the application will not change again before the demand peters out.

Cloak manufacturers state that not in many years have the prices on women's coats been as attractive as at present. The quotations being named reflect the condition of the piece goods market, where jobs of what are considered desirable goods are being absorbed and made into various kinds of garments. Styles in women's coats have changed almost as rapidly as in cloths, and many goods that were regarded as highly desirable six weeks ago are now being neglected. The demand for cloakings in bright shades has gone off so completely that orders have been sent to the mills to stop the dyeing of such fabrics. Instead of bright reds, greens, etc., blue, gray and other staple shades are being substituted.

Your customers will not feel satisfied to buy from you if you show evidence of not knowing all about your goods.

If your advertisement does not get read it is money thrown away. First of all make it easy to read.

## DO YOU KNOW

That it is very important to have a good assortment of

## MUFFLERS

For your Xmas trade. We show a very attractive assortment in knit and woven fabrics, ranging in prices from \$2.25 up to \$10.50 per dozen. Many of these are packed in attractive individual boxes.

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.

## Cotton Batting

Notwithstanding the fact that prices on Cotton Batting have advanced during the past few months, we are still in position to offer the popular selling grades at our opening prices.

### "Fern" Batts, "Lily" Batts "Snowdrift" Batts

which retail at 10c, 12½c and 15c respectively, are the best values offered this season and are made of pure, clean cotton, free from waste.

Mail us your order while  
prices are low.

### Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

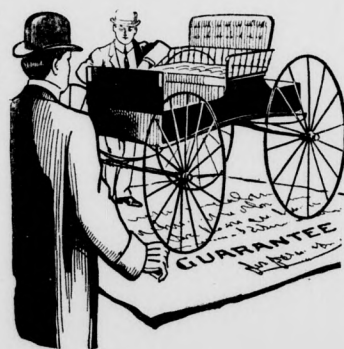
## Our Strong Guarantee

Goes with every Carriage or Delivery Wagon we sell. We have been handling vehicles for a great many years and we do not know that we have a single dissatisfied customer. It will pay you to look over our line and get our prices.

**SHERWOOD HALL CO., LTD.**

30-32 Ionia Ave.

GRAND RAPIDS, MICH.



(Continued from page 9.)

sented to them. Many of those who did not carry insurance on account of the risks, improved them and were then able to obtain insurance. The precaution has saved our customers and ourselves thousands of dollars and enabled many a man to start in business again.

We ask every customer on our books once a year at least how much insurance he carries. At first, many resented our asking this, but to-day 90 per cent. or more willingly and cheerfully give us the information. If, in our judgment, they are not fully insured, we ask them to put on more insurance.

Some of our salesmen are deputy fire marshals. This commission enables them to enter buildings for the purpose of inspection. They have no authority to remedy conditions, but to report to the State Fire Marshal, who will take charge of the matter. These men are interested in this work. They, in turn, will interest their customers and we will be enabled to reach a good many people in that way.

Several months ago, when we took up the matter of fire prevention on our premises, we had a personal interview with every porter in our employ. We explained to them that we wanted to get the minimum rate of insurance. We did not want to have a fire. We wanted to prevent it. A fire would put us out of business for some time and possibly might mean the loss of a position to them. It was the duty of every porter to exercise extreme care in keeping the premises clean, using no matches, and allowing no smoking on the premises either by themselves or others. It was surprising to see the interest they took in it. A few months after our plant was inspected by the State Fire Prevention Association and they gave us a clean bill of health. Of course, we took pains to convey this information to our porters.

I am indebted to my insurance friends for much of the information in this paper. I have found them generally very much interested in this matter and I think they are doing splendid work towards getting fire losses reduced.

The largest companies have inspectors representing them who travel throughout this State. The companies donate to our State Inspection Bureau the services of these men one day out of every thirty, without expense to the State. The services they render are very valuable and all our citizens should become acquainted with this fact.

#### The Wisest Goddess.

When entertaining some school children at her country house a certain famous spinster took them round the rooms and pointed out the beautiful things in them.

"This," she said, indicating a statue, "is Minerva."

"Was Minerva married?" asked one of the little girls.

"No, my child," said the spinster, with a smile; "Minerva was the Goddess of Wisdom."

#### Thoughts Inspired by the Holiday Season.

Gay and grave, religious and irreligious, rich and poor, every quality and condition may rejoice and be glad at Christmas time. It is the one time of the year, the one holiday season, that sheds a light broadcast, illuminating every soul which opens its windows to the shining. Christmas cheer is universal, it knows neither climate nor location, it is just dependent upon time. It is strictly chronological, however. It would be useless to try to stir up that Christmas feeling a week before or a day after. Of course, it is growing upon you a long time in advance, inspiring you to kindly thoughts toward your friends, and its influence lingers a greater or less period after the event. But there is just one Christmas day in the year, so make the most of it, for you will have to wait twelve months for another chance. Get this gladness into your face and into your hand, and smile upon your family and your store people and your neighbors and your customers, and when the day comes wish them all a "Merry Christmas." Whether or not you are a believer in all for which Christmas stands you are not denied a share in its festivities and good cheer.

Of course the holidays have their commercial side. Everybody who can afford it, and many who cannot, strain their purses to the limit buying remembrances for their relations and friends. Also, there is much feasting, and feasts cost money. All the gifts and the good things are sold by somebody, and that is the commercial feature. You get your share, if you go about it right, which fact should make you more than ever fond of Christmas. You are in business for profit, special occasions are the golden opportunities for the retailer, and Christmas is the biggest and busiest and goldenest of all these opportunities. If other people can buy with a glad countenance and a cheerful spirit there is no excuse for your not selling with the same joyousness of heart and happiness of manner. You must certainly be one big grouch if you do not, and wholly undeserving of the prosperity it brings your way. You are plugging away, putting other people's dollars into your pockets. Put some kindness of heart into the packages you wrap up for them and pass along the good feeling that is surcharging the atmosphere.

Then turn away from sordid thoughts of gain when the day arrives, and let there be no lingering thought of ill-will toward anybody. It may be that someone could find fault with you and not have to hunt far to find it, either. None of us is perfect, but we can come nearer the line of goodness at Christmas than any other time if we just give ourselves over to the all-prevalent spirit of the season. For this Christmas feeling is as contagious as smallpox, though much more enjoyable. It is just as eruptive, too, but pleasant to look upon. When you meet a man, or woman, or child all broken out with Christmas joy you feel better for the meeting, and ought to be glad you are not inoculated so that you cannot catch it. The only way to be proof against it is to be such

an unreasonable, unpleasant specimen of humanity that nobody wants to live with you.

Not infrequently you hear people say, "If I had plenty of money I would just love to give lots of presents and make everybody happy at Christmas." And they feel very virtuous and very brotherly, or sisterly, because they have spoken such kindly sentiments. Very few persons have enough money to give indiscriminately, and generally they are the ones who do not do so. There seems to be something in the possession of immense wealth that shuts up the heart of compassion and produces a sort of chronic indifference to the happiness of others. But there is plenty of good-will to give and it costs nothing. It makes him happy that gives as well as those who receive. It is not necessary for any person to complain of inability to pass along Christmas cheer. Money is not the whole thing, by any means. When the love of the giver goes with the gift even a crust becomes an acceptable remembrance. Without that love no present, however costly, is valuable.

It has been said that society organizes for its own protection. There is no protection equal to that old Bethlehem proclamation of "Peace on Earth, Good Will to Men." Putting that into practice will drive the very worst of troubles and hard times out of existence. The difficulty lies in finding the practitioners. Suspicion roams at large. The inclination is to believe every man an enemy until he has been proved a

friend, and he gets very little opportunity to offer testimony. If we were all willing to give the other fellow a chance we might be a great deal happier and have many more friends. Christmas is a good time to begin and it is a season when many do begin, and straightway go and forget about it thereafter. Like New Year resolutions there is a falling back to old ways as soon as the inspiration is past. It is a hard thing to dynamite a human being out of old habits with sufficient force to carry him so far away from them he will not find the way back.

We are manufacturers of

## Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

Corner Commerce Ave. and Island St.

Grand Rapids, Mich.

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

Steam and Water Heating  
Iron Pipe

Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

# CERESOTA

Is a GUARANTEED

## Spring Wheat Flour

Made in Minneapolis

A Short Patent Flour Especially for  
Family Trade

Costs a Little More—But Worth It

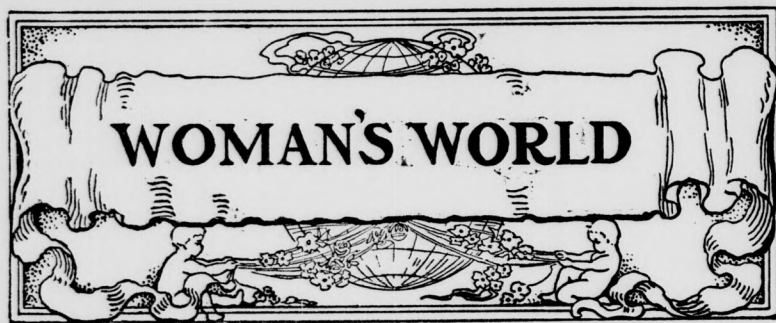
We Have Sold This High Quality Flour  
for Twenty Years

Always Uniformly Good

JUDSON GROCER CO.

The Pure Foods House

GRAND RAPIDS, MICHIGAN



## Two Great Problems for Well-To-Do Parents.

Written for the Tradesman.

A dramatic circumstance well brought out in a magazine story is the entire loss of his fortune, or rather his supposed fortune, by a young man who had been reared in luxury. His parents died when he was a young boy, leaving considerable money. The guardianship was entrusted to an uncle who proved incompetent. He managed to pay the very liberal allowance that our hero was to receive up to the time of his majority and for six years thereafter, but gradually dissipated the principal so that on his nephew's twenty-seventh birthday, the time set for turning his fortune over into his own care, it was found there was no fortune left and the young man, who had been expecting a large inheritance, was penniless.

The circumstance just narrated was merely an incident in the somewhat complicated plot of the story, and the author does not go on to tell how the young man got on when thrown upon his own resources. The impression, however, left on the mind of the reader is that in attempting to take care of himself this young fellow was entering upon a pretty serious undertaking, one for which he was very ill prepared.

Of course the uncle was culpable—he had no business to speculate with nor to appropriate to his own use his nephew's money. His offense can not be condoned. But the question naturally arises, ought it to be such a hard matter for a strong, healthy young man, one who has been thoroughly educated in what are considered the best schools of our day, to assume the responsibility of supporting his lone self? And is there not something vitally wrong with our system or our ideas or our customs, when any young man of good mental and physical endowments is not perfectly capable of earning his own bread and butter, let fortune do her worst?

The natural parental tendency is to protect. Care, protection, rearing, guidance—these are what parents are for. But where circumstances allow, protection easily degenerates into unnecessary and injurious coddling. Excessive care enervates, and as a result of overfond indulgence, a child is apt to develop into an overgrown and helpless baby instead of a capable, resourceful man or woman.

Parents labor to accumulate property, in the hope that their children never may feel the pangs of poverty, blind to the seemingly patent fact that they are powerless to ensure

against the loss of the wealth they have spent their lives in amassing.

A shrewd observer, commenting upon the amazing ups and downs in financial condition, says that in this country it seldom is more than three generations from shirt sleeves to shirt sleeves. Legacies and inheritances often are recklessly thrown to the winds. One of the great life insurance companies has taken pains to follow up premiums paid and has come out with a statement that 90 per cent. of their beneficiaries have nothing to show in five years time.

In the face of these facts, parents go on cherishing the delusion that their children will be numbering among the thrifty few instead of the prodigal many, and they pile up wealth, expecting that it will absolutely safeguard their darlings against want. They indulge their sons and daughters in all manner of luxuries, they encourage them in the formation of expensive tastes and habits, they give them large allowances of spending money and they send them to fashionable schools where the ornamental and the cultural and the athletic are supreme and the utilitarian is neglected and indeed scorned—not realizing that they are rearing industrial and financial cripples, who are too much pampered to learn the use of their limbs.

Worse even than the helplessness which this kind of training induces, is the moral degeneracy in which it all too frequently results. The sons and even the daughters of the wealthy in very many instances are as lacking in moral fiber as they are in practical ability. With such examples constantly before their eyes, parents still lack the stamina to withhold the lavish provision that causes incompetency if not downfall to ruin.

A hard-headed business man will comment on how our great men come so largely from the homes of the poor; and will gravely assert that their being compelled to create their own opportunities has been the making of the brightest men of his acquaintance; but before the words have died on his lips he will sign a check for his own boy's monthly allowance of an amount that removes all stimulus to exertion.

Poor parents feel that they have a hard task to raise their children and often lament that their sons and daughters must go to work young and can not have the advantages which they covet for them. True as all this is, the proper bringing up of children in a home of wealth presents special and perhaps even graver difficulties.

There are two great problems, or rather two phases of one problem, which all parents in what would nowadays be called well-to-do circumstances have to solve. One is to evolve a system of training, or perhaps better, a home atmosphere in which financial abundance shall not work to the moral undoing of their sons and daughters. A large income should not make it impossible to inculcate a proper sense of duties and responsibilities.

The other problem is how to train their boy and girl so as to equip them to take reasonably good care of the fortunes that will fall to them, and, at the same time, in case of the utter loss of money and property, to fit them to be able to make their way by skill of hand or brain.

That it is hard to impress lessons of frugality where no occasion for saving seems to exist is undeniable, hard to create any artificial incentives which will give the wholesome spur of action which genuine poverty furnishes. It certainly is a more strenuous undertaking to get a growing boy up in the morning to sell paper or shovel snow "for his own good" than it would be to get him out if some such work were his only way of getting his clothes and now and then a nickel for spending money. But ways of life and discipline must be thought out that will prevent wealth from proving a handicap instead of a help to the young.

The crows were discussing the advantages and disadvantages of poverty and wealth. One old crow spoke

thus: "It certainly is far better for the average crow to be born poor. Let him be hatched in a plain unlined stick nest with several other fledglings and let it be where food is scarce. Then early must he learn to gain his own livelihood. He will become firm of claw and strong of wing. He will develop self reliance, perseverance, frugality—virtues never learned amid luxuries surroundings.

"As to my own children, they were all white, and white crows require different treatment from ordinary black ones." Here some of the crow matrons looked incredulous and one whispered. "I never could see that her kids were any whiter than mine." The speaker continued: "Being delicate they required every luxury. It was so with me, for I was a white crow myself. Then I married into an old family, my husband being the Honorable James Crow, eldest son of his very distinguished father bearing the same name. We simply had to adopt a style of living in keeping with our aristocratic antecedents. Noblesse oblige."

Moral—Poverty is a condition which many are ready to prescribe for others, but which mighty few consider necessary for themselves.

Quillo.

The value of a smile depends upon whether it is inside or outside of your mouth and what kind of a glass you look in to see it.

However, the self-made man never seems to suffer from remorse.



For best results use Perfection Oil

## Rayo Lamps in 3,000,000 Homes

Our eyes are certainly entitled to the best attention and treatment. They are one's most faithful servants.

Kerosene lamps give the best light for reading and studying. All authorities agree on this. But not any kind of kerosene lamps will do.

A Rayo Lamp will cost you very little—if any more—than an ordinary lamp. But it is the most satisfactory that money affords. This is proved by its great universal use. Three million families—over ten million men, women and children—live and work and read and study by its clear, mellow glow. A host like this can't be mistaken in their judgment.

No glare or flicker to contend with, when you get the genuine Rayo. Just good, reliable, eye-restful light—and plenty of it. Ask your dealer for demonstration. Illustrated booklet on request.

STANDARD OIL COMPANY, Chicago, Ill.  
(AN INDIANA CORPORATION)

### Furniture as Gift Commodities—the Dealer's Opportunity.

Written for the Tradesman.

Everybody admits that much Christmas shopping is foolish, extravagant and unsatisfactory. The motive is often so much better than the overt act. Your friend meant to give you something of value—something you would care for and use from time to time and treasure always; only there was a short-circuit somewhere between his good intention and its actual execution. You like your friend none the less for his abominable failure as a gift-maker, but you do not thereby obligate yourself to be annoyed by the continued presence of some outlandish gimcrack sans art, sans utility, sans pretty much everything that a real gift ought to possess.

Impress this fact upon the mind of your public, namely: Christmas will bring merriment and happiness with it if they have spent their money wisely and bought gift articles that are a benefit and of use. If, on the contrary, Christmas money has been wasted on unworthy commodities, the fine charm and flavor of the occasion is, to that extent, spoiled. Warn them to avoid possible mistakes and subsequent disappointment by selecting something about which there is no shadow of doubt—furniture. Tell them how they can't go wrong if they head for your furniture store. Assure them that they will find there awaiting them an elaborate display of the latest and best modes of furniture—the very highest conceivable type of the acceptable gifting article.

While so many people are distraught and worried, wondering what to buy for this one or for that one, the Christmas shopper who wants to combine in his shopping the maximum of satisfaction with the minimum of worry, will solve the vexatious problem right off the bat by heading for your furniture establishment. Say to the public: "You can save money and smile if you buy at Blake's." Elaborate the idea by saying something like this: Your selection of a Christmas present may be worrying you. Did it ever occur to you that you can get hundreds of good suggestions in furniture and housefurnishings at Blin's popular furniture store? The idea has occurred to scores of people in this town for during the past few weeks our sales rooms have been literally thronged with people in quest of the elusive gift commodity. And, believe us we have elusive gift articles—plenty of 'em, in fact. We have them for old folks and young people; for little tots and for grown-ups; and they are so beautiful in material, design and finish; so enduring in utility and goodness; and, withal, so inexpensively priced as to please the most critical. Come—take a peep and you will smile and be happy because of the great saving you can make on your Christmas purchases.

Urge shoppers to visit your furniture establishment and examine your sample lines of wares that make wonderful gifts. Remind them that newspaper space is limited, comes high, and costs money to use. Regret your in-

ability (owing to the pressure of other and graver matters) to give your newspaper holiday announcements the time and attention they really desire. But despair of doing the subject justice even if you had a vast amount of time and money. Tell them the subject is too big; that it would be utterly impossible for you to put into words the beauties of the new and graceful lines of furniture now on display in your store.

It pays to make a noise like confidence, optimism and go-to-it-iveness when advertising Christmas goods. Feature your store as Holiday Shoppers' Headquarters. Why not? For secondary display line, say: Confessedly unsurpassed for Gifts that are Appropriate, Enduring, Acceptable. Intimate that, while your store has always been a popular place with those who know furniture values, now that the holiday shopping is in full swing, the increasing throngs who are looking to you when looking for Christmas articles, bespeaks in tangible and practical terms the increasing popularity of your store. Lay it on thick. Tell them every department of your establishment is fairly brimming with Christmas suggestions—furniture of the kind that really equips and adorns the home; furniture new and artistic and beautiful in design and construction; furniture that will delight the eye, provide comfort and service, and increase (out of all proportion to the cost) the comforts and delights of home-life. Tell them to follow the crowd to your store—and by all means to start early so as to get the benefit of the early chooser.

You will, of course, impress it upon the public that those who buy furniture from your store as gift commodities will assuredly secure something that possesses actual merit—that fine, intangible quality that imparts both to the giver and to the recipient a feeling of confidence. Let them understand that, in the selection of your stock, you have sought to temper quality with moderation—and above all things, you have borne in mind the prime requisites of all good furniture, namely: excellence of design, goodness of material, and skill in workmanship. At the same time you must be careful to safeguard against the impression that your furniture is high priced and exclusive, and out of the reach of the modest purse. There are comparatively few concerns that handle exclusively high grade, high priced lines; and these comparatively few stores are to be found in the big metropolitan centers. Most of the people, I dare say, who are likely to be lured into your store by pre-holiday newspaper advertising are of solid middle class—people who have taste and refinement, but people who must make a few dollars go far and accomplish much.

Build up a good strong bid for this class of trade—for after all, it is the biggest class there is. So it will be a good idea to impress it upon the public that you have serviceable Christmas commodities at popular prices—furniture that is really notable for its essential refinement and intrinsic goodness, but furniture that

is easily within reach of the economical purchaser.

If you have any Christmas leaders or specials (as is most likely the case), play them up strong. Let them know that hundreds of specially priced articles of furniture—eminently suited for gift purposes—are on sale each day in your store.

Back up your newspaper advertising with fresh and seasonable window displays. Let the public know from your Christmastide decorations that the spirit of the holidays is upon you good and strong. Ginger up the sales force. Give them to understand that you are after your share of the holiday trade; and that, with their heartiest co-operation (which you are banking on), you'll surely get it.

Frank Fenwick.

### Poor Cook.

There was company at dinner, and father was carving his prettiest on a fine roast. Suddenly, though, the knife struck a skewer, made a sliding upward motion, and came out on top. Father attempted to cover his feelings with insipid jests about the indigestibility of roasted hard wood, the inadvisability of a butcher's running a wood yard, and the like. There was an embarrassing silence. Willie took advantage of it.

"Cook has burned her nose orful," he announced.

"Too bad," muttered father, still wrestling with the roast. "How did she do it?"

"Tryin' to pull them skewers out with her teeth."



## "Sun-Beam Luggage"

The Line of Quality

Sun-beam trunks, suitcases and bags stand the test of quality and service. They are built to wear. These goods are sure to make more customers for you, and we are positively sure that if you once get acquainted with the "SUN-BEAM" line of goods you are bound to hold on to them. Quality and service is sure to win over all. If you have not our catalogue say so, and one will be sent immediately.

Mail Orders Given Prompt Attention

**BROWN & SEHLER CO. Grand Rapids, Mich.**

## Advertised Goods Are Dependable

THE sooner grocers realize that advertised goods are absolutely trustworthy, and sell them, the quicker the success of their business is assured.

Advertised goods *must* be dependable. Their very existence is based upon superior quality and uniformity maintained year in and year out. Advertised goods have *all* to lose if they prove other than as represented.

National Biscuit Company products have established and maintained a quality that is as yet unapproached in the baking of crackers and cookies, wafers and snaps, cakes and jumbles.

These products, each variety the best of its kind, are largely advertised throughout the country. No other articles of food are so well known, so universally liked, so consistently purchased.

Grocers who sell advertised goods—N. B. C. products—sell goods that they can guarantee as dependable—and make larger profits in so doing.

**NATIONAL BISCUIT COMPANY**



### Shoe Dealers and Shoe Retailing Methods

Written for the Tradesman.

I have a friend who edits a trade paper going to dealers in—well, never mind the line, only it is a very considerable one and not without its history and traditions, its dignity and importance.

The dealers to whom my friend's publication goes are located for the most part in the Middle West and in the South. From time to time my friend has given me some inside facts about the merchandising methods of dealers in these sections handling the lines in which his publication is interested, and as the editor and publisher of a trade periodical, I think you'll agree with me, when I have told you the facts, that he has a good reason for being pestered.

Let me preface the story still further by saying that the editor of this trade publication is a brilliant and aggressive young fellow who takes his business seriously, and honestly tries to get out a paper of real merit. And his ideas of what a modern trade journal ought to be and do are essentially correct. He uses only the best material he can lay his hands on in making his paper, and every number of it is just as helpful as he can make it.

He has a fairly good subscription list, and, in its own territory, my friend's publication has a better circulation than any other trade paper of its class. It carries quite a bit of first class advertising, and is on a paying basis, and has been for years. Think he ought to be contented? Well, he isn't. He can't get the dealers who take his paper to read it.

"It's funny," he said, lighting a cigar, "these dealers are an odd sort. Our editorial position on questions of vital concern to our readers hasn't evoked the slightest ripple of response. I have a tip top artist that doesn't do a thing but prepare original illustrations for our columns, but they never say whether they have noticed the pictures or not. I have bought brilliant feature articles and special contributions from practical men, but nobody ever writes in saying he has enjoyed this or profited from that or takes issue with the other thing. I don't believe these men read any trade papers at all. I think they are so blame dead and non-aggressive—oh I don't know what to think!"

Shoe Dealers Not That Way.

"Your experience is a revelation to me," I said. "I was under the im-

pression that — dealers in these sections were right up to date. I know shoe dealers are!"

"Shoe dealers?" he said, fairly clutching at the words, "yes, you bet they are! Shoe dealers, in my judgment, are right there with the liveliest merchandisers of any line. They read their trade papers, and they go after a selling idea like a bass after a chub minnow. They are always interested in schemes for getting more business, and in ways of developing unusual sources of trade. They are a live set, but—" Well, comparisons are invidious, and I am not going to tell you the class of dealers he compared with shoe retailers, but you get his idea just the same. He has a very high regard for shoe dealers as merchandisers, and he is a good judge of such matters.

Having been a staff correspondent for shoe trade publications for the last ten years, and knowing conditions from personal observations made on numerous trips through these sections, I feel that I am fairly qualified to pass judgment on this estimate of shoe dealers and shoe retailing methods. He is correct.

#### Shoe Dealers Are Alert.

Shoe dealers are not one whit behind the most resourceful and successful merchandisers in this country to-day. In the shopping sections of towns and cities throughout the country, shoe stores take rank with the best of the shops when it comes to external appearances, trims, equipment, furnishings, decorations, etc.

This is a time of efficient shoe distribution—and you can take it from me, the live shoe dealer is right on the job. There is to-day a better knowledge of shoes among the dealers who handle them, and salespeople who sell them, than ever before. There is also better buying—more intelligent and scientific buying—than heretofore. Shoe dealers are finding out the leathers and lasts and findings and allied lines that their people want and need. And there is better store equipment. Old store fronts have been torn down and rebuilt. Better furniture has been installed, and new devices and accessories making for accuracy, convenience, comfort and elegance. And there are better trims. The old method of setting shoes on tall metal stands, in stiff lines, has given place to the better custom of really dressing the shoe window. And there is better shoe salesmanship than formerly, and more care in fitting feet. Many shoe dealers are impressed with the importance of

this feature of their service, and they are duly stressing it, not only in their stores but in their advertising. And the better retail shoe salesman is coming to look upon his vocation in a new light. It has become invested with a new dignity. It is a sort of semi-profession, when rightly understood. It is worth while. And finally there is to-day better shoe

advertising than ever before. I know of many shoe stores that get out most excellent advertising. And the tendency all along the line, and everywhere in these towns and cities of the Middle West, is upward and forward, insofar as retail shoe dealers are concerned. If anybody's lagging, it isn't the shoe dealer. And my friend is right. The shoe

## You'll Need a Lot of Bear Brand Rubbers

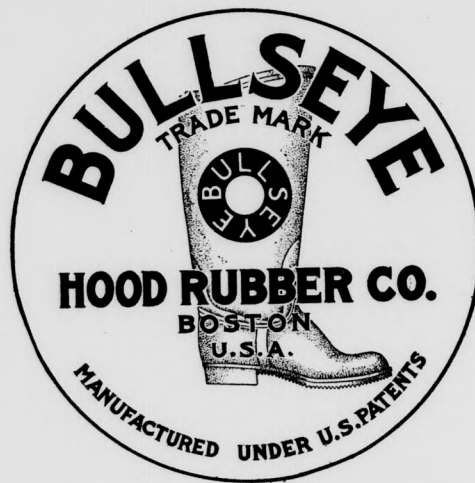
That stock in the basement is dwindling and many sizes are broken. When the next storm comes there is going to be something doing. The

### Wales Goodyear Bear Brand Rubbers

always leaders, are better this year. You are going to have a lot more people after the BEAR BRAND quality than you expected. The sales you lose by running short of sizes will pay the freight many times over. Send us that order now.

HEROLD-BERTSCH SHOE CO. :: Grand Rapids, Mich.

## The Last Word in Rubber Boots



Taking the Rubber Boot Business by Storm.

The White Sole Boot.

Write for Catalogues.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

dealer reads his trade paper. He is anxious to scan its pages each week in order that he may light on a new idea. He's in the market for ideas. He needs them in his business. There are little old shop keepers scattered around over the country from Lubec, Me., to Los Angeles, who could be tip top merchants, if—but who'll never amount to two whoops simply because they know too much. They've got it all down so pat they don't have to use any ideas from outside sources, nor any of the harvested, stored-up and winnowed experiences of other people who have sold merchandise. They simply won't listen. But the attitude of the average shoe dealer is far different. And it's just this acquisitive disposition of his—this desire to know, to discover, to get next—and then apply the big new stunt in his own community—that puts him to the fore. Cid McKay.

#### Wholesome Trade-Mark Decision in Boston.

A decree for an injunction, that is of importance to shoe manufacturers and retailers generally, has recently been granted by the Supreme Judicial Court of Suffolk County, Mass., in favor of the Regal Shoe Co., as plaintiff.

It appears that S. A. Cohen, operating the Modern Shoe Store, Boston, was found to be selling at "cut prices" shoes marked "Regal." These shoes were not standard Regal shoes and were not bought from the Regal Shoe Co., although bearing Regal marks.

The shoes were produced directly or indirectly through a shoe manufacturing firm, which from time to time had made up shoes, according to certain specifications, for the Regal Shoe Co.

The particular lot of shoes which were the subject of the suit had not been accepted by the Regal Shoe Co., and were sold by the contracting manufacturer to other parties without warrant and while still bearing the Regal identification marks.

The defendant, evidently seeing an opportunity to "cash in" on Regal reputation, proceeded to exploit and sell the shoes as genuine Regal shoes at cut prices.

In connection with the case, Judge Loring, of the Supreme Court, said:

"I think this is a perfectly plain case. I think the plaintiff has proved that the word Regal in connection with shoes means shoes made by, or for, the Regal Shoe Co., and I find, as a fact, that word has obtained that secondary meaning in the market.

"It is admitted this defendant is selling shoes as shoes of the Regal Shoe Co., meaning they were made by or for the Regal Shoe Co. As a matter of fact, it turns out they were made under a contract by which shoes were to be made for the Regal Shoe Co., and in anticipation of their being accepted, the labels were affixed to the shoes and to the boxes in which they were placed. Later, these shoes were replaced. They were shoes which were not up to the standard of the Regal Shoe Co. and therefore they were rejected.

"Under these circumstances they were put upon the market with these labels on them. The inevitable result of that was that they would be sold as Regal shoes, when they were not. That is a fraud.

"The defendant has undertaken to prove there is a custom to commit that kind of fraud; if he had proved it I should have held it was not a valid custom, because it would have been a custom to commit a fraud. But I find as a fact no such custom ever existed."

Decree was entered enjoining Samuel A. Cohen from passing off or selling Regal shoes, any of the lot of shoes purchased under the above mentioned conditions, and that all Regal labels or marks that were on the cartons of shoes in the boxes of Cohen were to be removed.

#### New Unbreakable Button Fly Stay.

Retailers and consumers have been often put to trouble and inconvenience since the great popularity of button boots, by the button holes and stays breaking or tearing. To remedy this trouble, a new corded stay has been developed. Webs and cords have been used for this purpose as long as button shoes have been made, but this is the first time a combination of the two has been presented.

The new stay is a strong web, woven with a tabular edge through which a strong cord is run. The cord is so inter-woven with the web itself that it is really a part of it.

Women's shoes are especially liable to tearing out along the button-fly

because most women insist upon the retailer setting the buttons back just as far as possible and yet allow the shoes to be buttoned, all of which causes a tremendous and unreasonable strain and friction between the edge of the buttonhole and the button shank.

Retailers are continually asked to replace shoes whose buttonholes have been ripped out and when they are forced into such replacement they naturally fall back on the manufacturer for compensation. The makers claim that this new web will ensure both the retailer and the manufacturer against this trouble.

It's easier to go broke in a month than to get rich in a year.

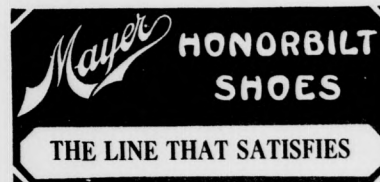


**WHY NOT HAVE BEST LIGHT ?**  
Steel Mantle Burners. Odorless. Smokeless. Make coal oil produce gas—3 times more light. At dealers or prepaid by us for 25c.  
**Steel Mantle Light Co.** Huron Street Toledo, O.

#### The Ad Shown Above

Which is running in a large list of select publications, will certainly send customers to your store. If you are not prepared to supply them, you had better order a stock of our Burners at once. Accept no substitutes. The genuine is stamped "Steel Mantle, Toledo, Ohio." If your jobber doesn't handle them, send us his name, and we will make quotations direct to you. Sample Burner mailed for 25 cents.

**STEEL MANTLE LIGHT COMPANY**  
310 Huron St. Toledo, Ohio

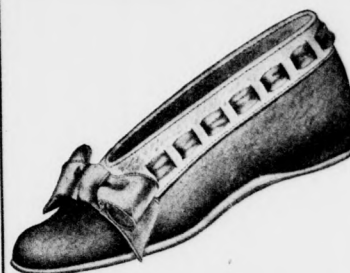


#### Corn Cure

This shoe has cured the foot ills of hosts of our patrons. It is a Goodyear welt made from the best vici kid.

No pains are spared to make it thoroughly comfortable for tender feet. Our trade mark guarantees superior wear quality.

**RINDGE, KALMBACH, LOGIE CO.**  
Grand Rapids, Mich.



#### Holiday Novelties for the Shoe Store

This is the season of freely spending on the part of the public; a time when suggestions for Christmas buying are welcomed, and therefore just the time to display an assortment of these attractive house slippers.



Our line is complete in its variety of styles and colors, and the range of prices is such as to enable you to satisfy your various customers in all respects.

Your orders will be filled the day they are received.



**Hirth-Krause Company**  
Grand Rapids  
Mich.



**Michigan Retail Hardware Association.**  
 President—F. A. Rechlin, Bay City.  
 Vice-President—C. E. Dickinson, St. Joseph.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

#### Developing New Sources of Hardware Trade.

Written for the Tradesman.

Fifth of Five Papers.

Whatever you do in the matter of opening up new sources of hardware trade in your zone will be done through some form of advertising. So I think we do well to devote the concluding talk in this little series to ways and means of advertising the hardware store.

The advertising man makes a three-fold division of the subject of advertising: namely, 1. Appropriation, 2. Mediums, 3. Copy.

Not much need be said here concerning the first of these items. The average hardware dealer or dealer carrying hardware in connection with other lines cannot afford a very large advertising appropriation. I am just as enthusiastic about advertising as anybody you'll meet in a month's travel, but I've rubbed up against so many facts since I began to get interested in this great subject of modern publicity, I've—well, I've modified some of my earlier and more turbulent impressions. The small hardware dealer in the small town or city should consider the facts: 1, the volume of business done last year; 2, relation of the advertising expenditure to actual sales; 3, possibilities of further development of his trade, etc. In the light of these facts he must be the sole judge of what would be a reasonable advertising appropriation. But it's safe to say the appropriation will be a very limited one in most cases. The hardware dealer has got to stretch the dollars and make each one of them go just as far as possible and pull as much new trade as a single dollar can be made to pull.

#### Advertising Mediums.

Merely for the sake of convenience I want to make a two-fold division of advertising mediums: 1, the more usual, and 2, the less commonly used. The more usual mediums are: newspapers, all forms of out-of-door advertising, and direct mailing. The less commonly used are: windows, fairs and good will. You will notice I have not included programmes under either head. That wasn't an oversight. Programme "advertising" isn't advertising at all. It shouldn't be charged to advertising. If you have to buy space in church and lodge papers, programmes and the like, charge it to profit and loss, overhead expense, anything—but

don't consider it advertising at all. And as to the three mediums designated less commonly used—we'll come to these in due time.

Advertise in your county papers. If the town is large enough to have a daily, you will, of course, advertise in that. But the newspapers that go into the homes of the farmers of our county constitute your best and most direct advertising chance. Don't miss it. If you can't buy big space (as is most likely the case,) buy as much space as you can afford. And demand good position next to live reading matter. Try to get on the first page with your announcement if not, specify editorial page or the page containing the locals. If you advertise every week, or even every other week, you are entitled to the same position.

Out-of-door advertising is still favored by some hardware dealers. Stock metal signs for hardware dealers can be had; or you can have metal signs made according to your own plans. Paraffined cardboard signs are durable and nothing like as expensive as metal signs. But the general impression among advertising authorities is that out-door advertising, as carried on in a small way by local dealers, is hardly a paying proposition. It's all right for big general advertising using large colored posters or immense painted signs, but little metal or cardboard signs, painted fence-boards and the like, have about seen their best days.

Direct mailing is far better than out-door advertising in my judgment. I had far rather save the money I had been putting in out-door advertising and add it to my direct mailing campaign. And while I am on this subject I will say that direct mailing has got to be well done to be worth doing at all. Use good stationery—the very best quality of paper you can get, and the highest available grade of printing. Whatever you send out—circular, folder, booklet or what not—have it good. Lift it out of the commonplace by the careful selection of paper, so that it will convey the impression of good taste.

#### The Less Commonly Used Mediums.

Of these the first I mentioned is windows. And I mean just ordinary display windows. And I mean precisely what I say—they are less commonly used; i. e. they are not so often used as they should be. Hardware dealers have things in their windows, to be sure; but the windows are not trimmed as they might be—therefore they are not carrying a full load of trade-pulling cargo. By introducing variety into your trims, displaying hardware specials, popular priced

## H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Write us for prices of  
**TARRED FELT**

## Holiday Goods Silver Ware

Rogers 1847,  
Wm. Rogers & Son, } All Patterns  
Community.

Pocket Cutlery      Razors  
Manicure Sets      Scissor Sets  
Nickel Plated Ware  
Casseroles

## Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

## Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

## Use Tradesman Coupons

tools, handy devices for handy people, hardware novelties, seasonable hardware, and hardware gift commodities—the hardware window can be invested with an interest that will get the attention of people and awaken latent needs into actual wants. That's advertising of a high order. It's quick, economical (for your window is right there all the time, and costs you just the same to keep up, trim or no trim) and one of the very best mediums on earth.

I think it would be well worth any hardware dealer's while to subscribe and read one of the publications devoted to window trimming; or at least to read the good articles that appear from time to time in hardware periodicals on bully good trims that enterprising city dealers are putting on. Many of these trims are photographed and reproduced in the papers. It's a pity so many hardware dealers seem unable to see what a gold mine they've got in their display windows. Strictly speaking, it is really one of the less commonly used advertising mediums. Not one dealer in ten is using it to full capacity.

I have called fairs a medium. Maybe you wonder why. I'll tell you. The fair is a great big country social. The people love the fairs, and they attend in multitudes. You ought to be there too. Buy you a new tent, reserve good position on the ground, and prepare to keep "open house" at the next fair. Have a rest room provided with willow rockers, a settee or two, a willow table, a telephone, ice water, mirror, comb and brush etc. Have a select display of some of your lines—particularly something that will interest the farmer and his wife. Be there in person, if you can, and as much of the time as possible; and when you are not there, have one of your very best and most ingratiating salesmen there to represent your store. Have a good supply of souvenirs, and advertising matter.

The hardware dealer who follows up the fairs energetically, will certainly round up a lot of business. One of the very best advertising mediums on earth, but so few dealers of the smaller places seem to realize it.

The last medium mentioned under this division is good will. Good will is conditioned upon efficient store service. Make the service just as good as it can be made—and no fear of making it too good. Tell the truth about the goods. Take time to impart information about the proper use or care of the article or articles sold. Make them feel that they are welcome at your store at all times. That you like them, not merely because they leave dollars in your store, but because they are flesh-and-blood people and your neighbors or fellow-citizens. You don't need to palaver, but you do need to show a real interest in the people who visit your store. And you do have to stand back of the goods. If you do these simple and reasonable things, you'll gain the confidence and good will of the people. And remember this—of all advertising mediums on earth, good will is the best ever, for hardware dealers, for dealers who carry hardware in

connection with other lines, and for all other people who sell merchandise.  
Charles L. Phillips.

#### Some of the Benefits of Concentration.

Written for the Tradesman.

Happy is the man who has cultivated the habit of concentration; for that man shall be prospered in his doings.

Not mere brilliancy of intellect, not conspicuous talents, but bull-dog tenacity—is the dividend-paying asset.

It's one thing to start something; quite another thing to camp on the trail of the thing started until the job is put through.

There are many admirable starters; comparatively few praiseworthy finishers. It's better to start on low gear and keep running than to start at high speed and go dead before you arrive.

The habit of finishing one task ere setting his hand to another is the ingrained custom of the man who accomplishes a great deal, "without haste and without rest," to quote a fine phrase of Goethe's. The man who cannot concentrate on one fixed issue, one narrowly specialized occupation, but scatters and sputters and muddles ineffectually in various employment gets the work and the worry without the profits and the glory. He is tormented by incomplete tasks hanging like Damoclean blades over his head. Nothing is ever finished. Back of him stretches a winding trail marked by the wreckage of incomplete works.

The brilliant starter is a pitiful type of inefficiency. What is the good of sheer ability if it be not backed up with stability? Imagination is fine—provided it is accompanied by sufficient perspiration. Enthusiasm is fine indeed—if it be of that robust type that can endure to the end. But give me a plain old plodder, who stays by the stuff and ultimately delivers the goods, rather than your brilliant starter who now assails his work with feverish hands, but presently goes cold and stale on the job. The man who can concentrate may not arrive speedily, but he does arrive sooner or later; but the man who cannot concentrate never does get there.

The secret of success, before any other formula or recipe is this: End the work that is begun before more is undertaken. Now and then there may be a musical prodigy who can pick on a stringed instrument, play a jew's-harp and beat a set of drums with feet and elbows; but if you want a lasting job in the big symphony orchestra of life, you'd better decide on a single instrument and learn to play it right.

Incompleteness, lack of thoroughness, sheer fragmentariness—is a prolific source of sorrow and failure. The person who hops about, shifting from one task to another, is necessarily unhappy. He is worried pre-occupied, overwrought and yet futile, because he has not learned the virtues of system and a set programme. Your sporadic, desultory worker who assails many tasks, works by fits and starts, but is lacking in continuity of effort and concentration of purpose, misses the material rewards that accrue to

finished work and also that fine feeling of inner approval that invariably comes to the person who has fully expressed himself, and along a given line of effort, done his level best.

Life's ocean is strewn with derelicts that have made a brave and hopeful departure from the harbor on a day of tempered winds and bland sunlight. They were craft that could not hold the course. As they trimmed sail and veered, they lost their bearings. Once there was the dream of an argosy—now there is only the helpless and water-logged menace to other navigators. The craft that have come in safety to the haven have sailed by chart and compass, and from the moment the anchor was weighed have borne in mind the destination.

Frank Fenwick.

Correct.

Teacher—If a bricklayer gets \$4 for working eight hours a day, what would he get if he worked ten hours a day?

Bright Pupil—He'd get a call-down from the union. If that didn't fetch him to time, he would be slugged by the walking delegate, his children would be maimed for life and his house burned.

Teacher—Go to the head of the class. You have a remarkable knowledge of the situation.

Bright Pupil—I ought to know. My father is a walking delegate and has slugged more than a hundred men who defied the union.

He who laughs last, laughs best, if he doesn't laugh in the face of a bigger man.

**The New Stationery House**  
Have taken the agency for  
**"LANGROCK"**  
**PENNANTS**  
Wait for our salesmen with the big line of New  
Novelties in Pennants and Pillows  
**WILL P. CANAAN CO.** Grand Rapids, Mich.

**For Buckwheat Cakes**  
**UNCLE SAM BUCKWHEAT COMPOUND**  
For Sale by All Jobbers  
**SAGINAW MILLING CO.**  
MANUFACTURERS

### Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Beware of Imitations. Ask for Sample and Booklet.  
Write us for Agency Proposition. Distributing Agents at

Detroit	Kalamazoo	Columbus	Youngstown	Utica	Milwaukee
Saginaw	Battle Creek	Cleveland	Buffalo	Scranton	St. Paul
Lansing	Flint	Cincinnati	Rochester	Boston	Lincoln, Neb.
Jackson	Toledo	Dayton	Syracuse	Worcester	Chicago
			And NEW YORK CITY		

**H. M. REYNOLDS ASPHALT SHINGLE CO.**  
Original Manufacturer, GRAND RAPIDS, MICH.



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—E. A. Welch, Kalamazoo.  
 Past Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—M. S. Brown, Saginaw.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Henry E. Perry, Detroit.  
 Grand Conductor—W. S. Lawton, Grand Rapids.  
 Grand Page—F. J. Moutier, Detroit.  
 Grand Sentinel—John A. Hach, Jr., Coldwater.  
 Grand Chaplain—T. J. Hanlon, Jackson.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.  
 Next Grand Council Meeting—Saginaw, June 12 and 13.

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devaux, Port Huron.  
 Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.  
 Next Meeting—Grand Rapids, December 26 and 27.

**Michigan Division, T. P. A.**  
 President—Fred H. Locke.  
 First Vice-President—C. M. Emerson.  
 Second Vice-President—H. C. Cornelius.  
 Secretary and Treasurer—Clyde E. Brown.  
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 8—Ye scribe is away on a two weeks' trip and may not be able to write a very long letter. We are way down in the Southern part of the State, and Ohio and Indiana, where news is scarce. In fact, we haven't met a U. C. T. member of 131 yet and only one U. C. T. man of any kind whom we know and that was genial Guy Pfander, who chirps some for the Crickets and for the Tradesman. We asked him for news and he wouldn't dig up. He said he needed all he knew for his own department and we didn't blame him for that. We didn't have a real long visit, as we are both busy men, doing all the missionary work we can for our customers and for our respective houses.

Mr. Stowe, please see that a certain South Bend candy house and a Grand Rapids house each get a copy (marked) of this edition of the Tradesman, so they will know we did not soldier. And to think we met in the Hotel Dalton and neither one said "rum!" Mark that, too!

There, we guess that will fill up some.

We are pleased to report that Harry Shellman and A. E. Atwood are rapidly improving. Mr. Shellman returned this week from the University hospital, where he underwent a surgical operation on his nose.

At the regular monthly meeting, held Saturday, Dec. 6, there was so much business to transact that it was necessary to declare a week's recess, owing to several important resolutions offered by the Boosters Committee. All members who can possibly do so should attend the recess meeting Saturday, Dec. 13, at 1:30 p. m. Matters of vital importance to Grand Rapids Council, and your home city will be considered. The new members elected at our meeting were: R. D. Bennett, P. F. Dykema, A. R. Lavery, E. P. McFaden, E. G. Ham-

mel, Transferred—H. W. Moore, from Washtenaw Council, No. 456; H. B. Dudley, from Albany Council, No. 279.

We are sorry to learn of the serious illness of Mrs. Howard P. Damon. Mr. Damon is a member of No. 131 and recently moved to Mt. Pleasant.

With the serving of the noon meal Monday, Dec. 1, the management of the Wright House, Alma, passed into new hands—new to that hotel, but not new to many of the fellows who travel in Michigan, for the new landlord now is J. Fuller, commonly called "Josh." You know him, boys. He formerly conducted the Winter Inn, at Greenville. "Josh" says he has a three year contract and will start in at the top and clean and fix up the house to the basement and will do his very best to make it a good home for the boys. Do not cut out Alma now for a stopping place, but try it and if you do not find things to your liking, "Josh" says come to him and he will make it to your liking.

When the twilight falls, does the day break?

Mrs. Chas. Perkins, who has been confined to a local hospital for two weeks, is convalescing.

We had quite a time finding Detonations this week. We looked on the first page; then we looked on the second; then, we looked back on the first page again and finally found them way over on page 34. Sunny Jim will soon be a real villain in the third act with the rest of us.

A little boy, when asked to define velocity, said: "It's what a feller lets go of a wasp with."

It is better to be nursing a jaw than a grouch. However, we don't understand what the jaw has to do with writing. Will brother Monroe please explain?

Only twenty-one days before Resolution Day, Jan. 1, 1914.

We are not only the greatest religious reformer and philosopher of the age, but the busiest genius that ever illuminated mankind. (Brief summary of Ura Donald Laird's autobiography, Michigan Tradesman, Dec. 3.)

When James M. Goldstein and the writer were introduced, the one who performed the ceremony said, "I thought you two mudslingers had met (?)" and we immediately looked through our files of the Tradesman to see what he meant.

Which leads some one to remark, "We bet Gabby Gleanings didn't have to look far."

A lady down at Hopkins, we understand, sued her husband for a divorce on the ground that he hadn't spoken to her for twenty years. When the judge asked him to explain, he replied that he didn't want to interrupt her.

Distinguished for their brevity: E. P. Monroe's Merry Musings, H. D. Bullen's Honks and President Wilson's message to Congress.

And to think that Mrs. Pankhurst's triumphant return should be molested by Horrid Man!

The twelve U. C. T. ladies who have organized themselves into a 500 club met on Thursday of last week at the home of Mrs. F. P. Hanifin, 827 Sigsbee street, S. E. Three new members were duly initiated, much to the amusement of the others. Mrs.

R. J. Ellwanger won first prize, Mrs. C. W. Hall second and Mrs. J. Harvey Mann consolation. Refreshments were served and the club, which will be known hereafter as the "Jolly Twelve," adjourned to meet Dec. 18 at the home of Mrs. A. F. Rockwell, 1422 Wealthy street, N. E.

W. D. Bosman was on the sick list Monday and Tuesday of last week, but is better at this writing.

The ladies accompanied their husbands to the Grand Rapids Council Saturday evening and played 500 during the business meeting. Mrs. R. J. Ellwanger won first prize, Mrs. F. P. Hanifin second and Mrs. Ruth consolation.

Last Saturday night at the regular meeting of No. 131, the convention committee gave a full financial report of the convention held in Grand Rapids last June.

Mr. Ladd, of the Ladd Creamery Supply Co., of Saginaw, which R. J. Ellwanger represents, entertained the owners and representatives at a luncheon in Saginaw last week.

Some 500 player to carry of two head prizes the same week! For further information enquire of Mrs. R. J. Ellwanger.

Ophelia says, "Never pick up a hot subject unless you are a quick dropper."

While driving from Empire to Maple City, Wednesday of last week, Pete Anderson, of the Worden Grocer Co., F. W. Bostrom, of the U. S. Factories Co., of Chicago, and "Gene" Scott, representative of Rosenthal Bros., of Cincinnati, were the victims of a serious automobile accident. Just after leaving East Empire the steering gear of the car gave way and the front of the car plowed into the ground, throwing Mr. Scott and Mr. Bostrom about thirty feet. Mr. Scott sustained three broken ribs and minor injuries, while Mr. Bostrom received a broken nose, and the ligaments of his left knee were torn loose. Mr. Anderson was not thrown from the car, but was badly shaken up. The car was driven by Fay Martin, of Traverse City, and was completely wrecked.

Only ten more days before the U. C. T. dance, Herald hall, Dec. 20.

Grand Rapids knows how. Clothes cover a multitude of shins, but they didn't cover them all at the hard times party.

Allen F. Rockwell.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 8—F. E. Scott, better known as Gene, of Grand Rapids and T. W. Bostrom, of Chicago, were severely injured in an automobile accident near Empire this week, when the front wheels spread. Pete Anderson was also one of the occupants of the machine, but fared better than his brother travelers. Brother Scott was the most seriously injured, sustaining several broken ribs and other minor injuries. Gene at one time was a resident of Petoskey. We hope that all these brothers will enjoy a speedy recovery. Gene was taken to his home at Grand Rapids.

H. G. Williams succeeds L. V. Brown on this territory in the interests of Armour & Co., Mr. Brown having been transferred to Hamilton, Ohio. While we all miss Mr. Brown's smiling countenance, we also welcome Mr. Williams to our city.

A severe snow storm is raging over this section to-day.

W. F. Murphy Sundayed in Muskegon.

Mr. Vandermade made a business trip to Chicago last week, calling on his house, Armour & Co.

W. J. Walker, of our city, recently enjoyed attending the golden wedding anniversary of his parents at Marlette. Mr. and Mrs. Walker are 77 and 70 years of age and eleven children who came to gladden their home were all present at the celebration.

A very pleasant evening was enjoyed at the W. L. Leonard residence,

on Union street, last Saturday evening, when the O. U. Fido Klub convened to participate in progressive 500. A sumptuous spread which host and hostess had prepared was discussed. The table was artistically decorated with flowers. After luncheon songs were sang and it is generally conceded that Mr. and Mrs. Leonard are some entertainers.

Sayings of Our Great Men:

Matrimony is an insane desire on the part of man to pay a woman's board.—W. G. Wyman.

A corn on the ear is worth two on the toe.—W. L. Leonard.

Flirtation is attention without intention.—Kent C. Butters.

It is a bald head that knows its own hair restorer.—James B. Shaughnessy.

Never lend a musician anything. They make too many promissory notes.—Professor Herman C. Hoffman.

I'm in a new business now, biting wings off flies and selling flies for currants.—E. C. Knowlton.

If you want to be robbed of your good name, put it in an umbrella.—Isadore Jacobs.

The only time a woman does not exaggerate is when she is telling her own age.—R. L. Ross.

To steal a child you must catch the kid napping.—Jay Young.

No difference between a grasshopper and a grass widow, both jump at the first chance.—Jack Arata.

Ain't I doing the best I can?—Wallie Wendell.

Have you enlisted?

Two weeks Christmas.

Fred C. Richter.

#### Merry Musings From Muskegon.

Muskegon, Dec. 8—Who said Indian summer?

Bro. Bullen, you lost your bet. We beat you to it.

Past Senior Counselor A. R. Bliss is reported injured down in the Lone Star State. Just how bad we are not informed.

Al. Cook and Mrs. Cook of East Saugatuck, journeyed to Chicago last Wednesday on business. They went by boat and expected to return Monday by the same route, but we wager the Pere Marquette looked better by that time.

We must confess that Zealand has the finest little restaurant we have found in years. Very neat and service good.

We decided to open up next week and tell you some things about Muskegon, the finest little city in Michigan. We are bending our efforts toward finding out a few facts and as we will soon be working on the territory near there, will endeavor to do better than in the past.

E. P. Monroe.

Did you ever stop to think how many sales are lost because there are goods in stock which cannot be found at the moment they are needed? This has happened more than once. After the customer has gone, and the sale has not been made, the article wanted will turn up, having been hidden on a disordered counter, or stuck away in some place it did not belong. It may be a hard matter to keep the counter in condition all the time on busy days, but the misplaced stock can be avoided. Insist upon extreme carefulness in this particular. It means money in your pocket.

The devil grins when he gets a bank cashier to living beyond his means.

#### HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

### Chirpings From the Crickets.

Battle Creek, Dec. 8.—The crickets didn't chirp last week. No really good reason. Just the case of no ambition. Too much Thanksgiving cheer and lack of material to work with.

I will try to report on some live topics and some live subjects—Rockwell and Clark, for instance.

Chas. D. Cutler, at Athens, now has his double store opened and ready for business. Mr. Cutler's store is a credit to Athens and Mr. Cutler has quickly taken his place as one of Athens' foremost merchants.

Leo Hoag, formerly with the Geo. M. Graham Grocery Co., Athens, has returned from Howell and is making his home temporarily with his father at Climax. Leo's condition is about the same.

The Dalton, Jackson's popular stag European hotel, used its new thirty-eight room addition a week ago Monday for the first night. The rooms and furnishings are up to the Dalton standard and as clean as can be. This hotel enjoys a large patronage and Mr. Dalton and his partner, Mr. Van Ness, have surrounded themselves with capable assistants who make the boys feel at home. The Dalton steaks, ham and eggs and buckwheat cakes are famous and are known all over the State. The house and its owners are worthy of and entitled to the big business they enjoy and I hope each year will show more business.

The Eagles opened their new temple at Albion with a big fair.

Mr. Pratt, salesman for Taylor Bros. Co., Battle Creek, is on the road again, after a three weeks' shoot up north.

J. C. Bentley, grocer at Marshall, is home from a business trip to Detroit.

A salesman, to make a success of himself and his line, should not indulge in any "hard times" talk. Newspapers are the same, but the public is apt to take things it reads in print more seriously than what it hears by word of mouth.

Last Sunday I read in a large city newspaper an article regarding industrial conditions in the city of this paper. The average person who reads that article would think that labor was well employed and general finances were fine and the talk of business and industrial depression in that city was unfounded. We like boosters, but trying to conceal true conditions is not always wise and safe.

Mr. Stowe has an article in the Tradesman each week which recites true conditions and I, for one, think we should know true conditions and not sail under false colors.

The Grand Trunk is talking of taking off the 7 o'clock local west out of Battle Creek. This is a very convenient train for boys working west out of here and John Q. Adams has sent a letter to the Chamber of Commerce to see if they will use their influence with the Grand Trunk and keep the train on.

Richard Mitchell is home from a trip north.

Mr. and Mrs. John Q. Adams entertained friends from Chicago over Sunday.

The current issue of the Sample Case contains a poem Chas. R. Foster recited before the Logansport, Indiana, Council.

The Sample Case contains some good reading each issue. Read it.

The currency bill will pass before Christmas.

We all hope so.

Quite a snow storm reported from Kalamazoo and Grand Rapids.

Not much snow here.

Happy days.

More next week.

Read the Tradesman.

Guy Pfander.

### Boomlets From Bay City.

Bay City, Dec. 9.—The merchants are rejoicing because a cold wave reached Bay City Dec. 7, as the extremely mild weather prevailing for

the past several weeks had a depressing effect upon business.

Bay City's greatest boosters, the members of Bay Council, No. 51, are now working enthusiastically to increase the membership of their Council and to secure more business for their home city.

Bay county's grand jury has been in session several weeks, but the indictments are few in number and of minor importance, which proves conclusively that, although a grand jury may have easy picking in Detroit, Grand Rapids and other Michigan cities, it is difficult to locate a dishonest man in Bay City.

I have been appointed Publicity Committee by our Council and, if it is not contrary to your rules, I prefer to sign my communications Pub. Com., in stead of my name.

Pub. Com.

### Sanitary Paper Towels Not Sufficient.

C. F. Stutske, proprietor of the Hotel Lee, at Buchanan, writes the Tradesman that it is now conforming to the law enacted by the last Legislature by furnishing sanitary paper towels for the use of its guests. This is not in compliance with the law. The paragraphs pertaining to the use of sanitary towels are as follows:

"Sec. 6. Every hotel shall have and provide all toilet rooms, bath rooms and sleeping rooms with individual textile towels. Every hotel shall have and provide all beds with regulation sheets, not less than ninety inches in length. Such beds shall also be provided with a sufficient number of regulation size blankets or quilts that are kept in a sanitary condition.

"Sec. 7. Every owner, manager, agent or person in charge of a hotel who shall fail to comply with any of the provisions of this act shall be deemed guilty of a misdemeanor and shall be fined not less than \$25 nor more than \$50 or shall be imprisoned in the county jail for not less than thirty days nor more than sixty or both and every day that such a hotel is carried on in violation of this act shall constitute a separate offense."

It will be noted that the law prescribed individual textile towels and by no legal subterfuge can paper towels be construed as a compliance of the law.

The Tradesman has had its attention called to the fact that the following hotels are still using roller towels:

New Burdick, Kalamazoo.

Calkins, Clare.

Downey, Lansing.

Steel, St. Johns.

The clerk at the New Burdick, when asked why the hotel did not comply with the law, stated that anyone could have individual towels by asking the porter therefor. This is not a compliance of the law; in fact, the roller towels on the racks of the New Burdick last Thursday afternoon were so filthy looking that no man of discrimination would consent to touch them with his hands.

Considering that the newly-created Hotel Inspector lives at Lansing and must be fully informed as to the arrogant attitude of the Downey House on the subject of the roller towel, the Tradesman confidently expects to see a statement in the daily press before the end of another week to the effect that the proprietor of the Downey has been arrested and fined for repeated violation of the law. That would seem to be a good place to begin and the Tradesman respectfully suggests that Mr. Hammell start in by cleaning house at home.

The Grand Rapids Bird Store is succeeded by the Valley City Bird Store, 24 S. Division avenue. Rolla Dotteree is reported as proprietor.

The Welch Manufacturing Co. has increased its capital stock from \$100,000 to \$200,000.

### In Appreciation of the Late John W. Bowman.

Traverse City, Dec. 8.—At the last meeting of Traverse City Council, No. 361, the following resolutions were unanimously adopted:

With extreme regret it is our duty to chronicle the death of our worthy brother, John W. Bowman.

Cut down by the grim reaper death, at the prime of life and in the midst of his usefulness, torn from the bosom of his family and loved ones, called by the Supreme Ruler of All to enter upon his duties as member of the Eternal City Council, brother Bowman leaves a vacancy in the ranks of our Council and the hearts of its members never to be filled.

He was a most valuable member, a regular attendant of the meetings of the Council and showed a deep interest in its workings and at all time had its welfare at heart.

He was a man beloved by all and his life stood out before us as the embodiment of all that is noble; therefore be it

Resolved—That we, Traverse City Council No. 361, wish forever recorded our deep bereavement of our beloved member, friend and fellow traveler, even though we possess the knowledge of his having arrived at the goal towards which we are all striving, to attain that position only to be gained by a life of nobility and purity of which our deceased brother was a worthy representative.

Resolved—That it is the wish of this Council to extend to the immediate members of the bereaved family our sincere sympathy over their great loss, a loss no words can express, but is only known in the deeper recesses of the heart and to remind them that each member of this order stands as a friend always ready to comfort, assist or advise them,

Resolved—That a copy of these resolutions be enrolled in the minutes, a copy sent to the immediate family and to the Michigan Tradesman.

A. B. Jourdan.

E. C. Knowlton.

Harry Hurley.

### Death of Veteran Dry Goods Traveler.

Detroit, Dec. 9.—We received the sad news of the death of Samuel Goldstone too late for last week's issue of the Tradesman. Mr. Goldstone was a veteran of the road, covering the Central Michigan territory for a number of years for Strong, Lee & Co. When that house went out of existence, he became connected with the firm of Crowley Brothers, in whose employ he remained for twelve years or until his death. Mr. Goldstone's home was in Saginaw, where he and his family were highly respected. He was obliged to give up active road duties a few months ago, owing to failing health. At his death he was 75 years of age. He is survived by his wife, three daughters and a son. The son, Fred, is a member of the firm of A. Landauer & Son, wholesale dry goods, of Milwaukee.

James Goldstein.

### Veteran Traveling Men's Association.

Detroit, Dec. 9.—Consider this as an order to lay aside your grips and trunks on the afternoon and evening of Tuesday December 30, 1913, and come to the Board of Commerce building, corner Lafayette boulevard and Wayne street, there to attend the fourth annual reunion and take part in the business meeting and smoker to be held at 2:30 p. m. sharp followed by our annual dinner at 6:30. It is hoped and expected that each member will extend to any veteran of the road who has had, at least, fifteen years experience, an invitation to join with us and consider this notice as intended for all who are qualified regardless to whether one is received personally or not.

Our organization is purely social and one can hardly realize, without attending the annual reunions, the

great pleasure in shaking hands with that old road friend of long ago, many of whom we have not met for years and to listen to the experience of early days and join in the talk if you will.

A full attendance is requested and a most enjoyable time promised. It is most important that we hear from you promptly with your check for \$2, payable to Sam'l Rindskoff, Secretary, 50 Lafayette boulevard, Detroit. This will pay your yearly dues and all expenses of the annual dinner. Should you bring the good wife (and we hope you will) daughters, sisters or best girl, kindly add \$1.50 for each extra plate at the table.

Ladies are requested to be at the Board of Commerce building not later than 6 p. m.

We must make arrangements some time in advance, you will, therefore, see the necessity of early reservations for seats at the table.

### To Co-Operate With the Hotel Inspector.

Grand Rapids, Dec. 9.—The new Legislative Committee of Grand Rapids Council, No. 131, U. C. T., consists of R. M. Richards, chairman, I. E. McGee and F. H. Spurrier. The purpose of this Committee is to work in conjunction with our new Hotel Inspector in regard to violation of the new hotel law; also act on all complaints as to sanitary conditions of depots and railroad coaches. They are ready for business, so come on boys and help them out with your complaints. All complaints must be made by letter, which will be kept strictly confidential, or they will not be given consideration.

R. M. Richards,  
163 Prospect Avenue, N. E.

### Late Hotel Changes.

Grand Ledge—After being closed for a long time, the City Hotel has been rented by Mr. and Mrs. Benjamin Shooter and the latter's brother and wife, Mr. and Mrs. John DeForest, all of Fowlerville. They are in the city, making preparations for the opening of the hotel.

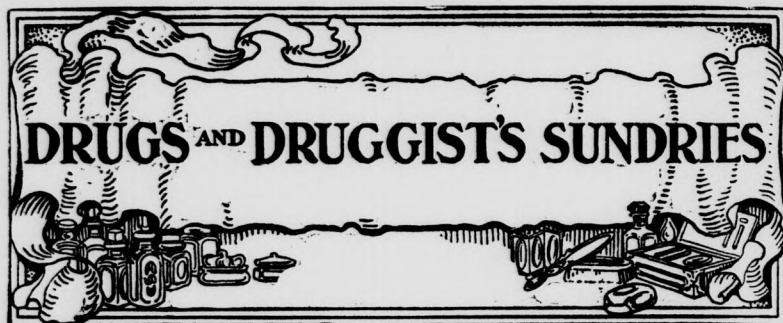
Iron River—A. T. Wooster is to build a hotel here to cost \$100,000. The building will be four stories in height and constructed of fire-proof materials. It will contain one hundred rooms.

Quincy—The Quincy House has passed into the hands of Landlord Glenn J. Fillmore, of the Commercial Hotel of this place. Consideration \$10,000. Landlord Fillmore announces that he will refurnish the new hostelry throughout and that meals will again be served to the traveling public, which has had to depend on private houses for accommodations for several months.

### Death of Northern Michigan Flour Salesman.

Weidman, Dec. 8.—Robert Nelson Thompson died recently at his home in this place. Deceased was a harnessmaker, and worked at that trade in the village of Ovid, after which he engaged in the manufacture of woodenware at South Boardman. The plant was destroyed by fire in 1897, after which he traveled for various firms, the last being the Darrah Milling Co., of Big Rapids, which he represented for thirteen years. He was senior member of the Thompson Drug Co., of Weidman, which was organized in 1907. He was a member of the Royal Arch Masons and the Woodmen of Big Rapids, and the Nottawa Lodge, F. & A. M. of Weidman, the members of which performed the customary Masonic rites at the grave.

Arthur J. Plumb is remodeling the store building at 39 South Division street, preparatory to opening a branch of his Fulton street grocery.



**Michigan Board of Pharmacy.**  
 President—Will E. Collins, Owosso.  
 Secretary—E. T. Boden, Bay City.  
 Treasurer—E. E. Faulkner, Delton.  
 Other Members—John J. Campbell,  
 Pigeon; Chas. S. Koon, Muskegon.  
 Grand Rapids Meeting—November 18,  
 19 and 20.

**Michigan State Pharmaceutical Association.**  
 President—D. G. Look, Lowell.  
 Vice-Presidents—E. E. Miller, Traverse  
 City; C. A. Weaver, Detroit.  
 Secretary—Von W. Furniss, Nashville.  
 Treasurer—Ed. Varnum, Jonesville.  
 Executive Committee—D. D. Alton,  
 Fremont; Ed. W. Austin, Midland; C.  
 S. Koon, Muskegon; R. W. Cochrane,  
 Kalamazoo; James Robinson, Lansing;  
 Grant Stevens, Detroit.

**Michigan Pharmaceutical Travelers' Association.**  
 President—Geo. H. Halpin, Detroit.  
 Secretary-Treasurer—W. S. Lawton,  
 Grand Rapids.

**Grand Rapids Drug Club**  
 President—Wm. C. Kirchgessner.  
 Vice-President—E. D. De La Mater.  
 Secretary and Treasurer—Wm. H.  
 Tibbs.  
 Executive Committee—Wm. Quigley,  
 Chairman; Henry Riechel, Theron Forbes.

#### Resolutions Adopted at the Last N. A. R. D. Convention.

1. That the N. A. R. D. recommend and assist in the enactment of such legislation in the various states as will confine the practice of pharmacy to pharmacists and make the quality and kind of all medicines sold or dispensed subject to the inspection and regulation of the same proper state authorities.
2. That the Legal Department of the N. A. R. D. be instructed to prepare a model pharmacy bill for the guidance of state legislative committees.
3. That the question of moving National Headquarters from Chicago, Ill., to Washington, D. C., be referred to the Executive Committee with instructions that they investigate in regard to the advantages to be gained by such a removal.
4. That this Association, through its proper department or committee, undertake to formulate a uniform bill to be presented by State Associations, providing for the labeling and sale of narcotic and habit-forming drugs.
5. That this Convention is in favor of the National Office establishing as many service features as possible, these services to be made available to members only, providing each service feature established shall have the approval of the National Executive Committee.
6. That the President, Secretary and the Chairman of our Executive Committee, with the assistance of our field men and local associations, be authorized to inaugurate new members' boosting meetings in the larger centers of the country, where we are making the least headway, and to attend such meetings at the expense of our Association, the time, place and number of such meetings to be determined by them.
7. That we request the newspapers of America to refrain from publishing the specific names of poisons used in cas-

ualties of this nature or in criminal or suicide cases.

8. That the proposition to reincorporate into the U. S. P. and N. F. all such discussed synonyms and such new synonyms as will compel uniformity of product and eliminate the opportunity for such unfair competition be referred to the Committee of Revision of United States Pharmacopoeia.

9. That we urge upon Congress the enactment of an amendment to the Sherman Anti-Trust Act under which individual manufacturers may be permitted to establish the selling price of their products to the consumer, and require dealers to maintain such prices, and that a copy of these resolutions be sent to President Wilson, to every U. S. Senator and member of the House of Representatives.

10. That we commend the step taken by some of our colleges of pharmacy in teaching commercial pharmacy and request all schools where pharmacy is taught to include a course in commercial pharmacy.

11. That the vender or dispenser of all medicines be placed on an equal basis by requiring them to meet the same regulation.

12. That we favor the creation of a public relations committee in each affiliated local association, this committee to take up matters of publicity and public relations which are purely local and co-operate with our National Committee on Public Relations.

13. That this Association record its opposition to all special privilege legislation as narrowly and definitely exemplified in the exceptions of farmers and laborers from prosecution for violation of the provisions of the Sherman law in the Sundry Civil Appropriation Bill.

14. That this Association redouble its efforts to both secure future court interpretations defining the present limitations of price protection under the laws, and to secure new laws intended to especially regulate the maintenance of resale prices.

15. That this Association express itself as holding the conviction that the coming year will show much more open and sincere price-protective co-operation that has been evidenced during the recent years, and for which it expresses its appreciation in advance.

16. That this Association repeat its declaration that the matter of protection of the legitimate profits is still its most important object and that it believes it is nearer to the accomplishment of that object than ever before.

17. That this Association determinedly and vigorously opposes the Oldfield bill and all other bills that propose to or would result in the breaking down of American initiative and the with-

holding of the proper regards of genius, and reaffirms its opposition to such present patent, trade-mark or copyright laws as give advantages to foreign patentees and manufacturers at the expense of the American public and American pharmacists.

18. That this Association approves and vigorously supports the Hinebaugh bill for the taxation of mail order business, and all other proposed laws that may equitably aim to make those business interests that draw their income from sections other than the points of location contribute properly to the support of such sections, through a form or forms of special tax.

19. That this Association favor such conservative and cautious amendments to the National Pure Food and Drugs Laws as may tend to increase the effectiveness of that law and to bring it into closer harmony with the state and local laws, but that we can not and do not sanction radical and revolutionary proposals for amendments, especially such as would increase the bureaucratic power of Government employes.

20. That this Association favors an amendment to the Food and Drugs Act that will establish a single standard for official drugs when used as medicine, while protecting manufacturers in their rights with reference to the use of titles that have been in use.

21. That this Association reaffirm its approval of laws existing and proposed that compel truthfulness and cleanliness in advertisements and that it add its approval to any just law that may bring the authors and publishers of unpaid for, but sensational, untruthful and harmful medical and surgical matter under the ban and punishment of the courts.

22. That this Association reaffirm its approval of and continue its labors for the passage of proposed and future bills that aim at laws for the betterment of conditions of pharmacists in the army, navy and other public service.

23. That this Association continue its opposition to the creation of a National Department of Public Health so long as pharmacy is not recognized and the methods proposed for the formation and maintenance of such department appear to be such as will place the health activities of the Government in the hands of any single class, cult or school.

24. That this Association continue to support a fair parcel or other postal law, but that it do now and forever oppose postal or any other laws that, like the present postal law, appear to give legislative power into the hands of officials of the executive division of government.

25. That this Association vigorously oppose the distribution of convict-made

goods through channels of trade, and use every means in its power to have the use of goods so made confined to penal and reformatory institutions.

26. That this Association consider liquor problems only as they are matters wherein the production and use of spirits present pharmaceutical problems, leaving the personal use of beverages as a matter not organically concerning it, while at the same time expressing its disapproval of the sale of spirits as beverages by any druggist under any condition.

27. That this Association protest against the classing of retail druggists as "Retail liquor dealers" under the internal revenue laws and favor a law that will relieve them of this unjust designation.

28. That this Association heartily approve and endorse the effort for proper Federal control and supervision over the distribution and sale of narcotics; that it heartily endorse H. R. Bill No. 6282 in so far as this effort is evidence by it; that the labors of the National Drug Trades Conference be commended and our appreciation thereof expressed, in so far as such labors have resulted in bringing about necessary and reasonable changes in such legislation as heretofore passed.

#### The New Law Prohibiting Fraudulent Advertising.

Any person, firm, corporation or association or the agent or manager of any such firm, corporation or association who, with intent to sell or in anywise dispose of merchandise, securities, service or anything offered by such person, firm, corporation or association, directly or indirectly, to the public for sale or distribution, or with intent to increase the consumption thereof, or to induce the public in any manner to enter into any obligation relating thereto, or to acquire title thereto, or an interest therein, knowingly makes, publishes, disseminates, circulates or places before the public, or knowingly makes, publishes, disseminates, to be made, published, disseminated, circulated or placed before the public, in this State, in a newspaper or other publication, or in the form of a book, notice, handbill, poster, bill, circular, pamphlet or letter, or in any other way, an advertisement of any sort regarding merchandise, securities, service or anything so offered to the public, which advertisement contains any assertion, representation or statement of fact which is untrue, deceptive or misleading, shall be guilty of a misdemeanor, and shall be punished by a fine of not less than twenty-five dollars nor more than two hundred dollars, or by imprisonment in the county jail for a period of not more than ninety days, or by both such fine and imprisonment in the discretion of the court: Provided, That the publisher or printer of any newspaper or other periodical shall not be liable under this act for publishing deceptive advertising received from any other person: Provided further, That said printer or publisher is not aware of the deceptive character of the advertising so received.

#### Cause of the Operation.

Student—Surgeon, what did you operate on Mr. Mann for?

Surgeon—Three hundred dollars.

Student—No, I mean what did he have?

Surgeon—Three hundred dollars.

## Better Ruling, Printing and Binding

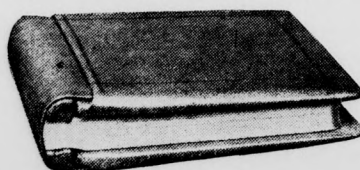
and deliveries made when promised—that's our business.

On any ruled or printed forms, account books or any commercial printing we can give you better workmanship and better service than you have ever received; and the benefit of our long experience in this class of work.

Everything we sell is manufactured in our own complete plant from the raw materials.

Let us take it up with you

**Kalamazoo Loose Leaf Binder Co.**  
 KALAMAZOO, MICHIGAN



## WHOLESALE DRUG PRICE CURRENT

Acids					
Acetic	6 @ 8	Cubebs	45 @ 50	Digitalis	60 @ 60
Boric	10 @ 15	Erigeron	25 @ 50	Gentian	60 @ 60
Carbolic	19 @ 23	Eucalyptus	75 @ 85	Ginger	95 @ 95
Citric	60 @ 67	Hemlock, pure	21 @ 00	Gualac	105 @ 105
Muriatic	1 1/2 @ 5	Juniper Berries	21 @ 25	Gualac Ammon.	80 @ 80
Nitric	5 1/2 @ 10	Juniper Wood	40 @ 50	Iodine	25 @ 25
Oxalic	13 @ 16	Lard, extra	85 @ 90	Iodine, Colorless	25 @ 25
Sulphuric	1 1/2 @ 5	Lard, No. 1	75 @ 90	Ipecac	75 @ 75
Tartaric	38 @ 45	Lavender Flowers	45 @ 50	Iron, clo.	60 @ 60
Ammonia		Lavender, Garden	85 @ 100	Kino	80 @ 80
Water, 26 deg.	6 1/2 @ 10	Lemon	50 @ 60	Myrrh	105 @ 105
Water, 18 deg.	4 1/2 @ 8	Linseed, bbl	50 @ 50	Nux Vomica	70 @ 70
Water, 14 deg.	3 1/2 @ 6	Linseed, bbl less	54 @ 60	Opium	200 @ 200
Carbonate	13 @ 16	Linseed, raw, bbls	40 @ 45	Opium Camph.	65 @ 65
Chloride	12 @ 15	Linseed, raw, less	53 @ 59	Opium, Deodorz'd	25 @ 25
Balsams		Mustard, true	45 @ 60	Rhubarb	70 @ 70
Copaiba	75 @ 100	Mustard, artif'l	275 @ 300	Paints	
Fir (Canada)	175 @ 200	Neatsfoot	80 @ 85	Lead, red dry	7 1/2 @ 10
Fir (Oregon)	40 @ 50	Olive, pure	250 @ 350	Lead, white dry	7 1/2 @ 10
Peru	225 @ 250	Olive, Malaga,		Lead, white oil	7 1/2 @ 14
Tolu	100 @ 125	yellow	160 @ 175	Ochre, yellow bbl.	1 @ 1 1/4
Berries		Olive, Malaga,		Ochre, yellow less	2 @ 5
Cubeb	65 @ 75	green	150 @ 165	Putty	2 1/2 @ 5
Fish	15 @ 20	Orange, sweet	475 @ 500	Red Venetian bbl.	1 @ 1 1/2
Juniper	7 @ 10	Organum, pure	125 @ 150	Red Venet'n, less	2 @ 5
Prickly Ash	@ 50	Organum, com'l	50 @ 75	Shaker, Prepared	140 @ 150
Barks		Pennyroyal	225 @ 250	Vermillion, Eng.	90 @ 100
Cassia (ordinary)	25	Peppermint	400 @ 425	Vermillion, Amer.	15 @ 20
Cassia (Saigon)	65 @ 75	Rose, pure	160 @ 180	Whiting, bbl.	1 @ 1 1/2
Elm (powd. 25c)	25 @ 30	Rosemary Flowers	90 @ 100	Whiting	2 @ 5
Sassafras (pow. 30c)	@ 25	Sandalwood, E. I.	625 @ 650	Insecticides	
Soap Cut (powd. 25c)	15 @ 20	Sassafras, true	80 @ 90	Arsenic	6 @ 10
Extracts		Sassafras, artif'l	45 @ 50	Blue Vitrol, bbl.	6 @ 6 1/2
Licorice	24 @ 28	Spearment	550 @ 600	Blue Vitrol less	7 @ 10
Licorice powdered	25 @ 30	Sperm	90 @ 100	Bordeaux Mix Pst	8 @ 15
Flowers		Tansy	50 @ 60	Hellebore, White	
Arnica	18 @ 25	Tar, USP	30 @ 40	powdered	15 @ 20
Chamomile (Ger.)	25 @ 35	Turpentine, bbls.	@ 53 1/2	Insect Powder	20 @ 35
Chamomile (Rom.)	40 @ 50	Turpentine, less	57 @ 62	Lead Arsenate	8 @ 16
Gums		Wintergreen, true	@ 50	Lime & Sulphur	
Acacia, 1st	40 @ 50	Wintergreen, sweet	200 @ 225	Solution, gal.	15 @ 25
Acacia, 2nd	35 @ 40	Wintergreen, art'l	50 @ 60	Paris Green	15 1/2 @ 20
Acacia, 3d	30 @ 35	Wormwood	350 @ 400	Miscellaneous	
Acacia, Sorts	@ 20	Wormwood	600 @ 650	Acetanalid	30 @ 35
Acacia Powdered	35 @ 40	Potassium		Alum	3 @ 5
Aloes (Barb. Pow.)	22 @ 25	Bicarbonate	15 @ 18	Alum, powdered and	5 @ 7
Aloes (Cape Pow.)	20 @ 25	Bichromate	13 @ 16	Bismuth, Subli-	
Aloes (Soc. Powd.)	40 @ 50	Bromide	45 @ 55	trate	210 @ 225
Asafoetida	75 @ 100	Carbonate	12 @ 15	Borax xtal or	
Asafoetida, Powd.		Chlorate, xtal and	12 @ 16	powdered	6 @ 12
Pure	@ 75	Chlorate, granular	16 @ 20	Cantharides po.	225 @ 250
U. S. P. Powd.	@ 100	Cyanide	30 @ 40	Calomei	120 @ 130
Camphor	55 @ 60	Iodide	320 @ 340	Capsicum	20 @ 25
Gualac	35 @ 40	Permanganate	15 @ 30	Carmine	3 @ 50
Gualac, Powdered	50 @ 60	Prussiate yellow	30 @ 35	Cassia Buds	@ 40
Kino	@ 40	Prussiate, red	50 @ 60	Cloves	30 @ 35
Kino, Powdered	@ 45	Sulphate	15 @ 20	Chalk Prepared	6 @ 8 1/2
Myrrh	@ 40	Roots		Chalk Precipitated	7 @ 10
Myrrh, Powdered	@ 50	Alkanet	15 @ 20	Chloroform	38 @ 48
Opium	680 @ 700	Blood, powdered	20 @ 25	Chloral Hydrate	100 @ 115
Opium, Powd.	875 @ 95	Calamus	35 @ 40	Cocaine	420 @ 450
Opium, Gran.	890 @ 910	Elecampane, pwd.	15 @ 20	Cocoa Butter	50 @ 60
Shellac	28 @ 35	Gentian, powd.	12 @ 16	Corks, list, less 70%	
Shellac, Bleached	30 @ 35	Ginger, African,		Copperas, bbls.	@ 5
Tragacanth No. 1	40 @ 50	powdered	15 @ 20	Copperas, less	2 @ 5
Tragacanth, Pow	75 @ 85	Ginger, Jamaica,	22 @ 25	Copperas, Powd.	4 @ 6
Turpentine	10 @ 15	powdered	22 @ 28	Corrosive Sublim.	105 @ 110
Leaves		Goldenseal, powd	650 @ 700	Cream Tartar	30 @ 35
Buchu	185 @ 200	Ipecac, powd.	75 @ 80	Cuttlebone	25 @ 35
Buchu, Powd.	200 @ 225	Licorice	14 @ 16	Dextrine	7 @ 10
Sage, bulk	18 @ 25	Licorice, powd.	12 @ 15	Dover's Powder	200 @ 225
Sage, 1/8 Loose	20 @ 25	Orris, powdered	25 @ 30	Emery, all Nos.	6 @ 10
Sage, Powdered	25 @ 30	Poke, powdered	20 @ 25	Emery, powdered	5 @ 8
Senna, Alex	45 @ 50	Rhubarb	75 @ 100	Epsom Salts, bbls	@ 1 1/2
Senna, Tinn.	15 @ 20	Rhubarb, powd.	75 @ 125	Epsom Salts, less 2 1/2 %	75
Senna, Tinn, Pow.	20 @ 25	Rosinweed, powd.	25 @ 30	Ergot	150 @ 175
Uva Ursi	10 @ 15	Sarsaparilla, Hond.	@ 50	Ergot, powdered	180 @ 200
Oils		ground	@ 50	Flake White	12 @ 15
Almonds, Bitter,		Sarsaparilla Mexican,	25 @ 30	Formaldehyde lb.	10 @ 15
true	600 @ 650	ground	20 @ 35	Gambier	5 @ 10
Almond, Bitter,		Squills	40 @ 60	Gelatin	35 @ 45
artificial	@ 100	Squills, powdered	40 @ 60	Glassware, full cases	80 %
Almonds, Sweet,		Turmeric, powd.	12 @ 15	Glassware, less 70 %	10 %
true	90 @ 100	Valerian, powd.	25 @ 30	Glauber Salts bbl.	@ 1
Almond, Sweet,		Seeds		Glauber Salts less	2 @ 5
imitation	40 @ 50	Anise	15 @ 20	Glue, brown	11 @ 15
Amber, crude	25 @ 30	Anise, powdered	22 @ 25	Glue, brown grd	10 @ 15
Amber, rectified	40 @ 50	Bird, ls	8 @ 10	Glue, white	15 @ 25
Anise	225 @ 250	Canary	9 @ 12	Glue, white grd	15 @ 20
Bergamont	75 @ 85	Caraway	12 @ 18	Glycerine	23 1/2 @ 30
Cajuput	50 @ 60	Cardamon	175 @ 200	Hops	50 @ 80
Cassia	150 @ 175	Celery	30 @ 35	Indigo	85 @ 100
Castor, bbls. and		Coriander	12 @ 18	Iodine	435 @ 460
cans	12 1/2 @ 15	Pill	25 @ 30	Iodoform	540 @ 600
Cedar Leaf	@ 85	Fennel	@ 30	Lead Acetate	12 @ 18
Citronella	@ 60	Flax	4 @ 8	Lycopodium	55 @ 65
Cloves	150 @ 175	Flax, ground	4 @ 8	Mace	80 @ 90
Cocunut	20 @ 25	Foenugreek, pow.	6 @ 10	Mace, powdered	90 @ 100
Cod Liver	125 @ 150	Hemp	5 @ 7	Menthol	550 @ 600
Cotton Seed	80 @ 100	Lobelia	@ 50	Mercury	75 @ 85
Croton	@ 160	Mustard, yellow	9 @ 12	Morphine all brd	480 @ 505
Tinctures		Mustard, black	9 @ 12	Nux Vomica	@ 10
Aconite	@ 75	Mustard, powd.	20 @ 25	Nux Vomica pow	@ 15
Aloes	@ 65	Poppy	15 @ 20	Pepper, black pow	20 @ 25
Arnica	@ 60	Quince	75 @ 100	Pepper, white	30 @ 35
Asafoetida	@ 100	Rape	6 @ 10	Pitch, Burgundy	10 @ 15
Belladonna	@ 90	Sabadilla	25 @ 30	Quassia	10 @ 15
Benzoin	@ 90	Sabadilla, powd.	35 @ 45	Quinine, all brds	25 @ 36 1/2
Benzoin Compound	@ 90	Sunflower	6 @ 8	Rochelle Salts	23 @ 30
Buchu	@ 100	Worm American	15 @ 20	Saccharine	150 @ 175
Cantharides	@ 100	Worm Levant	40 @ 50	Salt Peter	75 @ 125
Capsicum	@ 90	Tinctures		Selditz Mixture	20 @ 25
Cardamon	@ 95	Aconite	@ 75	Soap, green	15 @ 20
Cardamon, Comp.	@ 95	Aloes	@ 65	Soap, mott castile	10 @ 15
Catechu	@ 60	Arnica	@ 60	Soap, white castile	@ 25
Cinchona	@ 105	Asafoetida	@ 100	case	@ 65
Colchicum	@ 60	Belladonna	@ 90	Soap, white castile	@ 65
Cubebs	@ 120	Benzoin	@ 90	less, per bar	@ 65
Seeds		Benzoin Compound	@ 90	Soda Ash	14 @ 5
Anise	15 @ 20	Buchu	@ 100	Soda Bicarbonate	1 1/2 @ 5
Anise, powdered	22 @ 25	Cantharides	@ 100	Soda, Sal	1 @ 4
Bird, ls	8 @ 10	Capsicum	@ 90	Spirits Camphor	@ 75
Canary	9 @ 12	Cardamon	@ 95	Sulphur roll	2 1/2 @ 5
Caraway	12 @ 18	Cardamon, Comp.	@ 95	Sulphur Subl.	2 1/2 @ 5
Cardamon	175 @ 200	Catechu	@ 60	Tamarinds	10 @ 15
Celery	30 @ 35	Cinchona	@ 105	Tartar Emetic	40 @ 50
Coriander	12 @ 18	Colchicum	@ 60	Turpentine Venice	40 @ 50
Pill	25 @ 30	Cubebs	@ 120	Vanilla Ext. pure	100 @ 150
Fennel	@ 30	Zinc Sulphate		Witch Hazel	65 @ 100
Flax	4 @ 8				
Flax, ground	4 @ 8				
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	75 @ 100				
Rape	6 @ 10				
Sabadilla	25 @ 30				
Sabadilla, powd.	35 @ 45				
Sunflower	6 @ 8				
Worm American	15 @ 20				
Worm Levant	40 @ 50				

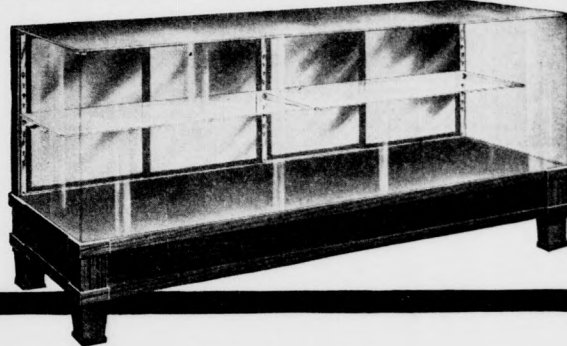


Our Home—Corner Oakes and Commerce

Our holiday line of samples has now been on display about two months here in our store in Grand Rapids and yet contains a quantity of desirable merchandise for the belated buyer. We always hold ourselves somewhat in readiness after November 1st, to take care of those who could not be with us earlier in the season. This line together with our extensive stock of staple sundries, stationery and sporting goods will enable you to get from us during November an assortment that will be entirely satisfactory.

Grand Rapids.

HAZELTINE &amp; PERKINS DRUG CO.



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

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

## FOOTE &amp; JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

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

## Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination.  
Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

## GROCERY PRICE CURRENT

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

## ADVANCED

## DECLINED

Holland Herring  
Peas  
Rolled Oats

## Index to Markets

## By Columns

		1		2	
		AMMONIA		Beans	
		12 oz. ovals 2 doz. box	Doz. 75	Baked	85@1 30
		AXLE GREASE		Red Kidney	85@ 95
		Frazer's.		String	70@1 15
		11lb. wood boxes, 4 doz.	3 00	Wax	75@1 25
		11lb. tin boxes, 3 doz.	2 35	Blueberries	
		3 1/2 lb. tin boxes, 2 doz.	4 25	Standard	1 80
		10lb. pails, per doz.	6 00	Gallon	7 00
		15lb. pails, per doz.	7 20	Clams	
		25lb. pails, per doz.	12 00	Little Neck, 1lb.	@1 00
		BAKED BEANS		Little Neck, 2lb.	@1 50
		No. 1, per doz.	45@ 90	Clam Bouillon	
		No. 2, per doz.	75@1 40	Burnham's 1/2 pt.	2 25
		No. 3, per doz.	85@1 75	Burnham's pts.	3 75
		BATH BRICK		Burnham's qts.	7 50
		English	95	Corn	
		BLUING		Fair	65@ 70
		Jennings'.		Good	90@1 00
		Condensed Pearl Bluing		Fancy	@1 30
		Small C P Bluing, doz.	45	French Peas	
		Large C P Bluing, doz.	75	Monbador (Natural)	
		BREAKFAST FOODS		per doz.	1 75
		Apetizo, Biscuits	3 00	Gooseberries	
		Bear Food, Pettijohns	1 95	No. 2, Fair	1 50
		Cracked Wheat, 24-2	2 50	No. 2, Fancy	2 35
		Cream of Wheat, 36-2	4 50	Hominy	
		Cream of Rye, 24-2	3 00	Standard	85
		Posts Toasties, T.		Lobster	
		No. 2	2 80	1/4 lb.	@1 85
		Posts Toasties, T.		1/2 lb.	@3 15
		No. 3	2 80	Mackerel	
		Farinose, 24-2	2 80	Mustard, 1lb.	1 80
		Grape Nuts	2 70	Mustard, 2lb.	2 80
		Grape Sugar Flakes	2 50	Soused, 1 1/2 lb.	2 80
		Sugar Corn Flakes	2 50	Soused, 2lb.	2 75
		Hardy Wheat Food	2 25	Tomato, 1lb.	1 50
		Postma's Dutch Cook	2 75	Tomato, 2lb.	2 80
		Holland Rusk	3 00	Mushrooms	
		Kellogg's Toasted Rice		Hotels	@ 15
		Biscuit	3 30	Buttons, 1/4s	@ 14
		Kellogg's Toasted Rice		Buttons, 1s	@ 25
		Flakes	2 80	Oysters	
		Kellogg's Toasted Wheat		Cove, 1lb.	@ 95
		Biscuit	3 30	Cove, 2lb.	@1 75
		Kellogg's Krumbles	3 30	Plums	
		Krinkle Corn Flake	1 75	Plums	90@1 35
		Maple-Wheat Flakes,		Pears in Syrup	
		2 doz.	2 70	No. 3 cans, per doz.	1 50
		Maple-Wheat Flakes,		Peas	
		3 doz.	2 80	Marowfat	90@1 00
		Mapl-Corn Flakes	2 80	Early June	1 10@1 25
		Minn. Wheat Cereal	3 75	Early June sifted	1 45@1 55
		Algrain Wheat	4 25	Peaches	
		Ralston Wheat Food	4 50	Pie	1 00@1 25
		Ralston Wheat Food	2 60	No. 10 size can pie	@3 25
		Saxon Wheat Food	2 60	Pineapple	
		Shred Wheat Biscuit	3 60	Grated	1 75@2 10
		Triscuit, 1s	1 80	Sliced	95@2 60
		Prillsbury's Best Cer'l	4 25	Pumpkin	
		Post Tavern Special	2 80	Fair	80
		Quaker Puffed Rice	4 25	Good	90
		Quaker Puffed Wheat	2 85	Fancy	1 00
		Quaker Brkfst Biscuit	1 90	Gallon	2 20
		Quaker Corn Flakes	1 75	Raspberries	
		Victor Corn Flakes	2 20	Standard	@
		Washington Crisps	1 85	Salmon	
		Wheat Hearts	1 90	Warrens, 1 lb. Tall	2 30
		Wheatena	4 50	Warrens, 1 lb. Flat	2 40
		Evapor'd Sugar Corn	90	Red Alaska	1 40@1 45
		BROOMS		Med Red Alaska	1 15@1 30
		Fancy Parlor, 25 lb.	4 50	Pink Alaska	@ 90
		Parlor, 4 String, 25 lb.	4 25	Sardines	
		Standard Parlor 23 lb.	3 75	Domestic 1/4s	3 50
		Common, 23 lb.	3 25	Domestic 1/2 Mustard	3 25
		Special, 23 lb.	3 00	Domestic, 1/2 Mustard	2 75
		Warehouse, 33 lb.	4 75	French, 1/4s	7@14
		Common Whisk	1 00	French 1/2s	13@23
		Fancy Whisk	1 25	Saur Kraut	
		BRUSHES		No. 3, cans	90
		Scrub		No. 10, cans	2 40
		Solid Back, 8 in.	75	Shrimps	
		Solid Back, 11 in.	95	Dunbar, 1st doz.	1 30
		Pointed Ends	85	Dunbar, 1 1/2 doz.	2 35
		Stove		Succotash	
		No. 3	90	Fair	90
		No. 2	1 25	Good	1 20
		No. 1	1 75	Fancy	1 25@1 40
		Shoe		Strawberries	
		No. 3	1 00	Standard	95
		No. 7	1 30	Fancy	2 25
		No. 4	1 70	Tomatoes	
		No. 3	1 90	Good	1 05
		BUTTER COLOR		Fancy	1 35
		Dandelion, 25c size	2 00	No. 10	3 25
		CANDLES		CARBON OILS	
		Paraffine, 6s	7 1/2	Perfection	@11
		Paraffine, 12s	8	D. S. Gasoline	@18 1/2
		Wicking	20	Gas Machine	@30 1/2
		CANNED GOODS		Deodor'd Nap'a	@18 1/2
		Apples		Cylinder	29 @34 1/2
		3 lb. Standards	@ 90	Engine	16 @22 1/2
		Gallon	2 75@2 85	Black, winter	8 @10
		Blackberries		CATSUP	
		2 lb.	1 50@1 90	Snider's pints	2 35
		Standard gallons	@5 00	Snider's 1/2 pints	1 35

3

4

5

## CHEESE

Acme	@17 1/2
Bloomington	@17 1/2
Carson City	@18 1/2
Hopkins	@18
Brick	@17 1/2
Lelden	@15
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@18
Swiss, domestic	@20

## CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Spearmint, 3 box jars	1 00
Trunk Spruce	55
Yucatan	55
Zeno	55

## CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Scheuer's	6
Red Standards	1 60
White	1 60

## CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4s	29
Premium, 1/2s	29

## CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 55
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 25
No. 60 Jute	90
No. 72 Jute	1 00
No. 60 Sisal	85

Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

## COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22

## COCOANUT

Dunham's per lb.	
1/4s, 5lb. case	30
1/4s, 15lb. case	29
1/2s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	14 1/2
Bulk, barrels	13 1/2
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
25 10c pkgs., per case	2 60
15 10c & 33 5c pkgs., per case	2 60

## COFFEES ROASTED

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

## Santos

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

## Maracalbo

Fair	24
Choice	25

## Mexican

Choice	25
Fancy	26

## Guatemala

Fair	25
Fancy	28

## Java

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

## Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28

## Bogota

Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

## Package

New York Basis	
Arbuckle	21 00
Lion	23 50

## McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago	
-----------------------------------------------------------------------------------------------------	--

## Extracts

Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

## CONFECTIONERY

Stick Candy	
Standard	8
Standard, small	8 1/2
Twist, small	9

## Cases

Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

## Mixed Candy

Cocoanut Kraut .....	14
Cocoanut Waffles .....	14
Coco Macaroons .....	16
Coffy Toffy .....	14
Cream Marshmallows ..	17
Delicious Mints .....	15

6

Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	50
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
S. S. Butter Crackers	1 50
Uneda Biscuit	50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Biscuits	50
Zwieback	1 00

<b>Other Package Goods</b>	
Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	
Family Package	2 50
Soda Crackers NBC	
Family Package	2 50
Fruit Cake	3 00
<b>In Special Tin Packages</b>	
Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00
<b>In bulk, per tin</b>	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

<b>CREAM TARTAR</b>	
Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41

<b>DRIED FRUITS</b>	
<b>Apples</b>	
Evaporated, Choice bulk	
Evaporated, Fancy pkg.	
<b>Apricots</b>	
California	13@15

<b>Citron</b>	
Corsican	16
<b>Currents</b>	
Imported 1lb. pkg.	8 1/2
Imported, bulk	8 1/4

<b>Peaches</b>	
Muir's—Choice, 25lb.	7 1/2
Muir's—Fancy, 25lb.	8 1/2
Fancy, Peeled, 25lb.	11 1/2
<b>Pear</b>	
Lemon, American	12 1/2
Orange, American	12 1/2

<b>Raisins</b>	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7 1/2
Loose Muscatels, 3 Cr.	7 1/4
L. M. Seeded, 1 lb.	8 3/4@9

<b>California Prunes</b>	
90-100 25lb. boxes	@ 6 1/4
80-90 25lb. boxes	@ 6 1/4
70-80 25lb. boxes	@ 8
60-70 25lb. boxes	@ 9 1/4
50-60 25lb. boxes	@ 10 1/4
40-50 25lb. boxes	@ 11 1/4

<b>FARINACEOUS GOODS</b>	
<b>Beans</b>	
California Lima	6 1/4
Michigan Lima	6
Med. Hand Picked	2 25
Brown Holland	1 65

<b>Farina</b>	
25 1 lb packages	1 50
Bulk, per 100 lbs.	4 00
<b>Original Holland Rusk</b>	
Packed 12 rolls to container	
3 containers (40) rolls	3 20

<b>Hominy</b>	
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	50
Imported, 25 lb. box	2 50

<b>Pearl Barley</b>	
Chester	3 00
Empire	

<b>Peas</b>	
Green, Wisconsin, bu.	1 75
Green, Scotch, bu.	1 75
Split, lb.	5

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

<b>Tapoca</b>	
Flake, 100 lb. sacks	4 1/2
Pearl, 100 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

<b>FISHING TACKLE</b>	
1/2 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
1 3/4 to 2 in.	11
2 in.	15
3 in.	20

<b>Cotton Lines</b>	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15

<b>Linen Lines</b>	
Small	20
Medium	26
Large	34

<b>Poles</b>	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

7

## FLAVORING EXTRACTS

<b>Jennings D C Brand</b>	
Terpeness Extract Lemon	75
No. 1 F box, per doz.	90
No. 2 F box, per doz.	1 75
No. 3 F box, per doz.	1 75
No. 4 F box, per doz.	1 75
2 oz. Flat, F M per dz.	1 50
<b>Jennings D C Brand</b>	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 F Box, per doz.	2 00
No. 3 F Box, per doz.	2 00
2 oz. Flat F M per dz.	2 00

## FLOUR AND FEED

<b>Grand Rapids Grain &amp; Milling Co.</b>	
<b>Winter Wheat</b>	
Purity Patent	5 10
Seal of Minnesota	4 80
Sunburst	4 80
Wizard Flour	4 70
Wizard Graham	4 80
Wizard Gran. Meal	4 40
Wizard Buckwht cwt	3 50
Rye	4 40

<b>Valley City Milling Co.</b>	
Lily White	5 10
Light Loaf	4 60
Graham	2 00
Granena Health	2 10
Gran. Meal	2 00
Bolted Med.	1 90

<b>Voigt Milling Co.</b>	
Graham	4 30
Voigt's Crescent	5 10
Voigt's Flour	5 10
Voigt's Hygienic	4 30
Voigt's Royal	5 50
Columbian	4 80
Calla Lily	4 60

<b>Watson-Higgins Milling Co.</b>	
Perfection Buckwheat	
Flour	6 00
Perfection Flour	5 00
Tip Top Flour	4 60
Golden Sheaf Flour	4 10
Marshall's Best Flour	4 65

<b>Worden Grocer Co.</b>	
Wizard Flour	4 70
Quaker, paper	4 90
Quaker, cloth	5 00
Quaker Buckwheat bbl.	5 50

<b>Kansas Hard Wheat</b>	
<b>Worden Grocer Co.</b>	
American Eagle, 1/2s	5 10
American Eagle, 1/4s	5 00
American Eagle, 1/8s	4 90

<b>Spring Wheat</b>	
Roy Baker	
Golden Horn, family	4 75
Golden Horn, bakers	4 85
Wisconsin Rye	3 95

<b>Judson Grocer Co.</b>	
Ceresota, 1/2s	5 30
Ceresota, 1/4s	5 40
Ceresota, 1/8s	5 50

<b>Worden Grocer Co.</b>	
Wingold, 1/2s cloth	5 45
Wingold, 1/4s cloth	5 35
Wingold, 1/8s cloth	5 25
Wingold, 1/2s paper	5 30
Wingold, 1/4s paper	5 25
Wingold, 1/8s paper	5 10

<b>Wykes &amp; Co.</b>	
Sleepy Eye, 1/2s cloth	5 40
Sleepy Eye, 1/4s cloth	5 30
Sleepy Eye, 1/8s cloth	5 20
Sleepy Eye, 1/2s paper	5 20
Sleepy Eye, 1/4s paper	5 20
Sleepy Eye, 1/8s paper	5 20

<b>Meal</b>	
Bolted	4 20
Golden Granulated	4 40

<b>Wheat</b>	
New Red	90
New White	90

<b>Oats</b>	
Michigan carlots	45
Less than carlots	47

<b>Corn</b>	
Carlots	78
Less than carlots	80

<b>Hay</b>	
Carlots	18 00
Less than carlots	19 00

<b>Feed</b>	
Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked corn	32
Coarse corn meal	32

<b>FRUIT JARS</b>	
Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, gro.	1 65

<b>GELATINE</b>	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14	00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

<b>GRAIN BAGS</b>	
Broad Gauge	18
Amoskeag	19
<b>Herbs</b>	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

## HIDES AND PELTS

<b>Hides</b>	
Green, No. 1	12
Green, No. 2	11
Cured, No. 1	13 1/2
Cured, No. 2	12 1/2
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2

<b>Pelts</b>	
Old Wool	60@1 25
Lambs	50@1 00
Shearlings	50@1 00

<b>Tallow</b>	
No. 1	@ 5
No. 2	@ 4

<b>Wool</b>	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

<b>HORSE RADISH</b>	
Per doz.	90

<b>Jelly</b>	
5lb. pails, per doz.	2 40
15lb. pails, per pail	55
30lb. pails, per pail	1 00

<b>JELLY GLASSES</b>	
1/2 pt. in bbls., per doz.	15
3/4 pt. in bbls., per doz.	16
8 oz. capped in bbls.	
per doz.	18

<b>MACARONI</b>	
<b>Uncle Sam Macaroni Co.</b>	
Macaroni, 24 10c pkgs.	1 70
Spaghett, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curve Cuts, 24 10c	

<b>pkgs.</b>	
Alphabets, 24 10c pkgs.	1 70
Kurl Cuts, 20 lb. pails	1 35
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	

<b>pkgs.</b>	
Bulk Macaroni, 10 lb.	75
Bulk Spaghett, 10 lb.	75
Hotel Hook, fibre bxs.	1 00

<b>MAPLEINE</b>	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75

<b>MINCE MEAT</b>	
Per case	2 85

<b>MOLASSES</b>	
<b>New Orleans</b>	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

<b>Half barrels 2c extra</b>	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

<b>MUSTARD</b>	
1/2 lb. 6 lb. box	16

<b>OLIVES</b>	
Bulk, 1 gal. kegs 1 00@1 10	
Bulk, 2 gal. kegs 95@1 10	
Bulk, 5 gal. kegs 90@1 10	

<b>Stuffed, 5 oz.</b>	
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25

<b>Manzanilla, 8 oz.</b>	
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25

<b>Queen, Mammoth, 19</b>	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75

<b>Olive Chow, 2 doz. cs.</b>	
per doz.	2 25

<b>PICKLES</b>	
<b>Medium</b>	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90

<b>Small</b>	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25

<b>Gherkins</b>	
Barrels	14 50
Half barrels	7 75
5 gallon kegs	

<b>Sweet Small</b>	
Barrels	16 50
Half barrels	8 75
5 gallon kegs	3 50

<b>PIPES</b>	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

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

<b>POTASH</b>	
Babbitt's, 2 doz.	1 75

9

## SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs.	48
Sure Shot, 5c 1-6 gro.	5 76
Pankee Girl Scrap, 2oz.	5 76
Pan Handle Scrp 1/4gr.	5 76
Peachy Scrap, 5c	5 76
Union Workman 2 1/4	6 00

## Smoking

All Leaf, 2 1/4 & 7 oz.	30
BB, 3 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Bagdad, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 25c	1 60
Banner, 40c	3 20
Belwood, Mixture, 10c	94
Big Chief, 2 1/4 oz.	6 00
Big Chief, 16 oz.	30
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 1 1/2 oz.	40
Cigar Clipg. Johnson	30
Cigar Clipg. Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	1 56
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mix., 5c	5 76
Duke's Mix., 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A. 4 oz.	5 04
F. F. A. 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug.	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 70
Gail & Ax Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 96
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kila Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	96
Old Crop 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. cs.	5 76
Flow Boy, 5c	5 76
Flow Boy, 10c	11 40
Flow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76

13

Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per dz.	4 35
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	5 96
Trout Line, 5c	5 96
Trout Line, 10c	11 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 10
Union Leader, 25c	2 60
Union Leader, 10c	11 52
Union Leader, 5c	6 00
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 25
U. S. Marine, 5c	5 76
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	48
Velvet, 10c tin	96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 75
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
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, 1 lb., doz.	4 80

## TWINE

Cotton, 3 ply	25
Cotton, 4 ply	25
Cotton, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	9 1/2

## VINEGAR

White Wine, 40 grain	3 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13
Oakland Vinegar & Pickle	
Co's Brands.	
Highland apple cider	18
Oakland apple cider	13
State Seal sugar	11
Oakland white pickling	10
Packages free.	

## WICKING

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

## WOODENWARE

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

## Butter Pates

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

## Wire End

1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 250 in crate	65
Churns	
Barrel, 5 gal., each	2 40
Barrel 10 gal., each	2 55
Clothes Pins	
Round Head	

14

4 1/2 inch, 5 gross	65
Cartons, 20 2 1/2 doz. bxs	70
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, 3 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
2-hoop Standard	2 25
3-wire Cable	2 30
Fibre	2 40
10 qt. Galvanized	1 70
12 qt. Galvanized	1 90
14 qt. Galvanized	2 10

## 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	8 00
18-in. Standard, No. 2	7 00
16-in. Standard, No. 3	6 00
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3 Fibre	8 25
Large Galvanized	5 50
Medium Galvanized	4 75
Small Galvanized	4 25

## Washboards

Banner Globe	2 50
Brass, Single	3 25
Glass, Single	3 25
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Enough	3 25
Universal	3 15

## Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

## Wood Bowls

13 in. Butter	1 75
15 in. Butter	2 40
17 in. Butter	4 00
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	2 1/2
Wax Butter, short c't	10
Wax Butter, full count	15
Wax Butter, rolls	12

## 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 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

15

CIGARS  
Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots	31
El Portana	33
Evening Press	32
Exemplar	32

Worden Grocer Co. Brands.  
Canadian Club.

Londres, 50s, wood	35
Londres, 25s, tins	35
Londres, lots, 30s	10

## Old Master Coffee



Old Master	31
San Marto	—
Pilot	—

TEA  
Royal Garden, 1/2, 1/4  
and 1 lb. 40  
THE BOUR CO.,  
TOLEDO, O.COFFEE  
Roasted  
Dwinnell-Wright Co's B'ds

White House, 1 lb	—
White House, 2lb	—
Excelsior, Blend, 1lb	—
Excelsior, Blend, 2lb	—
Tip Top, Blend, 1lb	—
Royal Blend	—

Conservative Investors Patronize  
Tradesman Advertisers

## Public Seating for all Purposes

World's Largest Exclusive Manufacturers  
Church Furniture of Character

Being the only exclusive designers and builders of Church Furniture we are known as an authority on this subject. Your building committee should have our book Y-4.

## American Steel Sanitary Desks

Built of steel to withstand strain. All parts are electric welded into one indestructible unit. Your school board should have our illustrated book Y-3.

## Motion Picture Theatre Seating

Highest in quality, lowest in price. World's largest manufacturers of exclusive designs in opera chairs. Send floor sketch for FREE SEATING PLAN and book Y-2.

## Lodge Furniture

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 most inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs. Write for book Y-1.



## American Seating Company

218 S. Wabash Ave., Chicago

Grand Rapids New York Boston Philadelphia

17

The only  
5c  
CleanserGuaranteed to  
equal the  
best 10c kinds  
80 - CANS - \$2.80

## SOAP

Lautz Bros. &amp; Co.

Acme, 30 bars, 75 lbs.	4 00
Acme, 25 bars, 75 lbs.	4 00
Acme, 25 bars, 70 lbs.	3 80
Acme, 100 cakes	3 00
Big Master, 100 blocks	4 00
German Mottled	3 15
German Mottled, 5 bx.	3 15
German Mottled, 10 bx.	3 10
German Mottled, 25 bx.	3 05
Marseilles, 100 cakes	6 00
Marseilles, 100 cks. 5c	4 00
Marseilles, 100 ck toll	4 00
Marseilles, 1/2 box toll	2 10

# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

**For Sale**—Restaurant in good live town of 2,800, on Milwaukee avenue, 35 miles from Chicago; everything new, modern and up-to-date; extra good Sunday trade; all automobiles to Milwaukee and lakes go by here; other business cause of selling. Will stand investigation. Address J. T. Robertson, Libertyville, Ind. 655

**Merchandise Sales Conductors**—Advertising furnished free. Contract January sale now. Greene Sales Co., 116 Dwight Bldg., Jackson, Mich. 684

**Do you want a good live little store on the south side in Kalamazoo?** Shoes and ready-to-wear goods. Brick, steam heat and three years' acquaintance. Best location and trade. Must be sold. Ask The Vicksburg Clothing Mfg. Co., Vicksburg, Mich. 683

**For Sale**—\$8,000 stock of dry goods and ready-to-wear goods in Charlevoix, Mich. No trades considered. Stock in the best of condition. M. A. Levinson & Co. 682

**A new and up-to-date drug store for sale, absolutely cash business.** No cut rates in Lansing. Terms to suit. It will pay you to investigate. Dr. J. Black, 900 W. Saginaw St., Lansing, Mich. 680

**For Sale or Exchange**—120 acre farm; would consider good stock general merchandise. Otis Gray, Hancock, Wis. 679

**For Sale**—\$9,000 stock of general merchandise and hardware. Western North Dakota, doing a cash business of \$40,000 annually. Prefer to sell entire interest but would consider selling a half interest to the right party capable of taking entire charge of the business January 1. Reason for selling, going into wholesale business. Desirable lease on modern brick building, 50 x 80. Address L. R. Hannah, Palermo, N. D. 677

**Storekeeper Wanted**—To stock a general store for farm and ranch supplies, small capital, big returns; town near Chicago; no competition; stone building; cheap rent; on Chicago, Indiana & Southern Railroad. Address J. M. Conrad, Conrad, Newton County, Ind. 676

**For Sale**—Grocery, variety, flour and feed store; corner business property with flat above. City 2,500 population. Price \$5,000. Address No. 675, care Michigan Tradesman. 675

**For Sale**—\$4,000 stock men's clothing, consisting only of men's and young men's suits and overcoats. Stock just one year old. Inability to give same personal attention reason for selling. No trades considered. Cash transaction. Splendid range of sizes and in good shape. Address Frank L. Morse, 209 Putnam Bldg., Davenport, Iowa. 674

**For Sale**—Patent on best bean picking machine ever invented. For particulars address Lock Box 546, Marine City, Mich. 672

**For Sale**—Confectionery store in best location in Grand Rapids. Doing \$8,000 business per year. Must sell on account of ill health. Address No. 671, care Tradesman. 671

**For Sale**—General merchandise store, invoices \$3,500 or \$4,000. Other business to attend to. J. W. Gaffield & Son, Six Lakes, Mich. 664

**Wanted**—Fifty feet hardware shelving, six cash carriers, one grocery counter. W. J. Gonderman, Flint, Mich. 663

**For Sale**—Feed mill in a good farming locality. Good location for handling hay, grain and feed. Address Nelson J. Wyckoff, Summit City, Mich. 662

**Detroit property to exchange for stock merchandise.** Three story, fourteen room, solid brick residence, half block off Woodward avenue, in two half mile circles, used as rooming house. Income two hundred month, hot water heat, price \$15,000, mortgage \$4,000 at a per cent. Will pay cash difference up to \$5,000. This fine chance for merchant to turn his stock into money, this property worth \$3,000 more than I am asking in this trade. Address 125 West 7th St., Flint, Mich. 666

**Wanted**—Merchandise stocks in exchange for choice Pecos Valley, Texas, irrigated land. Scott Lane, Springport, Mich. 661

**Drug Store**—The best located store in New Mexico; doing good business; best climate in the United States for anyone with lung trouble. Box 239, Albuquerque, N. M. 657

**For Sale**—Stock of boots and shoes in a good live town, good farming country surrounding. Stock and fixtures will inventory \$5,000. Must sell at once. Address No. 656, care Tradesman. 656

**Dry goods, groceries, etc., new stock, \$2,500; new bungalow home; fruits, flowers, etc.; \$1,200.** Barbour-McDonald Co., Alvin, Texas. 660

**One hundred million western pine.** I will contract to group one hundred million feet western pine in Eastern Oregon, price \$1 per M.; 65 per cent pine, balance fir and larch, fine quality and convenient for railroad extension. One hundred million feet forest reserve pine can be secured therewith when you wish to operate. J. V. LeClair, Lewiston, Idaho. 658

**Notice**—If you want cash for your stock of merchandise, write to the Merchant's Auction Co., Reedsburg, Wis., it will pay you. 655

**For Sale**—One Oliver typewriter, No. 5. One Wales adding machine. One ice box. A. T. Pearson Produce Co., Grand Rapids. 653

**For Sale or Rent**—New brick building and up-to-date soda fountain. Fine place for druggist. D. F. Gable, Three Oaks, Mich. 647

**Business block on main street of Traverse City for sale or rent.** The building is 25 x 150 feet, brick, two stories high and full basement. For further particulars address Attorney, c-o County Clerk, Traverse City, Mich. 648

**For Sale Cheap**—Small stock of crockery, china, glass and tinware. Cheap rent. Address No. 670, care Tradesman. 670

**I can sell or exchange your stock of merchandise.** D. S. Benson, Henderson, Minn. 669

**To exchange for a grocery or a general stock 20 acre chicken and fruit farm, located just outside the city limits in Western Michigan city.** Good markets. Modern buildings. Fruit consists of 4 acres bearing grapes, 3 acres raspberries, apples, peaches, plums and pears. This is a fine country home. Will take stock up to \$3,000. Address No. 668, care Michigan Tradesman. 668

**For Sale or Exchange**—\$2,000 stock dry goods, notions and furnishing goods in good little town, doing nice cash business. Exchange for grocery stock or nice little home in small town in Michigan. Address 667, care Tradesman. 667

**For sale or exchange, cash grocery and hardware.** Will consider a dwelling or small farm. J. N. Douglas, Belvidere, Ill. 646

**For Sale**—Hardware stock in good town 2,000 population, only one other stock in town. My stock will inventory \$5,500. Address No. 645, care Tradesman. 645

**For Sale or Trade**—One-half interest in greenhouse, doing \$5,000 business yearly. Could do more. Wm. Currier, Elkhart, Ind. 644

**For Sale**—Good clean stock of dry goods, groceries and notions, everything new. Best location in town of 500, on Grand Trunk Railroad. Stock will inventory about \$3,000. Must sell on account sickness, as I am not able to be in store much. Have nice cream station in connection that pays well. Address F. L. Clark, Dryden, Mich. 643

**For Sale**—Furniture store in a good town; on account of poor health. Address M. S. Holland, Waterville, Wash. 641

**For Sale**—General stock, about \$10,000, mostly dry goods and shoes, grocery department, all in fine condition. Established eighteen years in county seat of a fine county in Central Michigan. Best location and best business in city, rents low, would reduce stock to suit buyer. Address No. 639, care Michigan Tradesman. 639

**Automobile tire and accessory business for sale; mail and city trade; established 5 years; best location in city; about \$2,500 for stock and equipment.** Automobile Tire & Vulcanizing Works, 1613 Grand Ave., Kansas City, Mo. 636

**For Sale**—Well located stock shoes and rubbers, with electric shoe repairing outfit, doing good paying business. Address 632, care Tradesman. 632

**For Sale**—One of the best shoe stores in Southern Michigan. Invoice about \$9,000. Owner wishes to retire. Cash only. Address S, care Tradesman. 631

**For Rent**—Large store at Elmira, Mich., \$15 month, with living rooms, furnace, gas, shelving, tables. Would exchange for merchandise. A. W. Stein, Fenton, Mich. 624

**Wanted**—Stock of general merchandise, dry goods or shoes. Address O. G. Price, Macomb, Ill. 618

**Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise.** Write for dates and information. 336

**For Sale**—The furniture and fixtures, with lease, of P. M. Eating House, Traverse City, Mich. Whole or in part, at a sacrifice of 40 per cent. Reason, other business out of city. Enquire J. E. Haldaman, P. M. Eating House, Traverse City, Mich. 617

**Wanted To Exchange**—480 acres of Cass county, Minnesota land for merchandise. Lake Region Land Co., Pine River, Minn. 542

**Gall Stones**—Bilious colic is result; no indigestion about it; your physician can not cure you; only one remedy known on earth; free booklet. Brazilian Remedy Co., Box 3021, Boston, Mass. 615

**For Sale**—Drug Store (Rexall). Get full particulars. Address C. H. Wagner, Mount Pulaski, Ill. 616

**For Sale**—Paying meat market. Address Peter Holst, Waupaca, Wis. 604

**Entire cost is \$25 to sell your farm or business.** Get proposition or list of properties with owner's addresses. Pardee Business Exchange, Traverse City, Mich. 596

**Free for six months, my special offer to introduce my magazine "Investing for Profit."** It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

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

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

**Cash for your business or property.** I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

**Merchants Please Take Notice!** We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

**Safes Opened**—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 164

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

## HELP WANTED.

**Wanted**—Strictly honest, industrious and trustworthy young drug clerk with some experience. Good hours and pay. No fountain. F. R. Skinner, St. Charles, Mich. 678

**Wanted**—An experienced groceryman to take charge, also money to invest in the business of the grocery department of our department store. A good chance for a live wire. Address No. 653, care Tradesman. 659

**Wanted**—Man with good stock merchandise to join our stock, taking interest in our department store with salaried position. Address The Markley Big Store Co., Minral City, Ohio. 665

**Wanted**—Agents to sell our Cost and Selling Price Markers. They appeal to all classes of merchants. A splendid sideline. Big money. Small investment. For particulars write the M & M Stamp Co., Emporia, Kan. 638

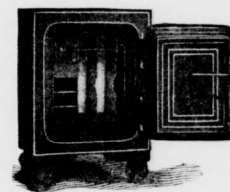
**Wanted**—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

## SITUATIONS WANTED.

**Wanted**—Position as salesman, either retail or on the road. Have had about fourteen years business experience, mostly in furniture, groceries and shoes. Am married, 34 years old and can furnish A1 references. Am capable of managing a small business or a department. Address No. 681, care Michigan Tradesman. 681

**Wanted**—Position as manager general store. Nine years' experience dry goods, furnishings, merchant tailoring, shoes, groceries, etc. Highest references. Address No. 673, care Tradesman. 673

## 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**

**WE BUY SELL QUOTE**

## Commonwealth Power Railway & Light

Company stocks, Bonds and underlying securities. This is primarily a Michigan Company and its securities in the nature of a LOCAL INVESTMENT. Ask us for our new circular.

**Howe, Snow, Corrigan and Bertles**

INVESTMENTS

Michigan Trust Bldg.

Grand Rapids, Michigan

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Grand Rapids, Nov. 26—In the matter of Albert J. Doyle, bankrupt, formerly merchant at Charlotte, the final meeting of creditors was held. The final report and account of Carroll S. Brown, trustee, was considered and allowed, and a final dividend of 28 per cent. declared for general creditors. A first dividend of 20 per cent. was declared on June 17, making total dividends for creditors 48 per cent. No cause to the contrary being shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

In the matter of E. C. B. Judd, Incorporated, bankrupt, of Muskegon, a hearing was had on the trustee's report of offer from M. E. & Otto Loescher, of Muskegon, of \$7,000 for the assets belonging to this estate. A supplemental report was held by the trustee showing that he had numerous additional bids for such assets, the highest of which was the sum of \$8,650 of H. G. Krekel, of Grand Rapids; and an order was therefore entered rejecting the bid of \$7,000 and authorizing and confirming the sale to H. G. Krekel, of Grand Rapids, at \$8,650. The trustee was also directed to file his first report and account on the consummation of such sale, on receipt of which a special meeting of creditors will be called and a first dividend declared.

Nov. 28—In the matter of Appleyard & Johnson, bankrupt, of Grand Rapids, an adjourned meeting of creditors was held. Each of the bankrupts were sworn and examined by attorneys for creditors, and the meeting then adjourned, without day.

In the matter of James Marasco & Son, bankrupt, formerly commission merchants at Manistee, an order was entered calling the first meeting of creditors to be held at the office of the referee on Dec. 16 for the purpose of electing a trustee, proving claims, examining the bankrupts, etc.

Dec. 1—In the matter of Holland Veneer Works, bankrupt, of Holland, a special meeting of creditors was held. The first report and account of Harvey F. Wonderly, trustee, was considered and decision reserved. By vote of creditors the referee was authorized to appoint a committee to investigate and report on pending and proposed litigation, and as such committee the referee appointed Geo. E. Kollen, of Holland and Chas. V. Hilding, of Grand Rapids. The trustee was directed to dispose of the balance of the tangible assets within thirty days and was authorized to abandon the property covered by mortgage of the First State Bank of Holland. The meeting was then adjourned to Jan. 5.

In the matter of W. C. Beelby Barber Supply Co., bankrupt, of Grand Rapids, an order was entered calling the first meeting of creditors to be held at the office of the referee on Dec. 16 for the purpose of electing a trustee, proving claims, examining the bankrupts, etc.

In the matter of the Interchangeable Fixtures Co., bankrupt, of Grand Rapids, the trustee filed the following offer from David Wolf, of Grand Rapids, for the assets described: "I hereby offer to purchase the equity and title of the Interchangeable Fixtures Co. in and to that part of Lots 8 and 9, Leonard & Company's addition to the city of Grand Rapids, which is 105 feet front on Front Avenue, N. W., and extending to the center of Grand River; together with all the appurtenances and rights thereto belonging or appertaining; including all buildings, improvements, railway sidetracks, machinery, tools and apparatus; office furniture, safe and fixtures, for such amount as with all incumbrances and claims against the property will make the total cost \$10,000. This is on condition that the contract title of the bankrupt has not been forfeited. (The incumbrances, as estimated by the trustee, amount to \$8,000 or a little more). I am to receive a quit-claim deed, and bill of sale of the property and assignment of interest of the bankrupt in the contracts of purchase." An order was entered directing creditors to show cause before the referee on Dec. 15, why such offer, or any other or further offer or offers which may be received by the trustee on or before such date, should not be accepted and the sale of such assets authorized and confirmed.

Dec. 2—In the matter of William H. Barr, bankrupt, physician at Harbor Springs, the first meeting of creditors was held. No claims were proved, and an order was entered that no trustee be appointed. The bankrupt was sworn and examined by attorney for creditors and the meeting then adjourned, without day.

In the matter of White Lake Transportation Co., bankrupt, of Whitehall, the adjourned first meeting of creditors was held. Creditors failing to elect, the referee appointed Rex R. Royal, of Whitehall, as trustee; bond fixed at \$1,000. Following were appointed appraisers: Mark Covell, P. T. Schnorbach, and J. L. Klett, all of Whitehall. V. A. Chapman, President of the bankrupt company, was sworn and examined, and the meeting then adjourned, without day.

Dec. 3—In the matter of Fred A.

Covey, bankrupt, brakeman from Traverse City, the first meeting of creditors was held. No claims were proved, and it appearing that there were no assets not exempt, an order was entered that no trustee be appointed. Unless further proceedings are requested by creditors, the estate will probably be closed at the expiration of twenty days.

In the matter of Mann, Watson & Co., bankrupt, formerly of Muskegon, the final report and account of John W. Wilson, trustee, was filed, showing a balance on hand for distribution of \$22,836.20, and an order was entered by the referee calling a final meeting of creditors to be held at his office on Dec. 18, to consider such report and account, to pass upon petition of Cross, Vanderwerp, Foot & Ross for the allowance of fees and expenses as attorneys for the trustee and for the declaration of a sixth and final dividend for creditors. Five dividends, aggregating 30 per cent., have already been paid creditors of this estate.

Dec. 4—In the matter of the American Carving & Manufacturing Co., bankrupt, of Grand Rapids, the final meeting of creditors was held. The final report and account of Francis D. Campau, trustee, was considered and allowed, and a final dividend of 12½ per cent. declared for general creditors. A first dividend of 15 per cent. was paid on April 16, making total dividend for creditors 27½ per cent.

Dec. 5—In the matter of Rodgers Iron Manufacturing Co., bankrupt, of Muskegon, a special meeting of creditors was held, and the first report and account of John G. Anderson, trustee, considered and allowed. A first dividend of 20 per cent. was declared and ordered paid to general creditors whose claims have been proved and allowed to this date, and the meeting then adjourned, without day.

Dec. 6—In the matter of Hendershot Credit Clothing Co., bankrupt, of Grand Rapids, the adjourned final meeting of creditors was held. The final report and account of Don E. Minor, trustee, was approved, and a first and final dividend of 1-15 per cent. declared for general creditors. Meeting then adjourned, without day.

A voluntary petition was filed by Ward R. Maynard and Vern G. Andrus, copartners as Maynard & Andrus, of Sparta, and they were adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was entered appointing Charles Rice, of Sparta, as receiver, with authority to continue the retail business of the bankrupts. An order was made by the referee calling the first meeting of creditors to be held at his office on Dec. 22 for the purpose of proving claims, electing a trustee, etc. The following were appointed appraisers: Phil Manasse, of Grand Rapids, J. C. Ballard and C. A. Moore of Sparta. The following assets are listed:

Stock of goods .....	\$3,500.00
Accounts receivable .....	943.87
	\$4,443.87

The following creditors are scheduled:

Preferred or Secured.	
Village of Sparta, for taxes .....	\$ 30.00
Frank E. Rice and Charles	
Rice, Sparta .....	1,025.00
	\$1,055.00

Unsecured Creditors.	
Ackerman Brothers, Milwaukee .....	\$ 169.88
Burnham, Stoepel & Co., Detroit .....	113.25
Miles F. Bixler Co., Cleveland .....	68.75
W. L. Douglas, Brockton .....	42.00
G. W. Eade & Company, Aurora .....	55.94
Fox River Garment Mfg. Co., Aurora .....	33.99
Hart Brothers, Chicago .....	2.09
Hirth-Krause Co., Grand Rapids .....	217.20
Kahn Brothers & Co., Chicago .....	77.88
Keith Brothers & Co., Chicago .....	191.50
Larned, Carter & Co., Detroit .....	31.79
Mayfield Woolen Mills, Mayfield .....	41.86
Mashawaka Woolen Mfg. Co., Mashawaka .....	810.72
Mother Hubbard Shoe Co., Rochester .....	71.40
M. L. Obendorf & Co., Chicago .....	32.28
Rindge, Kalmbach, Logie Co., Grand Rapids .....	40.80
Royal Tailors, Chicago .....	32.75
Schloss Brothers, Detroit .....	639.75
Simmons Boot & Shoe Co., Toledo .....	66.55
P. Steketee & Sons, Grand Rapids .....	82.50
J. S. Temple, Reading .....	45.50
United Shirt & Collar Co., Troy .....	95.90
Victor Shirt Co., Cincinnati .....	23.63
Otto Weber Co., Grand Rapids .....	103.71
	\$3,092.52

Dec. 8—In the matter of Bob H. Dillard, bankrupt, of Grand Rapids, an order was entered confirming the trustee's report of sale of the stock and fixtures belonging to said estate to Goodspeed Brothers, of Grand Rapids, for \$5,200 and sale of the lease to Geo. G. Steketee, of Grand Rapids, for \$500.

## St. Joseph Referee.

St. Joseph, Dec. 2—In the matter of the Sanitary Laundry Co., bankrupt, of Kalamazoo, the inventory and report of appraisers shows assets of \$900, including a chattel mortgage of \$800 and interest. The trustee has received an offer from Christine W. Redpath, former manager of the company, of \$965 for the sale of the entire assets and good will

of the bankrupt company. If this offer is accepted and confirmed, no dividend will be paid and there will be scarcely enough funds to pay administration expenses.

Dec. 4—In the matter of Isaac Shinnberg, bankrupt, of Kalamazoo, an order was entered confirming the trustee's report of exempted property, which exemptions includes all the assets of the bankrupt estate, the bankrupt being obliged to advance the necessary money out of his exemptions to pay administration expenses. No dividends will be declared to creditors.

Dec. 6—In the matter of August Peters, bankrupt, of Benton Harbor, an order was entered adjourning the first creditors meeting to Jan. 3, 1914, at the referee's office. The trustee has been directed to bring proceedings to set aside certain preferences given by the bankrupt.

In the matter of Frank W. Flint, bankrupt, of Saugatuck, objections were filed by the Grand Rapids Shoe & Rubber Co., a creditor, to the allowance of the bankrupt's exemptions on grounds that the bankrupt had appropriated the sum of \$100 for his own use two days after he was adjudged a bankrupt. An order was entered by the referee for a hearing on the petition at his office on Dec. 27. An adjourned first meeting was held and claims to the amount of some \$1,500 allowed. The report of the trustee with request for a dividend was considered, approved and allowed and a first dividend of 10 per cent. was declared and ordered paid to creditors, whose claims had been allowed to date. The meeting was then adjourned for three months.

Dec. 8—In the matter of James Ingersoll Day, bankrupt, of Decatur, Thomas E. Godfrey has filed a petition for a review of the referee's order denying his petition to have his claim allowed as a preferred claim in the sum of \$1,100. The petition was considered and an order entered by the referee certifying the same to the District Judge for review.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 6—The spot coffee market remains unchanged and drags along in the rut. The receipts at primary points have been too large to cause buyers here to take any large quantity ahead of current requirements and there is not likely to be any change, so long as the supply continues more than ample. At the close Rio No. 7 is worth in an invoice way 9½c and Santos 4s 12½c. In store and afloat there are of Brazilian coffee, 1,920,885 bags, against 2,503,173 bags at the same time last year. Milds have been in rather active jobbing movement at previous quotations and these are firmly adhered to. Good Cucuta, 13¼c.

Sugar has apparently been retired from the list of things that sell. At any rate one hears from all hands "Nothing doing." Buyers take only enough to get along with from day to day. Quotations for granulated, 4.25@4.30c.

The holiday demand for other goods has caused teas to be "relegated to the rear." The market is entirely lifeless this week and the whole list is without change except an advance of 2c on common pekoes.

The supply of rice is larger than needful and much of the foreign receipts is being warehoused. Quotations are practically unchanged and the demand is very moderate indeed. Prime to choice, 5½@5½c.

Jobbers have had a fair call for spices as the Christmas holidays approach and quotations are strongly maintained, although no advance is to be noted. Stocks are not large.

Molasses is firmly sustained and is meeting with good call, especially for the better sorts. Good to prime, 35@40c. Syrups are in moderate supply and quiet at 20@25c for fancy stock.

A difference of opinion as to the value of standard 3s tomatoes prevents any great volume of business, but canners are determined to make no concession from 67½c f. o. b. Maryland. This is the very bottom, and while this condition holds, tomatoes move from hand to mouth. Surely it would seem that 6 cents for a can of tomatoes is the limit. Peas at 72½@75c are meeting with a little call, but there is room for improvement. Other staples are moderate, but dealers seem really hopeful for a turn for the better after Jan. 1.

Top grades of butter are well sus-

tained. Extra creamery, 34@35½c. Firsts, 27@32c. Held stock, extras, 30@32. Imitation 23@24c. Factory 21½@22c.

Cheese is in steady request at 16½@16¾c for whole milk, colored or white. Wisconsin daisies, 16@16½c.

We have from London this week 376 cases of eggs, with 120 dozen in each case. This isn't a great supply, but is regarded as a "strike breaker." And warmer weather has helped to add to our supply and, with the outlook good for an "avalanche," prices have taken a drop, although the 50c mark still holds for the best nearby grades. Western are hard to quote, as the price is constantly fluctuating, but the range is about 38@44c, with some not bad stock down to 32@33c.

## Sign That Turning Point Is Near.

Chicago, Dec. 9—People in touch with the different industries assert that there have been more hands let out the past thirty days than is generally known. "Cut Downs" are not advertised, because of their depressing effect. The steel mills in this vicinity have reduced their forces materially, and those dependent on the steel interests for business have also curtailed. Nor are the railroads running their shops as full as they lately were, although this is because traffic naturally becomes lighter from now on, and the demand for cars diminishes. But in the mercantile field, no one is buying supplies except as needed, and the disposition is to go slow until after the first of the year. Then, it is hoped it will be possible to see more clearly into the business and financial situation.

One feature of the present situation which deserves attention, however, is that nearly every one you meet has become excessively pessimistic; and to people of experience, that is ordinarily a sign that the turning point is near. A revival of investment buying of securities, and the entrance into the market of the railroads for large quantities of supplies, would, it is believed, cause a rapid reversal of the present tendencies. There is also another thing in the present situation that should not be overlooked. It is the steady reduction in stocks in hands of the largest consumers. This has been going on for more than three months, and supplies must be nearing the point of exhaustion. The longer the buying movement is delayed, the greater will be the requirements later on.

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

Buffalo, Dec. 8—Creamery butter, fresh 25@34c; dairy, 23@25c; poor to good, all kinds, 17@22c.

Cheese—New fancy 16@16½c; choice 15@15½c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 35@36c; cold storage, 27@28c.

Poultry (live)—Turkeys, 20@22c; cox, 11@12c; fowls, 14@16c; springs, 14@17c; ducks, 15@17c. Dressed, 14@17c; fowls, 14@16c; geese, 14@15c.

Beans—Marrow, \$3.25; medium \$2.20; pea, \$2.15@2.20; white kidney, \$3.50@3.75. Red kidney new, \$2.75@3.

Potatoes—70@75c per bu. Rea & Witzig.

## BUSINESS CHANCES.

\$1,500, with services, to invest in dry goods or general store by hustling dry goods man. Experienced buyer, manager and advertiser. Address 612, care Tradesman.

Location wanted by physician. Address Dr. Morgan, 424 Lagrave Ave., Grand Rapids, Mich.

For Sale—Good clean stock general merchandise, invoice \$2,500. In good live town, rich surrounding country. Sales last year, \$20,000. Address 681, care Tradesman.

## SITUATIONS WANTED.

Young man wishes position in general or hardware store in small town, with a view to buying same later. Will furnish good recommendation as to character, integrity and honesty if necessary. Will go anywhere. Address No. 688, care Tradesman.

Every  
Passer-by a  
Prospective  
Customer



Think of it! Every person that passes your door or enters your store is a prospective Borax customer. *Every one of them*—regardless of age, occupation or station in life.

## 20 MULE TEAM BORAX

is a harmless antiseptic cleanser. Finds a hundred and one uses in the Laundry, Kitchen, Nursery, Sick Room and Bath Room. It's absolutely pure, perfectly safe. Cleanses quickly, thoroughly, *hygienically*. Saves no end of time, trouble and work in the home. It's a "self-seller" when given a chance. Give it a *chance*. It'll pay you. Pay you to display it—to keep it in sight where customers and prospective customers can read the directions and many uses printed on every carton. *Try it. Try it now, to-day.*

PACIFIC COAST BORAX CO.  
CHICAGO, ILL.

In Your Quest of the Best  
Buy  
**Williams  
Beans**  
They are Best  
Just That!

The Williams Bros. Co.  
ALL SIZES of Detroit ALL GROCERS



Still at the  
Top

For ten years the sales of

## Shredded Wheat Biscuit

have never failed to show an increase over the sales of the previous year—and this without any free deals for the grocers or bribes or premiums for the consumers. Its supremacy among cereal foods is unchallenged. It has held its own against all comers, surviving the ups and downs of public fancy. Always fresh, always clean, always pure, always the same. It is the one staple breakfast food eaten in every city and hamlet in the United States and Canada.



Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY  
The Shredded Wheat Company  
NIAGARA FALLS, N. Y.

**Karo**  
(REG. U.S. PAT. OFF.)

# Your Winter Stock of Karo---Is it Liberal?

**T**HE season of heaviest syrup business is here—are you prepared to meet the demand for Karo?

There is no need to dwell on **Karo quality** or the fact that **every can** of Karo contains **full net weight**.

You, as a shrewd merchant, cannot afford to be without liberal stocks of Karo—the quick-selling profit-paying staple. The steadily increasing demand for this popular product makes it imperative that you order more heavily than ever before.

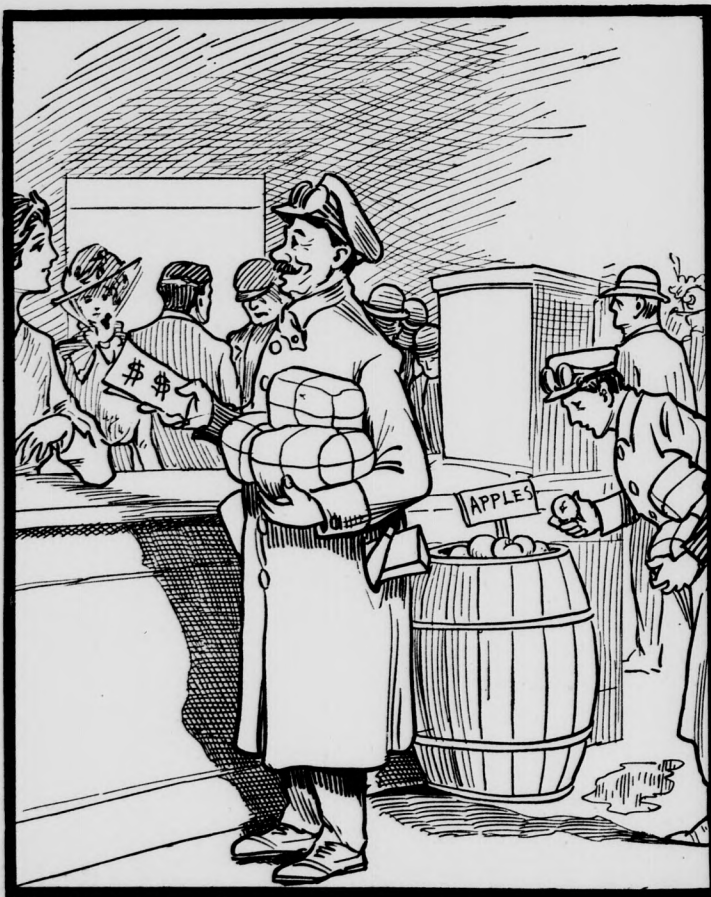


Place your orders promptly. On all orders placed immediately *your full profits are guaranteed* against any possible higher prices resulting from the unsettled market.

Then show a window piled high with Karo—the sign to the syrup users that you are the Karo Merchant in your community and stand for quality and purity.

**CORN PRODUCTS REFINING CO.**

**NEW YORK, N. Y.**



## Gee! But Motorists Are a Hungry Lot!

Get them into your store to buy gasoline or cylinder oil and they won't leave before buying a lot of fruit, candies, cigars, bottled sodas, ginger ale, ginger snaps, bologna, cheese, crackers and other good things.

### THE BOWSER SIGN WILL BRING THEM IN

500,000 automobiles are built and sold every year. The business is growing at a tremendous rate, and motorists have learned that a **Bowser pump** means pure, clean gasoline that they can depend on.

The Bowser System will bring you the gasoline trade in your community and for miles around.

It costs so little.

It earns so much  
you can't hesitate.

Write now for further particulars.

**S. F. BOWSER & CO., Inc.**

Home Plant and General Offices, Box 2089, Ft. Wayne, Ind., U. S. A

Engineers and Manufacturers of Oil Handling Devices

Sales offices in all centers and representatives everywhere

Original Patentees and Manufacturers of Standard Self-Measuring, Hand and Power Driven Pumps, Large and Small Tanks, Gasoline and Oil Storage and Distributing Systems, Self-Registering Pipe Line Measures, Oil Filtering and Circulating Systems, Dry Cleaner's Systems, Etc.

**ESTABLISHED 1885**